



RETURN BIDS TO:

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Bid Receiving - PWGSC / Réception des soumissions -
TPSGC

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Core 0B2 / Noyau 0B2

Gatineau

Quebec

K1A 0S5

Bid Fax: (819) 997-9776

SOLICITATION AMENDMENT MODIFICATION DE L'INVITATION

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'invitation demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Systems Software Procurement Division / Division des
achats des logiciels d'exploitation
Terrasses de la Chaudière
4th Floor, 10 Wellington Street
4th etage, 10, rue Wellington
Gatineau
Quebec
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|--|---|
| Title - Sujet AI-IA - Invitation to Qualify | |
| Solicitation No. - N° de l'invitation EN578-180001/A | Amendment No. - N° modif. 008 |
| Client Reference No. - N° de référence du client EN578-180001 | Date 2018-10-24 |
| GETS Reference No. - N° de référence de SEAG PW-\$SEE-017-33817 | |
| File No. - N° de dossier 017ee.EN578-180001 | CCC No./N° CCC - FMS No./N° VME |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-10-31 | Time Zone Fuseau horaire Eastern Daylight Saving Time EDT |
| F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/> | |
| Address Enquiries to: - Adresser toutes questions à: Lessard, Peter | Buyer Id - Id de l'acheteur 017ee |
| Telephone No. - N° de téléphone (613) 850-7602 () | FAX No. - N° de FAX () - |
| Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: | |

Instructions: See Herein

Instructions: Voir aux présentes

| | |
|--|--|
| Delivery Required - Livraison exigée | Delivery Offered - Livraison proposée |
| Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur | |
| Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur | |
| Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie) | |
| Signature | Date |

ARTIFICIAL INTELLIGENCE

Invitation to Qualify

This Amendment 008 is issued to respond to questions from the industry as well as from the Supplier Information Session

PART A - SUPPLIER INFORMATION SESSION Q'S AND A'S

Question 029:

Do we need to provide one reference per project, or just one reference per response?

Response 029:

*In order to facilitate the submission of otherwise highly sensitive / confidential projects for which references cannot be provided, Suppliers are now only required to submit at least one project reference **per response**. **At least one reference is required in order to qualify.***

Question 030:

Clarification is needed for submission of proposals via Canada Post (ePost Connect). This method of submission is new and requires additional learning and adjustment.

- (a) Is this the only method that Canada will accept for submission of proposals?
- (b) What other more simplified options are available for submission of responses?
- (c) Will Canada accept responses sent directly by email?
- (d) In the case of ePost Connect, will a confirmation email be returned?

Response 030:

- (a) *Electronic responses must be submitted in accordance with the ePost Connect process which requires that an email be sent as early as possible (at least six business days prior to bid close) to the PWGSC Bid Receiving Unit (BRU) to start a conversation. Refer to the ePost Connect website in section Annex 5, section 8 "Transmission by ePost Connect" of the ITQ document.*
- (b) *If Suppliers do not wish to use the ePost Connect service, they may submit their responses using the traditional methods of either sending a hard copy response or a facsimile of the response to the Bid Receiving Unit before the date of bid close. The address and fax number of the BRU are detailed on the front page of all solicitation amendments.*
- (c) *The Contracting Authority cannot accept responses directly; all responses, whether electronic, hard copy, or facsimile, must be routed through the BRU.*
- (d) *Confirmation is provided throughout the process. Refer to the participant guide below for further information.*

<https://www.canadapost.ca/cpc/assets/cpc/uploads/files/postal-services/epost-connect-participant-guide-en.pdf>

ARTIFICIAL INTELLIGENCE

Invitation to Qualify

Question 031:

Page 4 – invitation to qualify is subject to trade agreements. Can you explain what this means?

Response 031:

Section 1.3 on page 4 of the ITQ exists to advise that this solicitation is subject to the provisions of the trade agreements and is not restricted to only Canadian suppliers. Canada is required to abide by the rules of these trade agreements when soliciting bids.

Question 032:

Clarification is needed with respect to project submission:

- (a) Can the Supplier choose to qualify for specific bands?
- (b) Should the value of projects submitted correlate to specific bands?
- (c) Can one project include a blend of several of the AI categories identified in the ITQ?
- (d) Do all of the AI categories need to be included in the projects submitted?
- (e) Should the projects submitted have been completed in the last 3 years?
- (f) If a project was delivered more than 3 years ago but is in use today, is this considered valid?
- (g) From what date is the 3 year project delivery timeframe effective?
- (h) In terms of project completion, what level of completion is required? Would you want to see production and deployment?

Answer 032:

- (a) Yes. A supplier can identify the bands they wish to qualify for, OR will be automatically qualified for bands in accordance with the number of projects submitted.
- (b) The value of the projects submitted do not have to correlate with the bands.
- (c) Yes.
- (d) No. All 3 categories do not need to be incorporated into a response. For example, a response could include 5 projects from only 1 of the AI categories.
- (e) Yes. This is a results-based assessment requiring that all projects submitted have been completed in the last 3 years.
- (f) No. Canada requires that the projects have been delivered within the last 3 years in order to be considered relevant in consideration of AI being a very fast and evolving field using the most recent technology.

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Invitation to Qualify

(g) *The 3 year timeframe would be effective 3 years prior to the release date of September 20, 2018. **Projects completed prior to September 20, 2015, will not be accepted.***

(h) *Projects must have been successfully delivered including production and deployment. Partially delivered projects will not be accepted.*

Question 033:

Would a value-added resale systems integrator with a formal relationship with an AI vendor be allowed to qualify in their own right?

Answer 033:

Prequalification on this ITQ is based on submitting a project that was delivered by the Supplier as the prime or sub-contractor.

Question 034:

Will an extension to the closing date of this ITQ be considered?

Answer 034:

No. At this time, Canada is not in a position to extend the ITQ closing date.

Question 035:

Would we allow an internal references?

Answer 035:

Internal references will not be accepted, only external references from customers would be received.

Question 036:

Do you include RPA in the 3rd axis on AI (Automatization cognitive)

Response 036:

Yes.

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Invitation to Qualify

Question 037:

In terms of scope, do you plan to publish subsequent RFP mainly focused on technical support or could it be also business consultancy around AI?

Response 037:

Although specific projects are still underway for forecasting, it is anticipated that there will be a variety of needs for various government departments.

Question 038:

For projects where a reference is not provided, do we need to provide the name of client organization?

Response 038:

Yes, projects should include the name of the client organization.

Question 039:

Supplier = Canadian Company (excluding sister or parent affiliates). Thus it is logical to conclude that Sister and Parent Affiliates are not part of the Supplier. Than a reference from the Parent or Sister should be considered.

Response 039:

Refer to answer 015 in Amendment 003 for what is acceptable for the purpose of prequalifying under this Source List.

Question 040:

Will there be extra credit given to delivered projects that use more advanced techniques?

Response 040:

No, prequalification under this ITQ is a pass / fail process, no ratings will be given for any of the mandatory criteria.

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Question 041:

We have conducted projects for clients who cannot be named, at least at present; must all companies that we have deployed to have a name, ie., no "cannot be named" sources?

Response 041:

It is preferable to indicate the client in your project, however in the case of confidential projects, it is acceptable to note this in your response.

Question 042:

When the ITQ is completed, how will opportunities be identified?

Response 042:

As detailed in Annex 4: Competing for Subsequent Opportunities, Canada will announce opportunities once the Source List is in place allowing Suppliers to self-identify their interest following a brief engagement session. A maximum of 10 Suppliers will be selected from the list of interested Suppliers, up to 3 of which may be selected by Canada, and the remainder will be randomly generated. The selected Suppliers will then be invited to bid on the opportunity.

Of note, the resulting source list will not result in a ranked list of Suppliers; all Suppliers will be given equal consideration for all resulting opportunities.

Question 043:

Will the list of Suppliers under the Source List be published?

Response 043:

Yes, the resulting list of Suppliers will be published.

Question 044:

Is there a page limit or character limit for responses?

Response 044:

No, no page or character limit is specified for responses.

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Question 045:

Can we include hyperlinks in the responses, for example to redirect to supporting information for our response?

Response 045:

Yes, hyperlinks in this sense are acceptable to enhance a response, but should not be used to replace a response.

PART B – QUESTIONS AND ANSWERS

Question 046:

Could you please provide a copy of the ITQ documentation in MS Word format?

Response 046:

Yes. Please find an MS Word version as part of this amendment.

Question 047:

I am not able to access the links as they don't appear as LIVE links - only underlined. Please let me know if I am downloading the incorrect copy.

Response 047:

This has been corrected and should be accessible in this updated version.

Question 048:

Is there a commodity that we should select for Software-as-a-Service (SaaS)?

Response 048:

See response to question 014, Amendment 003.

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Question 049:

With regard to the Industry Day for this ITQ, there is a showcase event scheduled for October 19th as well, for the GoC's Artificial Intelligence Insights opportunity. Would PSPC please consider postponing the Industry Day event to the following week?

Response 049:

Canada was unable to postpone the Industry Day scheduled for October 19, 2018.

Question 050:

I noticed cover page specified Part - Partie 1 of - de 2, See Part 2 for Clauses and Conditions. This Part 2 page doesn't appear in ITQ document. Are these Clauses and Conditions a part of ITQ which require review? If so, could you provide this Part 2 information?

Response 050:

Part 2 is all documentation after the first page of the solicitation.

Question 051:

With regards to Amendment 005 and the inclusion of an option to be able to submit responses directly to the bid receiving unit. For companies wishing to submit directly to the bid receiving unit there is no clarification as to the format of the delivery, i.e. hard copy or electronic, number of copies etc. If you can provide further direction and clarification for delivery of responses to the bid receiving unit.

Response 051:

Canada requests that Bidders provide 1 hard copy of their response.

Question 052:

Can you please confirm that I am following the correct procedure in order to request for an ePost Connect conversation to eventually submit an RFI response to RFI EN578-180001 (AI-IA Invitation to Qualify for Artificial Intelligence Source List)? I did receive an email from DGA réception des soumissions / AB Bid Receiving (TPSGC/PWGSC) TPSGC.DGAreceptiondessoumissions-ABBidReceiving.PWGSC@tpsgc-pwgsc.gc.ca confirming they received my message below.

Response 052:

See response to question 022 of amendment 005.

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To request an ePost Connect conversation please send an email to the national capital region Bid Receiving Unit at TPSGC.DGAreceptiondessoumissions-ABBidReceiving.PWGSC@tpsgc-pwgsc.gc.ca. Additional information is located in Annex 5, section 8.1 (a) of the ITQ document.

Question 053:

Are AI projects acceptable to Canada which were undertaken by a sister company which recently closed at which time AI projects were transferred to the current company?

Response 053:

Please refer to response to question 015 of amendment 003.

Question 054:

Do Suppliers under this arrangement need to have the capability to support Classified content in the AI solution?

Response 054:

Suppliers are not required to support Classified content in the AI solutions to qualify for this ITQ. Future solicitations under this source list may require classified content capabilities.

Question 055:

Is it necessary for the Supplier to support English and French for all AI solutions?

Response 055:

Suppliers are not required to support English and French for AI solutions to qualify for this ITQ. Future solicitations may have a requirement for bilingual support.

Question 056:

Can you confirm whether a Supplier may host one or more of its AI products or services for the government in a third party cloud hosting facility (e.g. AWS Canada)?

Response 056:

This is not a requirement to qualify for this ITQ. However, subsequent RFP's may include a requirement for specific hosting mechanisms.

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Question 057:

If a Supplier applies but is not accepted in this round will feedback be provided to the Supplier as to why their Supplier arrangement was denied?

Response 057:

Suppliers may request a debriefing to discuss the decision.

Question 058:

Does being denied in this round, affect the Supplier from re-applying with the same or different products/solutions in the future?

Response 058:

Suppliers are encouraged to re-apply at the next source list refresh.

Question 059:

Could you please answer the following questions related to M2 of this solicitation?

- (a) What level of detail is required in describing our AI talent capabilities?
- (b) In addition to an overview of our capabilities, are sample resumes or bios required to show case our AI talent?
- (c) What are the specific skills and capabilities that you would require to be highlighted as part of our submission?

Response 059:

- (a) *The level of detail should demonstrate that a supplier is qualified to deliver AI.*
- (b) *Suppliers are welcome to submit documentation that substantiates their response.*
- (c) *The skills and capabilities should demonstrate that a supplier is qualified to deliver AI.*

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Question 060:

A couple of questions:

- (a) With regard to references, can we ask that reference calls be scheduled? With AI being such a hot topic, and our Amelia solution being in such demand, our customers get asked to do reference calls quite frequently, therefore to mitigate disruption of their real jobs we ask that potential customers work with us to schedule the reference calls. Are you amenable with that?
- (b) Secondly, our customers asked who will be on the reference calls. Can you share with us who the evaluators are and what position they hold? Will they be a mix of technical and business callers? If you can't share names and titles can you give us an idea of how many callers (technical and business) will be on the reference calls? We want you to get as much as possible out of the conversation. At the very least they want to be prepared for all potential questions.

Response 060:

- (a) *Canada will try to accommodate where possible.*
- (b) *Evaluators for this ITQ may consist of technical or non-technical personnel or resources.*

Question 061:

When the ITQ document precise that we have to sign our proposal "Canada requires that each response, at the Invitation to Qualify closing date and time or upon request from Canada, be signed by the Supplier or by an authorized representative of the Supplier." Is it in the down part of the first page of the document that it has to be done? (print screen attached) Also does that document have to be completed (address, phone) and put on the forefront of our proposition?

Response 061:

Correct. Suppliers are required to sign their submission on the bottom first page where is says signature and date.

Question 062:

Section 1.3 of Annex 3 references that the Limitation of Liability does not apply to a party's indemnification obligations. Can you please provide what those indemnification obligations would be under a resulting award?

Response 062:

The current limitation of liability clause in the ITQ document is under review with changes expected.

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Question 063:

With regards to Step 1: Solicitation of Annex 4, are the values indicated in Bands 1, 2, and 3 for one year or for the life of the contract?

Response 063:

The amounts are for the entire contract period.

Question 064:

I am seeking clarification on the submission date. Is it October 31, 2018. Somewhere I read a note that said submission are due "five days before this" ... or will not be accepted? What is the final date for submission?

Response 064:

The closing date for this solicitation is October 31, 2018. Enquires received within five days of the solicitation closing may not be answered.

Question 065:

- (a) Would it be possible to get a link to the Ineligibility and Suspension Policy that is working?
- (b) Would we be able to get a copy of the Integrity declaration Form as well?
- (c) Question 24, found in Amendment 005, refers to eligibility relating to future opportunities if a vendor does not qualify or misses out on the current ITQ. The response to this questions states that the Source List will be reviewed and updated on a periodic basis. Will future ITQ's be made available, and if so how often?

Response 065:

- (a) *Links have been updated in the latest amendment ITQ document posted with this amendment 007.*
- (b) *Links have been updated in the latest amendment ITQ document posted with this amendment 007.*
- (c) *It is unknown at this time. The refresh process is still in the development stage.*

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Invitation to Qualify

Question 066:

Will the suppliers who have qualified for the above automatically qualify for the AI Invitation to Qualify posted here: <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-EE-017-33817>? Should we submit our answers to quality for this ITQ as well?

Response 066:

Suppliers must submit a response to the ITQ solicitation and qualify to be eligible for the source list.

Question 067:

With regards to Step 1: Solicitation of Annex 4, are the values indicated in Bands 1, 2, and 3 for one year or for the life of the contract?

Response 067:

The values of the bands are applicable to the Source List to define total contract values for potential subsequent individual opportunities. Qualification to the bands is done at the moment of pre-qualification, however opportunities to qualify for higher bands is possible at refresh periods.