



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC / Réception des soumissions  
- TPSGC

11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Québec

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**

Special Projects Division (SPD)/Division de Projets  
Spéciaux (DPS)

Terrasses de la Chaudière 4th Floor

Terrasses de la Chaudière 4e étage

10 Wellington Street,

10 Wellington Street,

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> SAP Technical TA Vehicle	
<b>Solicitation No. - N° de l'invitation</b> G9292-202530/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> G9292-202530	<b>Date</b> 2019-04-16
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$XU-001-34948	
<b>File No. - N° de dossier</b> 001xu.G9292-202530	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2019-04-30</b>	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Yang, Annie	<b>Buyer Id - Id de l'acheteur</b> 001xu
<b>Telephone No. - N° de téléphone</b> (613) 858-8340 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

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

**AMENDMENT 002****THE SOLICITATION AMENDMENT #002 IS RAISED TO MODIFY THE BID SOLICITATION AND TO ANSWER QUESTIONS FROM THE INDUSTRY.****SECTION A: MODIFICATIONS****MODIFICATION # 002**

**Reference:** M5/R3

**Modification :**

1. M5 in Attachment 4.1, Corporate Evaluation Criteria, is amended as follows:

Delete M5 under Corporate Mandatory Criteria and insert the following:

The Bidder must demonstrate its experience in **at least one** (1) high ramp-up SAP professional services project, where it has been responsible for on-boarding ten (10) or more resources for each project within a ninety (90) day period.

The ninety (90) day period referred to above can be any ninety (90) day period on one project, within which ten (10) or more resources were on-boarded. As defined for this requirement, the on-boarding period starts when the first resource commences work and ends ninety (90) days thereafter. All ten (10) or more resources must have commenced work on the project during this ninety (90) day period.

For a project reference to be accepted:

- The ninety (90) day period referred to above must have started no earlier than April 3, 2009;
- Each resource must have been on-boarded within eight (8) weeks of the date the client made the official request for his/her services; and
- Each resource must have remained on the project for at least three (3) months.

The Bidder must complete both "Appendix A5 to Attachment 4.1" (Bidders Response Template for High Ramp-up SAP Professional Services Projects), and "Appendix B to Attachment 4.1" (Bidders Response Template for Project Reference) for each project reference used as part of its response to M5.

2. R3 in Attachment 4.1, Corporate Evaluation Criteria, is amended as follows:

Delete R3 under Corporate Rated Criteria and insert the following:

The Bidder should demonstrate its experience in **more than one** high ramp-up SAP professional services project, where it has been responsible for on-boarding ten (10) or more resources for each project within a ninety (90) day period.

The ninety (90) day period referred to above can be any ninety (90) day period on one project, within which ten (10) or more resources were on-boarded. As defined for this requirement, the on-boarding period starts when the first resource commences work and ends ninety (90) days thereafter. All ten (10) or more resources must have commenced work on the project during this ninety (90) day period.

For a project reference to be accepted:

- The ninety (90) day period referred to above must have started no earlier than April 3, 2009;
- Each resource must have been on-boarded within eight (8) weeks of the date the client made the official request for his/her services; and
- Each resource must have remained on the project for at least three (3) months.

A maximum of ten (10) project references (in addition to the one used in M5) may be used.

The Bidder must complete both "Appendix A5 to Attachment 4.1" (Bidders Response Template for High Ramp-up SAP Professional Services Projects), and "Appendix B to Attachment 4.1" (Bidders Response Template for Project Reference) for each project reference used as part of its response to R3.

3. Delete Appendix A5 to Attachment 4.1, Bidders Response Template for High Ramp-up SAP Professional Services Projects, and insert the attached Appendix A5 to Attachment 4.1.

Evaluation Guidelines for R3 and all other Corporate Evaluation Criteria remain unchanged.

**APPENDIX A5 TO ATTACHMENT 4.1**

**BIDDERS RESPONSE TEMPLATE FOR  
HIGH RAMP-UP SAP PROFESSIONAL SERVICES PROJECTS**

Bidder Name: \_\_\_\_\_

By providing a response, the Bidder certifies that, for the SAP Professional Services projects below, the following resources: (a) were on-boarded within eight (8) weeks of the official request made by the client, and (b) remained on the project for at least three (3) months.

Bidders should add more lines to list named resources and may use more than one (1) page if necessary.

			Date of Official Request by Client (dd/mm/yy)	Named Resource(s)	Date Resource On-Boarded (dd/mm/yy)	Date Resource Left Project (dd/mm/yy)
1	Cross Reference to Project Reference  # _____	1				
		2				
		3				
		4				
		5				
		6				
		7				
		8				
		9				
		10				
2	Cross Reference to Project Reference  # _____	1				
		2				
		3				
		4				
		5				
		6				
		7				
		8				
		9				
		10				

**SECTION B: QUESTIONS AND ANSWERS****QUESTION # 011**

**Reference:** R3

**Question:**

Corporate Requirement R3 requires experience on “high ramp-up SAP Professional Services Projects”. To score full points, a company must have had:

- 100+ SAP Projects ramping up 10+ Consultants (within a 3 month period)
- 20+ SAP Projects ramping up 15+ consultants (within a 3 month period)
- 10+ SAP Projects ramping up 20+ Consultants (within a 3 month period)

We understand the need for a vendor to have this experience, however we find the rating scale to achieve full points to be extremely excessive. There is likely only 1-2 vendor(s) in all of the Federal Government that have ramped up 20+ SAP Consultants on over 10 projects. This is very limiting for the vendor community.

**Would the Crown please amend the rating criteria to a more realistic value. We suggest:**

- 10 points for each additional project where 10 or more resources were onboarded
- 5 points for each additional project where 7 or more resources were onboarded
- 1 points for each additional project where 5 or more resources were onboarded

**Answer:**

The Bidder is not expected to obtain full points. Changing the number of points would simply provide a higher score for this Corporate Requirement and would not really add additional value. The number of points remains unchanged.

**QUESTION # 012**

**Reference:** R3

**Question:**

If the above request is not approved, would the Crown please consider allowing for “high ramp-up professional services projects” for non-SAP Projects?

We see the process & experience of “high ramp-up” as a similar exercise for a vendor, regardless of the type of project it is for.

Please confirm the following amendment to the requirement:

“The Bidder should demonstrate its experience in more than one high ramp-up professional services project where it has been responsible for on-boarding ten (10) or more resources for each project within three (3) months of contract award or project start-up, within the last ten (10) years prior to the bid posting date.”

**Answer:**

Ramp-up professional services for SAP projects specifically is key for this requirement. The Bidder should then demonstrate its experience in more than one high ramp-up SAP professional services projects.

**QUESTION # 013**

**Reference:** R1

**Question:**

Corporate Rated Requirement R1- given the extremely high number of billable days required to fully satisfy this requirement, would the Crown please consider accepting billable days that occurred within the last seven (7) years? We are requesting this for R1 only.

**Answer:**

SAP is a fast changing technology and Canada is looking for recent experience within the last five (5) years. The billable days that will be considered must have occurred within the last five (5) years prior to the bid posting date.

**QUESTION # 014**

**Reference:** Bid Closing Date

**Question:**

Given the large level of detail required to satisfy this requirement, we respectfully ask for a 2 week extension to the closing date of this RFP to May 7<sup>th</sup>, 2019.

**Answer:**

A one-week extension was already granted (please refer to Modification #001).

**QUESTION # 015**

**Reference:** R3

**Question:**

Many SAP projects begin with a smaller initial team that establishes the work plans and environment, followed by high ramp-up periods as the project moves from phase to phase.  
Would Canada consider a high ramp-up stage occurring over a 3-month period within a project (i.e., beyond the initial three months of contract or project start) to qualify toward the requirement defined in R3?

**Answer:**

R3 has been changed to allow ramp-up stage occurring beyond the initial 3 months of contract award or project start date. Please refer to Modification #002.

**QUESTION # 016****Reference:** Bid Closing Date**Question:**

Due to the enormous level of effort required to gather such an extraordinary and substantial amount of information, including but not limited to:

- Demonstrate over 22160 days of work on SAP related projects for 5 resource categories which must include at least 60 % of the applicable tasks for any one of the respective resource categories detailed in Annex A" (SOW)
- Demonstrate up to 10 projects where 20 or more resources were onboarded within 3 months
- Demonstrate up to 5 projects experience using SAP S/4HANA technology, during S/4HANA migration implementation
- Demonstrate up to 5 projects experience using SAP Fiori technology

We respectfully request a significant extension to May 24<sup>th</sup>, 2019 to allow for time to prepare, assemble project information and ensure compliance with the extensive requirements?

**Answer:**

Canada is not considering further extension at this point.

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME**