

# Cyber Security Procurement Vehicle (CSPV) Invitation to Qualify Information Session

2019-04-23





# Agenda

1 Objective

2 Cyber Security Procurement Vehicle (CSPV) Overview

3 Results of Industry Consultation

4 Important Dates

5 How to Submit a Response

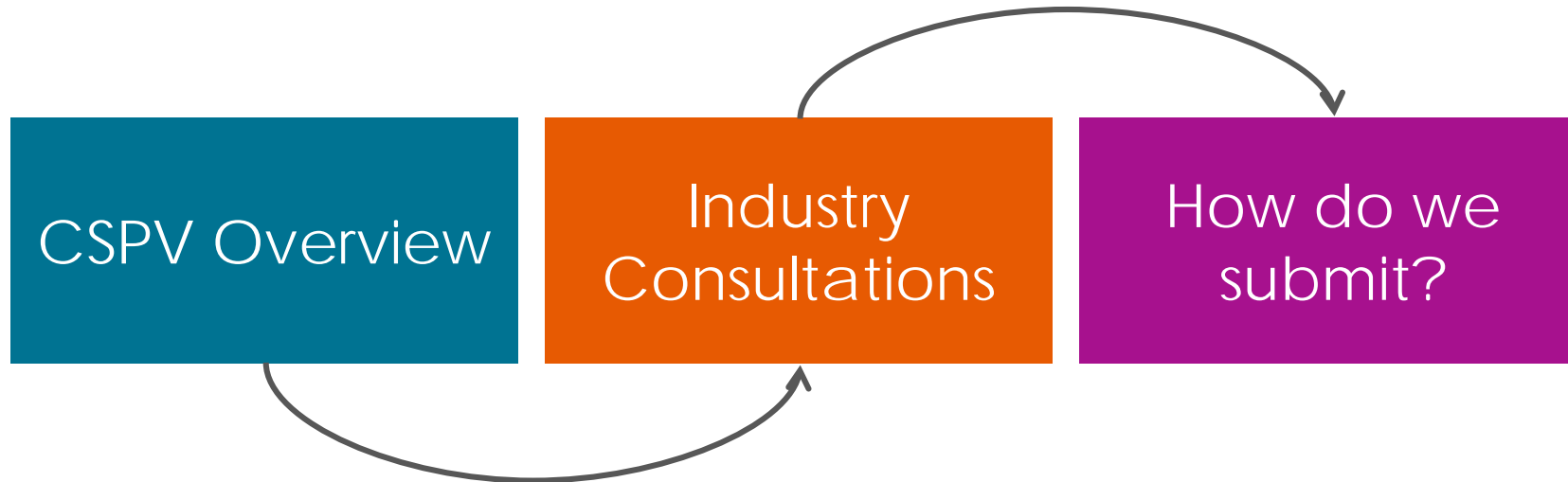
6 Questions / Feedback



# Objective of the WebEx

## Objectives

- Provide an overview of the Cyber Security Procurement Vehicle (CSPV).
- Update participants on the results of SSC's consultations with Industry.
- Outline instructions for submitting a response to the CSPV ITQ.





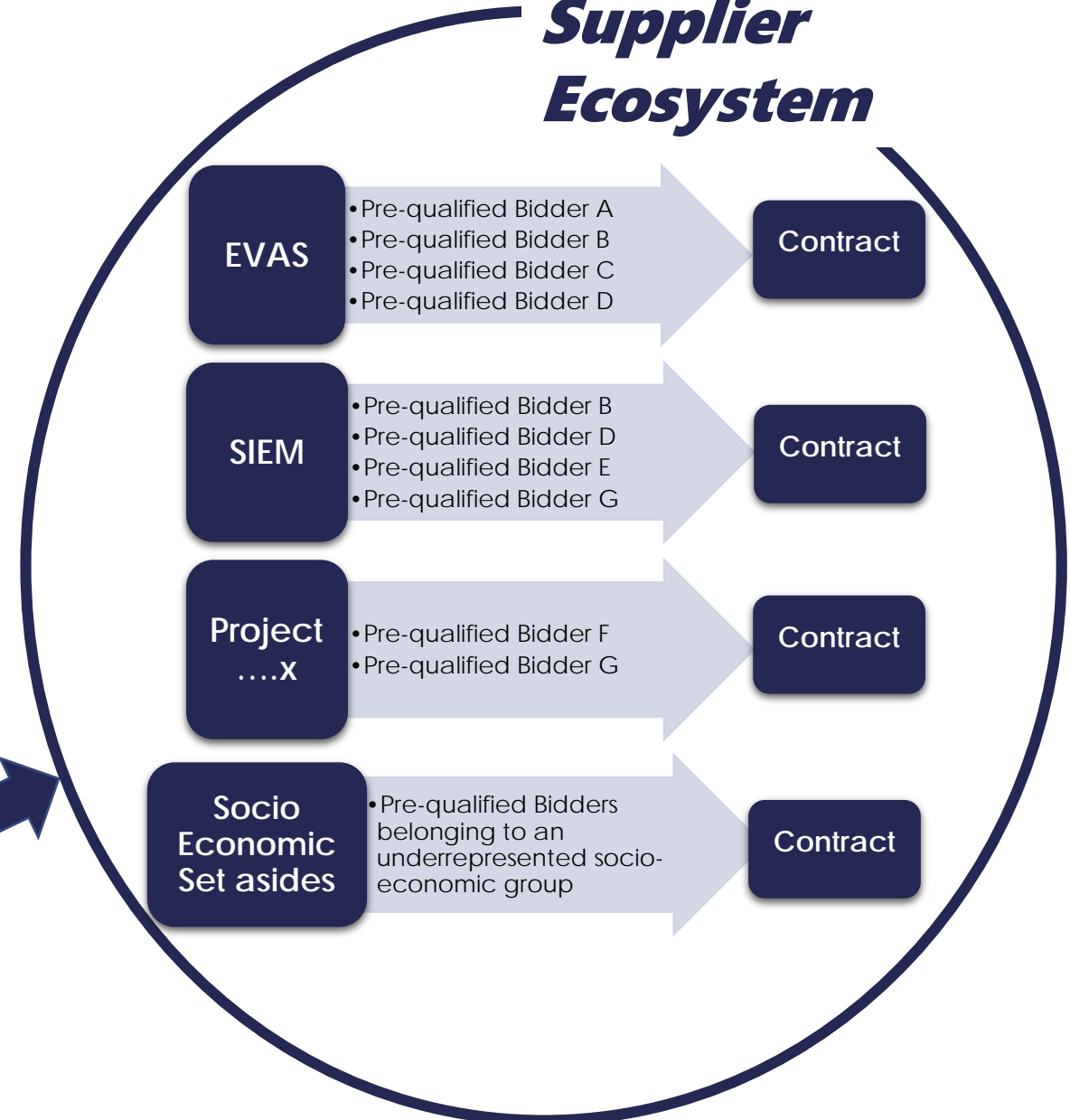
# Cyber Security Procurement Vehicle (CSPV)

Create a secure, collaborative environment between government and industry in order to:

- provide the ability to **quickly respond** to emerging cyber threats;
- facilitate **open dialogue** on Canada's requirements in order to improve **interoperability** and **integration of technologies**;
- **increase access** and agility; and
- **simplify** and **expedite** the **procurement** of cyber and IT security requirements.

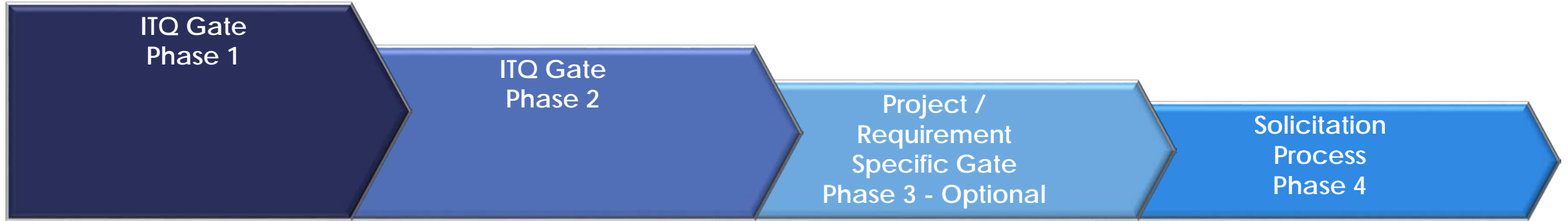
Continuous Qualification

## ***Secure Supplier Ecosystem***





# Proposed CSPV Procurement Process



## Phase 1

Evaluate written responses to Phase 1 Mandatory requirements.

Businesses can self-identify as belonging to an underrepresented socio-economic group, making them eligible for potential project/requirement specific set-asides in later phases.

## Phase 2

Respondents will present their responses to the Phase 2 Rated Requirements.

Respondents may provide additional information on expertise or products that will not be evaluated, but may inform future procurement strategies.

Respondents who successfully pass Phase 2 become Qualified Respondents and will be added to the Secure Supplier Ecosystem (SSE).

## Phase 3 - Optional

An optional phase linked to specific projects or requirements.

Qualified Respondents will be further assessed using a variety of Traditional and Innovative Evaluation Mechanisms in order to create a Short List before proceeding to Phase 4.

## Phase 4

Qualified Respondents will be invited to participate in a traditional or innovative solicitation process.



# Background Information

## Request for Information (RFI)

Launched July 3, 2018,  
closed August 17, 2018



## RFI Update WebEx

SSC summarized RFI  
feedback

## Industry Consultations

CITPA, ITAC, IN-SEC-M





# Industry Consultations – What We Heard



85%

of participants were satisfied with Canada's proposed Mandatory Requirements



85%

of participants support the use of presentations to demonstrate the capacity of their firm





92%

of participants agree that SSC is trending in the right direction with respect to the CSPV



# Phase 1 – Mandatory Criteria Updates

Based on feedback from Industry, there are now 3 options for qualification under Mandatory Criteria 2:

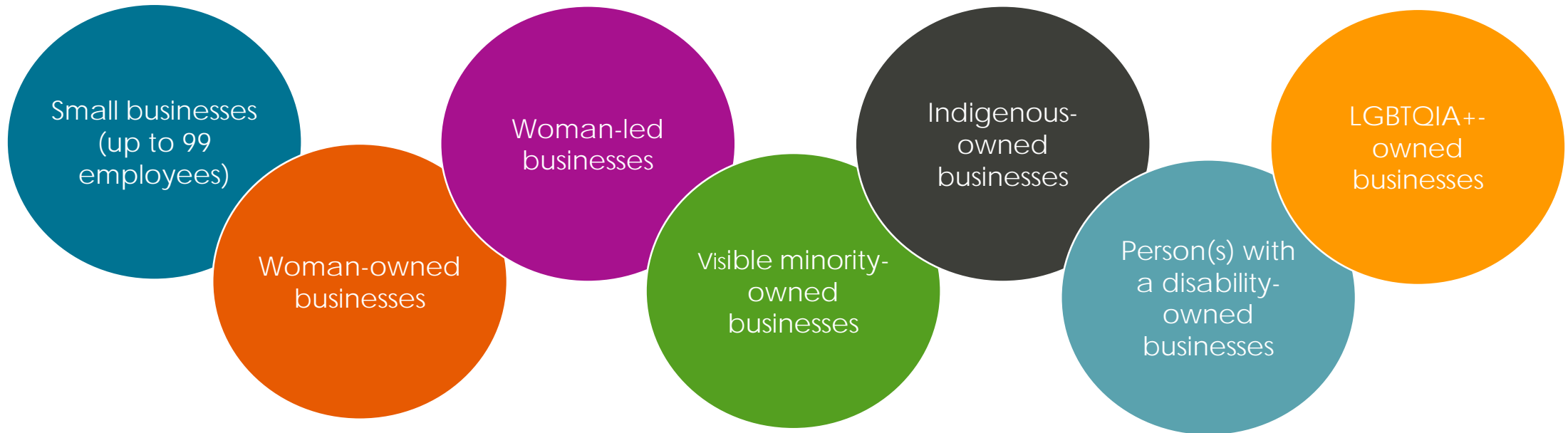
	<b>BILLABLE REVENUE</b> > <b>UPDATED:</b> Minimum billable revenue increased from <b>\$2M</b> to <b>\$6M</b> in the 3 years prior to ITQ posting	<b>M2A</b>
	<b>PRODUCTS / SOLUTIONS</b> > <b>NEW:</b> Commercially available cyber security product / solution with a minimum of 5 paying corporate customers	<b>M2B</b>
	<b>GRANTS</b> > <b>ADDED:</b> Build in Canada Innovation Program Post Secondary Institution grants	<b>M2C</b>





# Phase 1 – Mandatory Criteria Updates

Based on feedback, SSC has revised the list of underrepresented groups (URGs) for self-identification under Mandatory Criteria 3 to include:

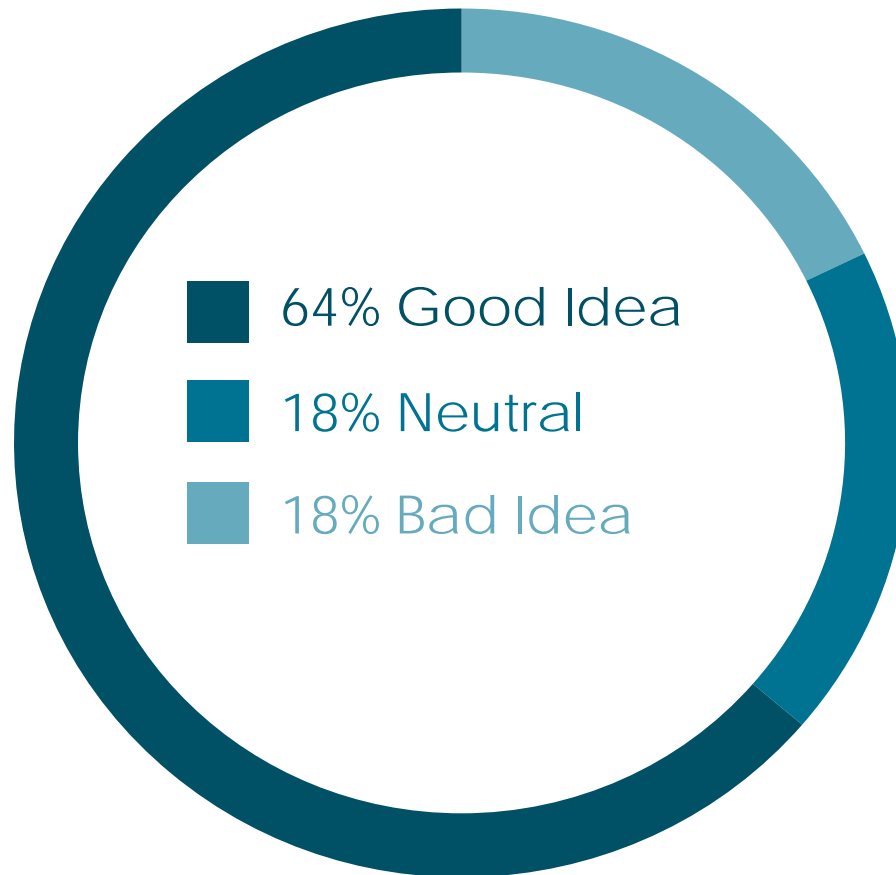


This list may be expanded to include other URGs at a later date. QRs already qualified in the SSE will be able to self-identify under new designations should they become available.



## Phase 2 – Optional Additional Capacities

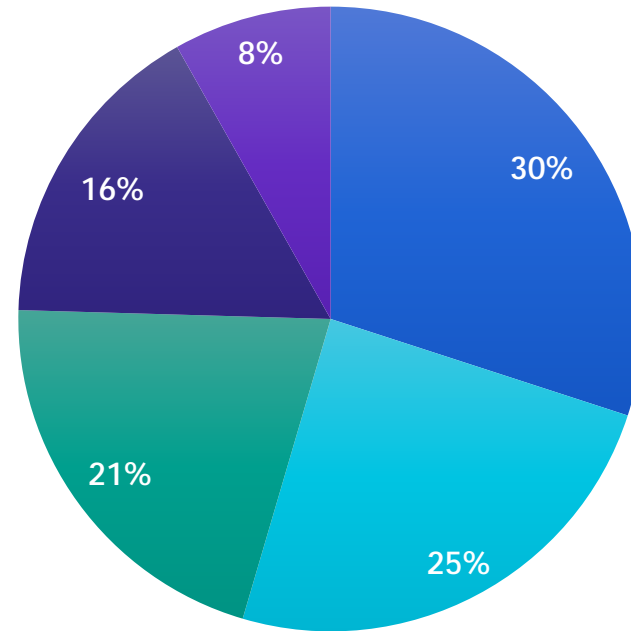
What do you think of including  
Optional Additional Capacities  
that will not be scored?





## Phase 3 – Project / Requirement Specific Evaluation Mechanisms

What are the most efficient evaluation mechanisms for demonstrating the capacity of a firm or its proposed solution?



■ DEMO OF A PROPOSED SOLUTION USING USE CASES

■ PROOF OF CONCEPT (VALIDATION AGAINST SPECIFICATIONS)

■ PRESENTATION

■ WRITTEN PROPOSAL


■ WHITE PAPER - DESCRIPTION OF HOW THE RESPONDENT WOULD SOLVE THE PROBLEM





# Important Dates

## APRIL / MAY

 ITQ Initial Posting

 ITQ Submission Deadline #1

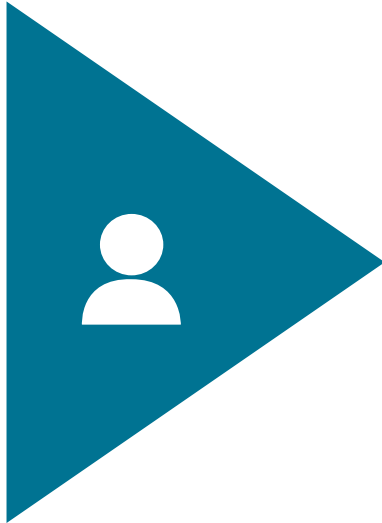
 ITQ Subsequent Posting

 ITQ Submission Deadline #2

SUN	MON	TUE	WED	THU	FRI	SAT
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1



# How to Submit a Response



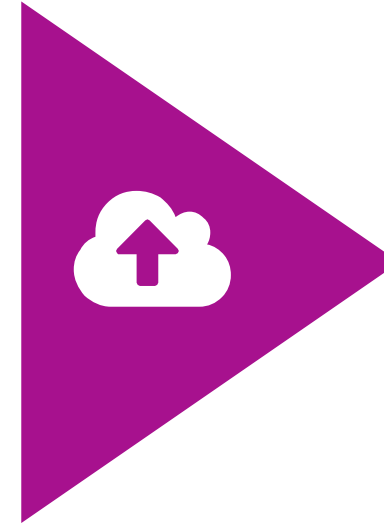
## Register for P2P

In order to submit a response to the ITQ, you must register in the Procure to Pay (P2P) portal



## Visit Buy & Sell

Monitor Buy & Sell to access the CSPV solicitation link



## Submit via P2P

Fill out the Response Submission Form available in P2P & submit by your preferred submission deadline



# SSC's Procure to Pay Portal



## Procure to Pay (P2P)

In order to submit a response via P2P, you must add your firm to the CSPV P2P solicitation. For instructions on how to do so, please refer to Section 3.3 of the ITQ.

Link to the Supplier Training Portal for P2P "How-to" Documents and instructional videos:

[https://sscp2pspc.ssc-spc.gc.ca/aideP2Phelp/P2P\\_Suppliers\\_Training.html](https://sscp2pspc.ssc-spc.gc.ca/aideP2Phelp/P2P_Suppliers_Training.html)

For P2P support, please contact the P2P help desk at 1-888-214-5001 or [SSCP2Psupport-soutiensSPCAPL@ivalua.com](mailto:SSCP2Psupport-soutiensSPCAPL@ivalua.com)