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**K1A 0S5**

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**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> 006
<b>Client Reference No. - N° de référence du client</b> G9292-202530	<b>Date</b> 2019-05-02
<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 2019-05-07</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/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

**AMENDMENT 006**

**THE SOLICITATION AMENDMENT #006 IS RAISED TO MODIFY THE BID SOLICITATION AND TO ANSWER QUESTIONS FROM THE INDUSTRY.**

**SECTION A: MODIFICATIONS****MODIFICATION # 005**

**Reference:** R7

**Modification :**

R7 in Attachment 4.1, Corporate Evaluation Criteria, is amended as follows:

1. Delete R7 under Corporate Rated Criteria and insert the following:

The Bidder should demonstrate delivery of SAP professional services for the Public Sector (Federal, Provincial, Municipal Government or Crown Corporation) within the past five (5) years prior to bid posting date.

For a project experience to be accepted, the contract must have been for a minimum of twelve (12) months.

There is no limit to the number of project references that may be used.

The Bidder must complete both "Appendix A9 to Attachment 4.1" (Bidders Response Template for SAP Professional Services for the Public Sector), and "Appendix B to Attachment 4.1" (Bidders Response Template for Project Reference) for each project reference used as part of its response to R7.

2. Delete Appendix A9 to Attachment 4.1, Bidders Response Template for SAP Professional Services for the Federal Government of Canada, and insert the attached Appendix A9 to Attachment 4.1.

Evaluation Guidelines for R7 and all other Corporate Evaluation Criteria remain unchanged.

**APPENDIX A9 TO ATTACHMENT 4.1  
 BIDDERS RESPONSE TEMPLATE FOR  
 SAP PROFESSIONAL SERVICES FOR THE PUBLIC SECTOR**

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

By providing a response, the Bidder certifies that it provided SAP technical resources at the total billing value for the Informatics Professional Services projects below, in the delivery of SAP professional services, while on the project, for at least twelve (12) months.

	Cross Reference to Project Reference	Government Department, Agency, or Crown Corporation Name	Total Billing Value	Project Period (dd/mm/yy to dd/mm/yy)
1	# _____			
2	# _____			
3	# _____			
4	# _____			
5	# _____			
<b>Total Billing Value</b>				

**SECTION B: QUESTIONS AND ANSWERS**

**QUESTION # 025**

**Reference:** Financial Evaluation

**Question:**

Please confirm that the number of resources expected per category (as shown in the table on page 5 of the RFP) will not be used in the calculation of the financial scores.

**Answer:**

Canada confirms the number of resources expected per category (page 5 of the RFP) will not be used in the calculation of the financial scores.

Pages 19 and 21 of the RFP indicate the weightings that will be used. Pages 19 -21 provide Bidders with an example of a financial evaluation using these weightings.

**QUESTION # 026**

**Reference:** M5/R3

**Question:**

Questions regarding M5 and R3 (including Question 022 from Amendment 4). We understand that it is ESDC's intent to leverage qualified resources for the delivery of complex programs from ESDC's premises as required. However, based on the response received from the last amendment issued as part of question 22, ESDC would not be able to qualify vendors that have delivered large complex SAP programs from both the client site and other locations such as the vendor's office location. In our experience, delivery of such programs may require resources to be remote (home office and elsewhere) but also be able to commute to the client site as required as part of a list of named resource working on the program. Limiting the project reference to be only onsite would make vendors with deep capabilities and qualified professionals unable to continue with their bid.

In addition, large complex SAP programs are typically delivered with a schedule and plan for resource onboarding established at the beginning of the program. As such, resources are not "requested by the client". This requirement and the request to provide the "Date of Official Request by Client" in Appendix A5 to Attachment 4.1 limits the ability for bidders to use these large complex programs as project references.

**Answer:**

ESDC's project requires the resources be onsite fulltime.

However, Canada will allow Bidders to use named resources who worked remotely, provided they started work on the project upon request by the client within the timelines specified in M5 and R3.

**QUESTION # 027****Reference:** R3

**Question:**

Corporate Requirement R3, as currently drafted, imposes an evaluation matrix that is not limited to the essential commercial and technical abilities required to fulfil the resulting contract.

To score maximum technical evaluation points, R3 currently requires that bidders submit evidence of 10 additional projects where they have undertaken on-boarding of more than 20 resources. The magnitude of this requirement (10 additional projects) is not essential to ensure that suppliers have the commercial and technical ability to undertake the relevant procurement – this has already been established by Corporate Mandatory Criteria M5.

The current requirement to provide evidence of 10 projects to obtain 100 technical points will only be achievable by large global integrator companies. In Question #011 contained in Amendment Number 002, one of the suppliers raised the fact that 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.

Please amend Corporate Requirement R3 as follows:

1. Corporate Requirement R3 should be more closely aligned with the requirements of the resulting requirement by reducing the number of projects required to score maximum points. This will not only ensure that the evaluation criteria is related to the performance of the resulting contract, but will also increase competition amongst qualified bidders. It is recommended that the number of projects required to achieve maximum evaluation points under Corporate Requirement R3 be reduced from 10 projects to no more than 5 projects;
2. In the alternative, if Canada continues to believe that evaluation of 10 projects remains necessary, then Corporate Requirement R3 should be modified to evaluate bidders' ability to satisfy high volume delivery of IT services irrespective of technologies. Limiting this requirement to 10 SAP projects unnecessarily limits the number of bidders that can achieve maximum points; or
3. In the further alternative, the scoring matrix should be modified to better align with the volume of resources delivered under each contract. While this further alternative would not address the unnecessary limitation of competition created by requiring 10 projects to achieve the maximum score, it would mitigate the resulting prejudice. As such, if Canada is unwilling to modify the number of projects or the nature of those projects (as set out in sub (1) and (2) above), then it is recommended that the scoring be modified as follows:
  - a. 5 points should be awarded for each additional project where 10 to 19 resources were onboarded; and
  - b. 10 points should be awarded for each additional project where 20 or more resources were onboarded.

**Answer:**

In order to be compliant with criteria M5, a Bidder must demonstrate its experience in at least one (1) high ramp-up SAP professional services project.

That is the bare minimum.

Criteria R3 awards points to Bidders who exceed the minimum.

Canada believes that a Bidder's ability to provide resources for ESDC's high ramp-up SAP project increases with the number of similar projects the Bidder has participated in during the past ten (10) years.

The projects must have been SAP-related because that is the type of resource being on-boarded at ESDC; however, the projects need not have been for the Federal Government.

Canada does not expect Bidders to attain full marks for each point-rated criteria.

The point-rated criteria is a method to differentiate compliant Bidders, based on their demonstrated ability to surpass the minimum requirements.

The point-rated criteria is not effective if all Bidders are able to attain full marks.

The financial evaluation is another method Canada will use to differentiate compliant Bidders.

**QUESTION # 028**

**Reference:** Bid Closing Date

**Question:**

Due to the numerous changes to the response requirements, along with the multiple clarifications required as a result of Amendment #4, the Bidder respectfully requests an extension to May 17<sup>th</sup>, 2019.

**Answer:**

Canada must on-board new resources by the end of June in order to meet its operational requirement.

Despite the tight schedule for completing the solicitation and on-boarding process, Canada has already agreed to extend the bid closing date two times.

Furthermore, there have been only two (2) changes to the response requirements:

- Modification #002 loosened the requirements for a project reference to be used in M5 and R3;
- Modification #004 allowed Bidders to use generic references rather resource names.

Modification #004 was made to address privacy concerns, and should lessen the time required to prepare bids (since consent of the resource is not required).

Canada feels it has been fair in addressing Bidders' concerns about the bid closing date.

Canada is not able to grant any further extensions.

**QUESTION # 029****Reference:** R4**Question:**

Companies and organizations running SAP, have multiple options related to S/4HANA. At a very high level, they can opt to gradually migrate their existing SAP application to S/4HANA or decide to start over with a S/4HANA implementation. The Bidder respectfully requests that the Crown consider amending to R4 to include "or S/4HANA implementation"

**Answer:**

Canada confirms that, for the purposes of R4, it considers an "S/4HANA implementation" project to be the same as an "S/4HANA migration implementation" project, since there would have been a migration of data from a legacy system.

**QUESTION # 030**

**Reference:** R7

**Question:**

In previous Federal Government RFPs, Public Sector experience is defined "*as any level of Municipal, Federal, Provincial or State Government experience*". The delivery of SAP professional services for Department(s), Agency (ies) or Crown Corporations at the Provincial level, would be similar, if not exactly, the same as SAP professional services delivered to Federal Government of Canada. Please confirm that Crown Corporations at the Provincial level would be accepted in support of the R7 requirement?

**Answer:**

Canada agrees to change the criteria to include services provided to the Public Sector.

Please refer to Modification # 005.

**QUESTION # 031**

**Reference:** Rated Criteria

**Question:**

Please refer to ATTACHMENT 4.1 CORPORATE EVALUATION CRITERIA, Rated Criteria, full points would total 600/600. Please clarify what the minimum Rated Criteria score for each requirement and in total is for this RFP?

**Answer:**

There is no minimum score required for any of the rated criteria, nor is there a minimum score in total, in order for the Bidder to be compliant.

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