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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

THIS DOCUMENT CONTAINS A SECURITY
REQUIREMENT/CE DOCUMENT CONTIENT
UNE EXIGENCE DE SÉCURITÉ

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Informatics Professional Services Division / Division
des services professionnels en informatique

Les Terrasses de la Chaudière

10, rue Wellington, 4ième

étage/Floor

Gatineau

Québec

K1A 0S5

Title - Sujet TBIPS - IT Services	
Solicitation No. - N° de l'invitation G9292-176717/A	Amendment No. - N° modif. 014
Client Reference No. - N° de référence du client G9292-176717	Date 2019-05-14
GETS Reference No. - N° de référence de SEAG PW-\$\$ZM-380-34737	
File No. - N° de dossier 380zm.G9292-176717	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-05-24	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B.	
Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Cook, Gail	Buyer Id - Id de l'acheteur 380zm
Telephone No. - N° de téléphone (613) 858-9369 ()	FAX No. - N° de FAX (819) 956-2675
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: EMPLOYMENT AND SOCIAL DEVELOPMENT CANADA	

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

Solicitation No. - N° de l'invitation
G9292-176717/A

Amd. No. - N° de la modif.
014

Buyer ID - Id de l'acheteur
380zm

Client Ref. No. - N° de réf. du client
G9292-176717

File No. - N° du dossier
380zmG9292-176717

CCC No./N° CCC - FMS No/ N° VME

AMENDMENT NO. 014

This amendment is raised to answer Bidders' questions.

QUESTIONS AND ANSWERS:

Question 131:

Reference – 4.3 Financial Evaluation and 4.4 Basis of Selection:

For both of the Workstreams (1 and 2), the Crown has assigned variable point weighting of the resource categories used for Method A financial evaluation. By assigning variable point weighting to the resource categories, this creates a scenario where Bidders are forced to both raise and drop rates above/below the market value in order to end up with the optimal financial score. For instance, because the Crown has structured the Financial Evaluation to include variable point weighting for different resource categories (25 points for some roles all the way up to 75 points for others), the Billing Rates for the roles that ESDC thinks it will use the most (the highly weighted categories) will be the lowest and may not in any way be representative of rates that would be required to attract viable candidates. In essence, roles that are more heavily weighted will be more heavily discounted, simply because the math of the evaluation formula makes it necessary to do that to try to win. Alternatively, by leaving some roles with lower point allocations, it leaves open the door for vendors to hike rates notably above market rates while having a lessor impact on their financial score. More importantly, that means that gradually candidates that should have been placed in a lower paying role (because of the role definition) will migrate to categories with higher paying potential. In the end, resources that should cost market rate or just below will end up costing more than market rate. This could result in notable turnover in the lower paying categories and the client overpaying in the lower weighted categories. The challenge of resource category weighting resulting in poor resource quality and high resource turnover is seen over and over in supply arrangements that have similar financial parameters. As a result, and in an effort to see ESDC be able to secure viable candidates for this project who will serve the duration of their task authorizations we suggest allocating a standard weighting to all of the resource categories.

We would like to request that, for the financial evaluation, to set the point allocations so that all resource categories are weighted equally, e.g. 50 points for the initial contract term and each option period thereafter. This avoids scenarios where, because of high point allocations, rates have to be "tanked" simply for vendors to stay competitive on score.

Answer 131:

Canada will not modify the variable point weighting. Vendors are expected to propose market value rates that will attract skilled resources during the contract period. It should be noted that if a contractor is not able to provide resources during the contract period at the rates quoted in its bid then provisions to terminate the contract will be considered.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.