

**Attachment 1**  
**Qualification Requirements**

**for the**  
**Invitation to Qualify**  
**(ITQ)**  
**No. EN920-190988/K**

**Phoenix Stabilization Challenge**

**For**

**Stream 7 - Accelerator Services**

## Attachment 1 Qualification Requirements

### Accelerator Services

Category	Criteria	Evaluation	Proof Required
Transformation Methodology	The vendor must demonstrate that they are proposing a transformation methodology that is commercially recognized as a modern transformation method or proprietary IP	Pass / Fail	The vendor must demonstrate that the proposed transformation methodology is based on one of the leading identified transformation methods i.e. Lean, Six Sigma, PDCA, BPMN  If the proposed methodology is IP based, please demonstrate accordingly
Reference Projects Business Transformation	The Government of Canada will qualify vendors with experience in business transformation projects where they deployed a notable accelerator services methodology to transform operational business processes inside a large, public sector organization.  A large public sector organization is defined as an organization with greater than 5,000 employees.	Pass / Fail	The vendor must provide client reference information that demonstrates that they have successfully completed 3 business transformation projects valued at greater than \$5M in large public sector organizations.  Each client reference must contain the following information: <ul style="list-style-type: none"> <li>• Client Name</li> <li>• Client Contact</li> <li>• Client Contact details including phone number and email address</li> <li>• Engagement details demonstrating the above requirements were met which will be verified through the reference checks</li> </ul>
Reference Projects Vendor Compensation Model	The Government of Canada will qualify vendors with experience in accelerator services where a component of the vendor compensation was based on the achievement of the project's objectives.		The vendor must provide client reference information that demonstrates that they have successfully completed an acceleration services project where their compensation was in part based on the achievement of the project's objectives.  Each client reference must contain the following information: <ul style="list-style-type: none"> <li>• Client Name</li> <li>• Client Contact</li> </ul>

			<ul style="list-style-type: none"> <li>• Client Contact details including phone number and email address</li> <li>• Engagement details demonstrating the above requirements were met which will be verified through the reference checks</li> </ul>
<p>Reference Projects Processing Environments</p>	<p>The Government of Canada will qualify vendors with experience in acceleration services projects where the transformed business area was a high volume, repetitive transaction process environment and the transformation resulted in at least a 30% improvement in the benchmarked time to process for at least 3 critical business processes.</p> <p>A high volume repetitive transaction process environment is regarded as a business processing operation that is managing greater than 1,000,000 transactions on an annual basis.</p>		<p>The vendor must provide client reference information that demonstrates that they have successfully completed an acceleration services projects where the transformed business area was a high volume, repetitive transaction process environment and that their transformation activities directly led to at least a 30% improvement in the processing times of at least 3 critical business processes.</p> <p>Each client reference must contain the following information:</p> <ul style="list-style-type: none"> <li>• Client Name</li> <li>• Client Contact</li> <li>• Client Contact details including phone number and email address</li> <li>• Engagement details demonstrating the above requirements were met which will be verified through the reference checks</li> </ul>

**Note that the above requested reference projects can be met with a minimum of 3 reference projects, meaning that the reference projects used to meet the compensation model and processing environments can also be used to meet the business transformation references.**