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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

There are security requirements associated with this requirement.

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-Cyber Protection Services	
Solicitation No. - N° de l'invitation G9292-203481/A	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client ESDC PReq 100013481	Date 2020-06-24
GETS Reference No. - N° de référence de SEAG PW-\$\$ZM-380-38031	
File No. - N° de dossier 380zm.G9292-203481	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-08-06	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
G9292-203481/A

Amd. No. - N° de la modif.
002

Buyer ID - Id de l'acheteur
380zm

Client Ref. No. - N° de réf. du client
G9292-203481

File No. - N° du dossier
380zmG9292-203481

CCC No./N° CCC - FMS No/ N° VME

AMENDMENT NO. 002

This amendment is raised to answer Bidders' questions.

Question 1:

In an effort to ensure that ESDC receives as many qualified proposals as possible will the Crown accept contracts to have been either awarded or ongoing within the last 5 years for Corporate Mandatory (M1)?

Answer 1:

MCT1 a), d) and e) are deleted and replaced with:

- a) Must have been active within the last 5 years as of the bid solicitation publication date;
- d) Must have been for a minimum contract value of \$5 Million (amendments and applicable taxes included);
- e) Must have invoiced for at least 5 resources each for a minimum of 3 months within the last 5 years as of the bid solicitation publication date.

Question 2:

With regards to MTC1, Bidder's Corporate Cyber Protection Services Experience: per item (a) only contracts awarded in the past 5 years can be used, which is very restrictive. Please note that many contracts issued in Cyber Protection have been more than 5 years in length and are still ongoing. These are very large contracts focused entirely on Cyber Protection Services and completely relevant to this RFP requirement. **We request that item (a) be amended to read "(a) Must have been active within the last 5 years as of the bid solicitation publication date"**. This will ensure that bidders with extensive experience on large Multi-Year contracts that are active and ongoing but were awarded prior to 5 years, can present their experience as part of MTC1. This change will not affect the quality of the response, as bidders will still have to demonstrate that the experience obtained was within the past 5 years. So not a significant change from the Crown perspective and in fact it will result in the Crown receiving proposals from very experienced bidders with a focus on Cyber Protection services in the GoC.

Answer 2:

See Answer 1.

Question 3:

In regards to requirement MTC1 on page 84 of the RFP document, would the Crown accept a contract which was awarded outside of the past 5 years but

1. invoices for the 5 required resources for the required duration within the past 5 years, and
2. carries an invoiced-and-paid value over \$5M for services performed within the past 5 years?

Answer 3:

See Answer 1.

Solicitation No. - N° de l'invitation
G9292-203481/A

Amd. No. - N° de la modif.
002

Buyer ID - Id de l'acheteur
380zm

Client Ref. No. - N° de réf. du client
G9292-203481

File No. - N° du dossier
380zmG9292-203481

CCC No./N° CCC - FMS No/ N° VME

Question 4:

We note that ESDC recently awarded active multi-year contracts for these identical categories (ref: G9292-201781/A). Could ESDC leverage the existing contracts to procure additional resource requirements instead of issuing a new RFP/contract?

Answer 4:

Under G9292-201781/A there are additional resources category: B.4 Business Continuity/Disaster Recovery Specialist, B.4 Business Continuity/Disaster Recovery Specialist (Disaster Recovery) and B.4 Business Continuity/Disaster Recovery Specialist (Disaster Recovery). The Corporate Criteria for the 2 requirements are completely different as is the Resources Assessment Criteria to be used at TA stage. ESDC clients will leverage either G9292-203481/A or G9292-201781/A depending on experience of required resources.

Question 5:

Re: Basis of Payment. From time to time, clients find it advantageous to bundle work to provide deliverables discrete and separate pieces of work. We recommend that ESDC add this option for method of payment to allow for deliverables based TAs (in addition to time and materials) with a milestone payment for maximum flexibility.

Answer 5:

Your recommendation was considered but the Basis of Payment will remain unchanged.

Question 6:

Given the complexity of the bid requirements in the subject solicitation, the volume of other Federal Government solicitations currently undergoing competition, the St. Jean Baptiste and Canada Day holidays occurring during the solicitation period, and the ongoing adjustments and accommodations in regards to COVID-19; including remote work, and reduced hours and staff, we respectfully request a one month extension of the closing date to August 6, 2020. Please advise.

Answer 6:

Closing date has been extended to August 6th, 2020.

Question 7:

The basis of selection for this RFP is Highest Responsive Combined Rating of Technical Merit and price based on 60% technical and 40% financial evaluation formula. This evaluation formula is extremely price sensitive and often does not reflect the demand for security services today; Per Diem rates for security consultants in the NCR have been increasing due to the high demand for their services. Such a price sensitive contract drives rates down making it very difficult to source and keep quality consultants engaged resulting in frequent turnover. In addition, we see client's pre-occupied with contracting details rather than work outcomes. For this reason, we ask the Crown to consider revising the evaluation formula to one which better reflects the market and outcomes, such as 80%/20%. Doing so will allow bidders to provide a higher level of expertise and engagement ultimately leading to an increase in the level and quality of deliverables and outcomes.

Answer 7:

Canada will amend Section 4.4 'Basis of Selection' to a weighting of 70% Technical Score and 30% Financial Score.

Solicitation No. - N° de l'invitation
G9292-203481/A

Amd. No. - N° de la modif.
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G9292-203481

File No. - N° du dossier
380zmG9292-203481

CCC No./N° CCC - FMS No/ N° VME

Question 8:

Attachment 4.1 Mandatory Corporate Criteria MTC1(a) and RTC1 indicates that the 2 IM/IT contracts and resources being used must have been awarded within the last 5 years as of the bid solicitation publication date. Would the Crown consider revising the limitation to within the last 8 years in order to allow for more bidders to respond?

Answer 8:

See Answer 1.

Question 9:

M1 states: "The reference contract [...] must have been awarded within the last 5 years as of the bid solicitation publication date". Many GOC contracts that include the resource categories required by this solicitation have been awarded more than five (5) years prior to the solicitation publication date, but the IT professional security services provided under these contracts have occurred well within five (5) years prior to the solicitation publication date of this RFP and have only been completed recently. We request that the requirement for M1 references be changed to: "The IT security professional services for the reference contract must have occurred within the five (5) years prior to the solicitation publication date;"

Answer 9:

See Answer 1.

Question 10:

Is this the same requirement that was put out approximately a year ago and if so, why again so quickly?

Answer 10:

See Answer 4.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.