

Window of Opportunity for Underrepresented Groups (WinOp) Including Small and Medium Enterprises

An innovative procurement approach piloted by Shared Services Canada Center of Expertise in Agile and Innovative Procurement

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Shared Services
Canada

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Context and Objective

SECURITY LEVEL

Shared Services Canada (SSC) is looking to test new ways to make a tangible difference to the benefits a Small and Medium Enterprise (SME) gets from participating in SSC procurement activities.

Assumptions

Obviously, the biggest benefit for a SME would be to be awarded the resulting contract.

Failing that, there are still benefits for SMEs who participate in SSC Agile Procurement activities such as improving their ability to grow in the market.

Beneficial Activities under SSC Agile Procurement:

- Be exposed;
- Be engaged; and
- Be seen.

Be Exposed

Under Procurement Process 3.0 (PP3.0), the unique way SSC implements agile procurement, SMEs are invited to participate in various consultation processes and interact with business partners of all sizes.

Be Engaged

PP3.0 promotes the execution of multiple concurrent prototype contracts. When possible, one of the prototype contract will be set aside for a SME.

Under the Challenge-Based Solicitation for Application Performance Monitoring (CBS-APM), one of the 3-4 contracts may be awarded to a responsive SME bidder.

Be Seen (Approach currently under pilot)

- Under the CBS-APM, SSC qualifies up to 10 Bidders. Those prequalified bidders will be invited to participate in various Invitation to Refine sessions.
- Only prequalified bidders are eligible to bid on the final CBS.
- Prequalified bidders are allowed to submit a bid with a partner that was not prequalified.
- To allow SMEs to be seen by prequalified bidders, by SSC representatives, and by all Buy and Sell users, SSC invites SMEs to send a link to a 5-minute video describing their expertise or what they would have to offer to a prequalified bidder.

Measures of Success

The results of the Window of Opportunity for Underrepresented Groups (WinOp) mechanism will be collected and participating vendors will be invited to provide feedback.

Clarifications:

The decision to form a partnership in view of submitting a bid rests entirely with prequalified bidders.

With this WinOp, SSC wishes to create an environment that favours technical complementarity and the submission of the most suitable bids.

Implementation Strategy

SME's are invited to indicate in a fillable form how they could provide value.

Areas of identified needs are:

- 1) provide bilingual staff that are cleared for GC work to help main vendor.
- 2) Develop integrations between solution and other GC systems.
- 3) Support vendor with deployment and roll outs.

Additional areas of needs may be identified during the ItR

Internal circulation of video:

SSC will forward the video links to pre-qualified bidders and the SSC technical team responsible for the procurement.

Public sharing

At the discretion of the vendor, SSC also offers to make the video-link available to the public in a document to be posted on Buy and Sell.