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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
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Issuing Office - Bureau de distribution
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Terrasses de la Chaudière 4th Floor
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Title - Sujet FMT - SAP Project/Change Management	
Solicitation No. - N° de l'invitation 24062-200610/A	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client 24062-20-0610	Date 2020-10-14
GETS Reference No. - N° de référence de SEAG PW-\$\$EL-642-38510	
File No. - N° de dossier 642el.24062-200610	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-11-06	
Time Zone Fuseau horaire Eastern Standard Time EST	
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: Huot(642el), Alain	Buyer Id - Id de l'acheteur 642el
Telephone No. - N° de téléphone (819) 665-7395 ()	FAX No. - N° de FAX () -
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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

This Solicitation amendment no. 2 is raised to reply to bidders questions.

Question 5

This solicitation requires a significant number of detailed corporate references, as well as responses to very detailed criteria for each of the required resources. We respectfully request a three (3) week extension to November 13th.

Answer 5

This request is denied.

Question 6

I am looking for clarity are 4 resources presented and evaluated or are 8?
Are we only submitting the Level 3 resources, 1 resource for each Category?

Answer 6

The Bidder is required to submit one (1) resource for each of the following categories:

One (1) P.1. Change Management Consultant - Level 3
One (1) P.5 Project Executive - Level 3
One (1) P.7 Project Coordinator _ Level 3
One (1) P.9 Project Manager –Level 3

All other resources will be evaluated post contract award at TA stage.

Question 7

In regards to the rated criterion R2 for the Change Management Consultant category, will the Crown amend this requirement to accept other change management certifications (such as Prosci) provided the resource demonstrates experience with ERP software, enterprise COTS or similar software implementation?

Given the limited resource pool of SAP certified change management professionals, there is a very small number of qualified resources who possess this certification alongside the other qualifications sought under the mandatory/rated criteria for this resource category. This amendment would increase the pool of qualified resources that may be presented in response to this solicitation in addition to the overall value provided to the Crown.

Answer 7

See changes to the RFP below.

Question 8

Project Executive Level 3, would the crown consider changing R2 to the following:

The Contractor should demonstrate that the proposed resource an SAP Certification or a minimum of 10 years SAP Project experience?

Answer 8

The requirement remains unchanged.

Question 9

Refer to PART 1 - GENERAL INFORMATION, 1.2 Summary, (b)

It is intended to result in the award of one contract for two years plus one one-year irrevocable option allowing Canada to extend the term of the contract.

The TBS objective for the Financial Management Transformation (FMT) program is to have access to range of Project and Change Management Resources, on an as and when requested basis, to support TBS SAP next-generation S4/HANA ERP.

Given there is limited SAP next-generation S4/HANA expertise in the market today and given the fast innovation pace of S4/HANA, we ask the Crown to revisit the number of awarded contracts.

It is in the Crowns best interest to have more than 1 option to source for suitable candidates so it can expand its reach into the market for the best S4/HANA expertise available over the duration of the contract to ensure tax dollars are spent wisely and effectively for Canadians.

Over the last 6 years, the Bidder has invested heavily in our 200+ Canadian SAP consultants/employees so they can add value to our SAP clients with SAP S4/HANA leading-edge Project expertise including the SAP Activate Methodology. Based on the SAP Activate Methodology we brought over 20 SAP clients live on S4/HANA.

We ask the Crown to reconsider their intention to award only one contract and modify 1.2 Summary, (b) to award two contracts.

Answer 9

The requirement remains unchanged.

Question 10

Please refer to ATTACHMENT 4.1 MANDATORY TECHNICAL CRITERIA, 1. CORPORATE MANDATORY REQUIREMENTS,

M1. Based on our experience on multiple S4/HANA implementations, Project Management in SAP and the latest platform S4/HANA is being implemented using the SAP Activate Methodology. We strongly believe it is crucial to have Project Managers that are versed in the SAP Activate Methodology in order to be successful in their roles. It is the Bidders understanding that FMT and Treasury Board Secretariat of Canada are leading the way on the SAP government global template and S4/HANA.

It is the opinion of the Bidder that it would be in the Crowns best interest to award the RFP to a bidder with S4/HANA and SAP Activate expertise project references.

Therefore, would the Crown please amend the corporate requirement M1 with the following: At least one (1) contract must be an S4/HANA completed implementation project reference using the SAP Activate Methodology.

Answer 10

The requirement remains unchanged.

Question 11

Please refer to ATTACHMENT 4.1 MANDATORY TECHNICAL CRITERIA, 2.0 CORPORATE POINT-RATED REQUIREMENTS,

R1 Based on our experience on multiple S4/HANA implementations, Project Management in SAP and the latest platform S4/HANA is being implemented using the SAP Activate Methodology. We strongly believe it is crucial to have Project Managers that are versed in the SAP Activate Methodology in order to be successful in their roles. It is the Bidders understanding that FMT and Treasury Board Secretariat of Canada are leading the way on the SAP government global template and S4/HANA.

It is the opinion of the Bidder that it would be in the Crowns best interest to award the RFP to a bidder with S4/HANA and SAP Activate expertise project references.

Therefore, would the Crown please amend the corporate requirement R1 with the following: At least one (1) contract must be an S4/HANA completed implementation project reference using the SAP Activate Methodology - Scoring 20 points..

Answer 11

The requirement remains unchanged.

Question 12

Please refer to the Project Executive Rated Requirements.

Will the Crown please add a rated requirement similar to the following;

The resource must demonstrate S4/Hana project. The bidder should demonstrate that the proposed resource has experience within the last 5 years prior to the solicitation issuance date, with S4/HANA implementation. Max 15 points. 5 points each S4/HANA implementation.

Answer 12

The requirement remains unchanged.

Question 13

Please refer to the Project Manager Rated Requirements.

Will the Crown please add a rated requirement similar to the following;

The resource must demonstrate S4/Hana project experience. The bidder should demonstrate that the proposed resource has experience within the last 5 years prior to the solicitation issuance date, with S4/HANA implementation. Max 15 points. 5 points each S4/HANA project. Minimum project duration 12 months.

Will the Crown please add a rated requirement similar to the following:

The resource must demonstrate Activate methodology project experience. The bidder should demonstrate that the proposed resource has experience within the last 5 years prior to the solicitation issuance date, with Activate methodology. Max 10 points.

<6 months = 5 points

+6-12 months = 7 points

> 12 months = 10 points

Answer 13

- a. The requirement remains unchanged.
- b. The requirement remains unchanged.

Question 14

Please refer to ANNEX A STATEMENT OF WORK

Where it lists S4/HANA throughout and 2.0 OBJECTIVE, Treasury Board of Canada Secretariat (TBS), Financial Management Transformation (FMT) program requires a range of Project and Change Management resources on an as and when requested basis to support TBS SAP next-generation S4/HANA enterprise resource planning (ERP) platform.

With these factors in mind, will the Crown please add a rated requirement to which requires experience providing support to clients with SAP next-generation S4/HANA enterprise resource planning (ERP) platform to ensure that only S4/HANA qualified vendors respond to the Crown.

Answer 14

The requirement remains unchanged.

Question 15

Further to the previous question, it the bidders understanding that Activate methodology is required for this project.

With this in mind, will the Crown please add a Rated Requirement to required bidders to have Experience for at least 12 months with Activate methodology. Scoring 20 points?

Answer 15

The requirement remains unchanged.

Question 16

Reference: Attachment 4.2, point-rated assessment criteria, page 119

Requirement R1 for the Change Management Consultant asks that the bidder demonstrate that the candidate holds at least one (1) of the following recognized professional certifications:

Change Management Practitioner.

Please confirm that the Crown will accept a Certified Change Management Professional Certification (CCMP) to satisfy this requirement.

- Project Management Professional
- (PMP);
- Certified Associate in Project
- Management (CAPM);
- Program Management
- Professional (PgMP);
- Project Management Institute
- (PMI) Agile; and

- PMI Risk Management
- Professional (PMIRMP);

Please confirm that the Crown will accept a Certified Change Management Professional Certification (CCMP) to satisfy this requirement.

Answer 16

See changes to the RFP below.

Question 17

Reference: Attachment 4.2, point-rated assessment criteria, page 119

Requirement R2 for the Change Management Consultant asks that the bidder demonstrate that the candidate hold a valid SAP certification to score full points.

Since the certification held by a given candidate may not address modules etc. that are relevant to your specific environment and project, we respectfully submit that 24 months' experience in a similar change management consultant capacity on an S/4 HANA project is far more relevant to your needs.

Please confirm that this experience is acceptable in place of an SAP certification.

Answer 17

See changes to the RFP below.

Question 18

In Attachment 4.1, Mandatory Technical Criteria, M1(c) and R1(c) for the referenced contract, the requirement states that the IM / IT Project Management professional services provided under the contract must have been performed within the six (6) years prior to the solicitation publication date.

In the Bidder Response Template for M1 and R1, it states within 5 years prior to the solicitation publication date.

Can Canada please confirm within how many years prior to the solicitation publication date the referenced contract for these services must be?

Answer 18

IM / IT Project Management professional services provided under the contract must have been performed within the six (6) years prior to the solicitation publication date.

Question 19

Section 5.1(a) of Part 5, states that a completed Attachment 5.1, Federal Contractors Program for Employment Equity - Certification, must be provided before contract award.

Can Canada please confirm that Attachment 6, Federal Contractors Program for Employment Equity - Certification, is what must be completed and provided before contract award?

Answer 19

Yes confirmed.

The following changes apply to the RFP:

1. At APPENDIX C TO ANNEX A - RESOURCES ASSESMENT CRITERIA AND RESPONSE TABLE

2.0 Point Rated Resource Assessment Criteria:

Change Management Consultant, Level 3

Please delete the Following

R2	The bidder should demonstrate that the proposed resource has, an SAP Certification. A copy of the resource's valid certification should be submitted with the bidder's bid.	Yes = 5 point No = 0 points	5	
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Insert the following

R2	The bidder should demonstrate that the proposed resource has, an SAP Certification; or other change management certifications provided the resource demonstrates experience with ERP software, enterprise COTS or similar software implementation; or 24 months' experience in a similar change management consultant capacity on an S/4 HANA project A copy of the resource's valid certification should be submitted with the bidder's bid.	Yes = 5 point No = 0 points	5	
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ALL OTHER TERMS REMAIN UNCHANGED