



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC / Réception des soumissions -  
TPSGC

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

11 Laurier St./11, rue Laurier

Gatineau

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**

**Vendor/Firm Name and Address**

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

**Issuing Office - Bureau de distribution**

Business Transformation and Systems Integration  
Service/Division de transformation des opérations et  
d'intégrat

Special Procurement Initiative Dir

Dir. des initiatives spéciales

d'approvisionnement

Terrasses de la Chaudière 4th Floor

10 Wellington Street

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> HRP-RHP - RPA Sustainment Phase	
<b>Solicitation No. - N° de l'invitation</b> E60ZM-211209/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> 20211209	<b>Date</b> 2020-10-28
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$XE-685-38526	
<b>File No. - N° de dossier</b> 685xe.E60ZM-211209	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2020-11-06</b>	
<b>Time Zone</b> Fuseau horaire Eastern Standard Time EST	
<b>F.O.B. - F.A.B.</b>	
<b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Dooley, Ian	<b>Buyer Id - Id de l'acheteur</b> 685xe
<b>Telephone No. - N° de téléphone</b> (613) 482-9536 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b>	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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Id de l'acheteur - Buyer ID  
685xe  
N° CCC / CCC No. / N° VME - FMS

## Solicitation Amendment 002

**This amendment is raised in order to effect the following changes:**

- (i) To make modifications to the Evaluation Criteria; and
- (ii) Answer questions received from potential bidders.

**Modifications to the Solicitation No. E60ZM-211209/A:**

**Note:** Modification 1 was provided in Solicitation Amendment 001.

**2. At Appendix C to Annex A - Resource Assessment and Response Table under the Resource Category "Quality Assurance Tester":**

**Delete:**

<b>M1</b>	The Bidder must demonstrate that the proposed resource has a minimum of 4 years' experience, gained within the last 5 years prior to the bid closing date, in testing Robotic Processing Automation solutions (Blue Prism).
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**Replace with:**

<b>M1</b>	The Bidder must demonstrate that the proposed resource has a minimum of 2 years' experience, gained within the last 5 years prior to the bid closing date, in testing Robotic Processing Automation solutions (Blue Prism).
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**3. At Attachment 1 – Technical Evaluation Criteria, Resource Assessment and Response Table under the Resource Category "Quality Assurance Tester":**

**Delete:**

<b>M1</b>	The Bidder must demonstrate that the proposed resource has a minimum of 4 years' experience, gained within the last 5 years prior to the bid closing date, in testing Robotic Processing Automation solutions (Blue Prism).
-----------	---

**Replace with:**

<b>M1</b>	The Bidder must demonstrate that the proposed resource has a minimum of 2 years' experience, gained within the last 5 years prior to the bid closing date, in testing Robotic Processing Automation solutions (Blue Prism).
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**ALL OTHER TERMS AND CONDITIONS OF THE SOLICITATION REMAIN THE SAME**

## Questions and Answers

**Note:** Answers to questions 1-2 were provided in Solicitation Amendment 001.

**Q3:** Regarding the text that "The same individual must not be proposed for more than one Resource Category." We suggest that the same individual should be allowed to be proposed for more than one resource category. This is because many of the resource categories have significantly overlapping requirements, and based on our experience the resources with the combined skills deliver more

efficiently and effectively with far greater success. We recommend that we be allowed to propose the same resource if they meet multiple categories.

**A3:** Due to Canada's expected resource needs, this requirement remains unchanged.

**Q4:** Alternatively if the requirement is not changed directly, a similar effect could be achieved by merging the following roles:

Merger of QA Tester, Release Manager & Process Automation Analyst Roles - The roles have similar/overlapping required skills sets, and practically, the roles could be simultaneously performed by 1 resource.

Merger of Enterprise Architect & Security Analyst Roles - The roles have similar/overlapping required skills sets, and practically, the roles could be simultaneously performed by 1 resource.

**A4:** Due to Canada's expected resource needs, the number of resource categories remains unchanged.

**Q5:** We believe that the years of experience required for several roles are higher than is required to effectively perform the role, as such, the requirement places an undue limitation on bidder's ability to provided resources to staff the roles. To be more specific, for:

"Quality Assurance Tester" resource requirement, we suggest that the "4 years' experience" be reduced to 1.5 years experience. As Blue Prism has only been in Canada for a few years, individuals with 4 yrs. experience are very rare and those that are available do not meet the "secret" security clearance requirement.

"Controller" resource requirements, we suggest that the "2 years' experience" be reduced to 1.5 yrs. of experience, as the role of controller is junior compared to other roles, and can effectively be fulfilled with less than 2 years of experience

**A5:** The experience requirement for "Quality Assurance Tester" is changed to "a minimum of 2 years' experience, gained within the last 5 years prior to the bid closing date, in testing Robotic Processing Automation solutions (Blue Prism)." See modifications 2 and 3 above.

The experience requirement for "Controller" remains unchanged.

**Q6:** Regarding the "SECRET" security requirements, we recommend that for the Enterprise Architect, Security Analyst, Trainer, and Controller roles be reduced to Reliability level clearance given the information is at Protected B not requiring secret level clearance.

**A6:** The security requirement for the Contractor's personnel is changed to "RELIABILITY STATUS." An updated section 7.6 "Security Requirement" and Annex C – Security Requirements Check List will be provided in a subsequent solicitation amendment.

**Q7:** Where text reads "Proof of education and, if applicable, result of academic credential assessment and qualification recognition must be provided." Does this mean each proposed resource must provide university graduation certificate?

**A7:** The bidder must demonstrate that the proposed resource has obtained the level of education claimed. This may include providing a copy of the university degree, college diploma, certificate, or any other proof, in accordance with Part 3 – Bid Preparation Instructions, of this RFP.

**Q8:** Where text reads "For work experience, Canada will not consider experience gained as part of an educational programme, except for experience gained through a formal co-operative programme at a post-secondary institution. Can resources count experience that is obtained prior to university / secondary graduation?"

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**A8:** Canada will accept relevant work experience obtained prior to the completion of an educational program, or obtained through a formal co-operative programme at a post-secondary institution. Canada will not accept experience obtained as part of an educational program that was not part of a formal co-operative programme.

**Q9:** For text "Each resource proposed must attain the required minimum score for the point rated criteria for the applicable Resource Category. If the minimum score for any proposed resource is less than what is required, the Contractor's quotation will be found to be nonresponsive." Can you confirm that there is no minimum required score for the rated criteria, we do not see a minimum score in the contractor's response tables.

**A9:** A bid must comply with the requirements of the bid solicitation, meet all mandatory evaluation criteria and obtain at least 60% of the total technical points (69/115) for the point rated criteria identified in this bid solicitation to be declared responsive.