



SHARED SERVICES CANADA

REQUEST FOR PROPOSAL FOR UNINTERRUPTIBLE POWER SUPPLY (UPS) AND POWER DISTRIBUTION UNIT (PDU)

Global Affairs Canada

Solicitation No.	BPM011620	Date	February 05, 2021
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Closing Date and Time	February 05, 2021 at 2:00 PM		
Time Zone	Eastern Standard Time (EST)		
Email Address for Submitting your Response by the Closing Date	makara.phan@canada.ca		

THIS SOLICITATION AMENDMENT 005 IS ISSUED TO:

1. Publish Canada's Responses to Bidder's Questions.

1. Publish Canada's responses to Bidder questions received during the period of questions:

Bidder's Question 001	Would a 0U (half height) vertical pdu (36.1 inches long) be acceptable?
Canada's Response to Question 001	No, the PDU must rack mountable in a horizontal form factor. Per the specifications, the PDU solution must include rack mount kits and must not exceed a maximum height of 2U per PDU in a horizontal form factor.
Bidder's Question 002	Reference page 45 of 81, Mandatory Evaluation Criteria under the Mandatory Technical Requirements Section M.11. Can the crown define the rackmount kits being a 4 post or 2 post rail kit requirement?
Canada's Response to Question 002	4 post rail kit
Bidder's Question 003	Reference page 25/81, Part 7 Resulting Contracting Clauses, Item number 5 Delivery, can the crown confirm that they understand that UPS equipment has batteries with fixed shelf life and defined life expectancy. For large roll-out projects it is typically desirable to stage equipment delivery to coincide with the roll-out requirements in order to optimize battery performance and life expectancy. Can the Crown please confirm the quantities required to be delivered on March 31st?
Canada's Response to Question 003	The Request for Proposal (RFP) has been updated with a delivery schedule and a new delivery deadline of September 30, 2021.
Bidder's Question 004	Reference page 25/81, Part 7 Resulting Contracting Clauses, Item number 5 Delivery, given that the Crown is taking delivery of all the UPS qty on March 31st, can you please provide the roll-out schedule? If the UPS is not energized within a specified period, the batteries may need to be replaced at additional cost.
Canada's Response to Question 004	Canada will not provide its roll-out schedule. However, the Request for Proposal (RFP) has been updated with a delivery schedule and a new delivery deadline of September 30, 2021.
Bidder's Question 005	M.39. The Bidder must demonstrate that PDU solution has the following: a) The embedded network management interface has an Ethernet port (minimum 1 Gbps), No external network management device is acceptable. b) The network management supports Simple Network Management Protocol (SNMP) c) Must allow configuration of a default gateway The PDU network interface speed – can it be 10/100 or must be 10/100/1000 MBPS?
Canada's Response to Question 005	The PDU network interface speed of 10/100 MBPS would be acceptable.

Bidder's Question 006	1. In regards to Mandatory Evaluation Criteria under the Mandatory Technical Requirements Section M.11 (Page 45 of 81). Would the Crown please clarify if the rack mounts requirement is a 4 post or 2 post rail kit?
Canada's Response to Question 006	4 post rail kit
Bidder's Question 007	2. For the Resulting Contracting Clauses, Item number 5: Delivery (Page 25/81, Part 7) Does the Crown confirm their understanding that UPS equipment has batteries which have fixed shelf life and defined life expectancies. For large roll-out projects, it is typically desirable to stage equipment delivery to coincide with the roll-out requirements in order to optimize battery performance and life expectancy. Can the Crown please confirm the quantities required to be delivered on March 31st?
Canada's Response to Question 007	The Request for Proposal (RFP) has been updated with a delivery schedule and a new delivery deadline of September 30, 2021.
Bidder's Question 008	1.The solicitation indicates : M.47. The Bidder must demonstrate that the PDU is at least a Regulatory Derated Input Current (North America) of 16A. Noted : "If the input is current limited 16A then all output C13& C19's will also be current limited to 16A or less". M.47. The Bidder must demonstrate that the PDU is at least one (1) C19 output connector. Please confirm you require a single C19 receptacle rated at (15A)
Canada's Response to Question 008	The PDU needs to be rated at minimum Regulatory Derated Input Current (North America) of 16A. The PDU needs a minimum of one C19 receptacle.
Bidder's Question 009	2.The solicitation Page 25 # 5 Delivery indicates: "The contractor must make the complete delivery on or before March 31, 2021. Failure to make the complete delivery by March 31, 2021 may result in the cancellation of this contract" . The solicitation is allowing less than 7 weeks from tender closing to complete the Proof of Proposal Test and deliver more than 1650 items. Will the government consider a delivery of 20-30 weeks after receipt of contract?
Canada's Response to Question 009	The Request for Proposal (RFP) has been updated with a delivery schedule and a new delivery deadline of September 30, 2021.
Bidder's Question 010	3.The tender does not indicate the cord length for the L6-20P on the PDU input? Please confirm cord length?
Canada's Response to Question 010	The cord for the L6-20P must be at minimum 6 feet in length.
Bidder's Question 011	Please clarify if the system must be CSA certified with label or UL and/or CE certificates also acceptable?
Canada's Response to Question 011	CSA certificates are acceptable as equivalents for the UL and IEC certifications sought in the RFP. - Surge Protection Solution: Must be compliant with UL 1449 3rd Edition or 4th Edition or IEC 61643-11 or both.
Bidder's Question 012	Due to the change of the Contracting Authority and the lack of answers to our questions and the amendments being incorrect or lacking information, we are requesting an extension to this tender. There are approximately 75 technical requirements that require detailed responses. The responses to the unanswered questions affect our responses to the technical requirements. We need more time to prepare this tender after the questions are answered. Also, once the answers to our questions get published, we need time to ask more questions (if necessary) based on

	the responses.
Canada's Response to Question 012	An extension has been granted. The new closing date is February 12, 2021.
Bidder's Question 013	<p>M.1. The Bidder must demonstrate that the UPS solution is capable of providing battery backup for a minimum of 15 minutes under a 3500W load.</p> <p>Q. Our solution can offer 11.8 minutes in 5U (without the need of an external battery). If this is acceptable we can then meet item M.5.</p> <p>M.5 The Bidder must demonstrate that the UPS solution with battery does not exceed 6U.</p> <p>Q. Is this a hard specification?</p> <p>For Option 1: Most UPS in this category will require a minimum of the main UPS and one external battery cabinet. The dimension of the solution will exceed 6U. Will this be acceptable? For option 1 the best case scenario will require 8U.</p> <p>For Option 2: With the addition of a Transformer cabinet, this will certainly also exceed 6U. For option 1 the best case scenario will require 10U.</p>
Canada's Response to Question 013	<p>The UPS solution (UPS, batteries, and battery cabinets) must not exceed 6U and must provide a battery backup of at least 15 minutes under 3500W load. This is our mandatory requirement, 11.8 minutes is not acceptable.</p> <p>For option 1: The UPS solution (UPS, batteries, and battery cabinets) must not exceed 6U and support a battery backup of at least 15 minutes under 3500W load.</p> <p>For option 2: The step-down transformer and the PDU are not part of the 6U requirement for the UPS solution.</p>
Bidder's Question 014	<p>Question 1:</p> <p>We noticed a recent amendment that showed closing date of this solicitation as February 4th, 2021, which was incorrect. We feel that this is likely a typographical error because this amendment was to change the Contracting Authority and "At cover page, Closing Time; Insert: at 2:00 PM (EST)", when the cover page stated February 5th, 2021. A deadline of Thursday or Friday of this week does not provide sufficient time to get the answers to our questions, and communicate these answers to our UPS suppliers especially during this Covid-19 pandemic, so that they can assist us in preparing a response. As a result, will Canada please extend the solicitation due date until Friday, February 12, 2021?</p>
Canada's Response to Question 014	An extension has been granted. The new closing date is February 12, 2021.
Bidder's Question 015	<p>Question 2:</p> <p>Regarding Form 3 – Financial Bid Worksheet, Item No. 2 refers to Option 1 and Item No. 3 refers to Option 2. It is unclear if it is mandatory that bidders must propose both options. Can Canada please clarify this? Can Canada please clarify that they require a total of 310 UPS? Can bidders bid one option, for example Option 2, for a Qty of 310 Item 3 UPS, instead of Qty 155, and then quote the quantities shown for Item 1, 4, 5, 6, 7, 8, 9, and 10.</p>
Canada's Response	The bidders must provide all items listed under Option 1 and Option 2.

to Question 015	
Bidder's Question 016	Question 3: Will Canada please provide the delivery address for the items shown on the Financial Bid Worksheet?
Canada's Response to Question 016	Yes, Canada will provide a delivery address within the National Capital Region for the items to be delivered. The exact address will be provided after contract award.
Bidder's Question 017	Question 4: Will Canada please confirm that the 5 year warranty shown on Form 3 – Financial Bid Worksheet, Item No. 10, needs to be provided at the delivery address for the items shown on the Financial Bid Worksheet?
Canada's Response to Question 017	The five (5) year warranty shown on Form 3 needs to be provided at 125 Sussex Drive, Ottawa, Ontario, Attention: Joel Piette.
Bidder's Question 018	Question 5: Regarding Form 4 – Bid Evaluation Criteria - M.3, we have UPS that meets the requirements and is compliant with UL standards which involves multiple screws to secure the unit and to prevent contact with internal components. This UL standard does not require an enclosure to be lockable. It is our belief that only one brand has a lockable enclosure. In order to ensure fair and open competition from other UPS brands will Canada please amend this solicitation to remove the requirement for a lockable enclosure as long as UL standards are met?
Canada's Response to Question 018	The UPS solution must meet all the electrical safety standards we have specified. Canada prefers a lockable unit, however a solution with screws will be deemed acceptable.
Bidder's Question 019	Question 6: Regarding Form 4 – Bid Evaluation Criteria - M.15, we can initially provide an internal network management interface that has an Ethernet port 10/100 Mbps which is more than enough bandwidth to support Simple Network Management Protocol (SNMP), the configuration of a default gateway, and secure email alerts (SMTPS). In order to ensure fair and open competition from other UPS brands will Canada please amend this solicitation to remove the requirement for (minimum 1 Gbps) which is not necessary? Alternatively, within the next couple of months, given the movement toward 1 Gbps, even though not necessary for this application, under the 5 year warranty we are upgrading these 10/100 Mbps interfaces to 1 Gbps at no additional charge, therefore will Canada accept this warranty upgrade alternative?
Canada's Response to Question 019	The embedded network management interface must have an Ethernet port at a minimum of 1 Gbps.
Bidder's Question 020	Question 7: Regarding Form 4 – Bid Evaluation Criteria - M.16, can Canada please confirm that the UPS network management card interface must be compliant with the TLS 1.2 standard?
Canada's Response to Question 020	Yes, the UPS network management card must support TLS version 1.2 or above.
Bidder's Question 021	Question 8: Regarding Form 4 – Bid Evaluation Criteria - M.27, we have step-down transformer with a terminal block; however, we provide the option where we install a simple plug before shipping to our clients so that the services of an electrician are not required. Can Canada please confirm that this option is acceptable?
Canada's Response	The connection between the UPS and the step-down transformer must be by means of

to Question 021	<p>a simple plug (not a terminal block) so that the services of an electrician are not required to connect the two devices.</p> <p>The vendor can install a simple plug on the step-down transformer that has a terminal block. The simple plug must be installed before the equipment is shipped. The simple plug connection must be covered by the warranty. Any cost related to this option must be included in the bid. This scenario would be considered the complaint.</p>
Bidder's Question 022	<p>Question 9: Regarding Form 4 – Bid Evaluation Criteria - M.43, can Canada please provide a list of the cipher suites that Canada wants to select?</p>
Canada's Response to Question 022	<p>The guidance on securely configuring network protocols (ITSP.40.062) can be found here: https://cyber.gc.ca/en/guidance/guidance-securely-configuring-network-protocols-itsp40062</p> <p>The link contains the list of supported cipher suites. Refer to Table 3: Recommended Cipher Suites for TLS 1.2 We strongly suggest support of the following Cipher suites: TLS_ECDHE_RSA_WITH_AES_256_GCM_SHA384 TLS_ECDHE_RSA_WITH_AES_128_GCM_SHA256 TLS_ECDHE_ECDSA_WITH_AES_256_GCM_SHA384 TLS_ECDHE_ECDSA_WITH_AES_128_GCM_SHA256</p>
Bidder's Question 023	<p>Question 10: Regarding Form 4 – Bid Evaluation Criteria - R.26, the UPS management software that comes with our UPS solution is fully capable of shutting down individual ESXi hosts and vSphere clusters, but the manufacturers of HP SimpliVity, VMware vSan, or Nutanix Acropolis do not require that we certify our management software. We realize that this is a Rated requirement, and that this allows a Bidder Self Score; however, we feel that we should get full points because we meet the operational requirements. In the interest of fair and open competition can Canada please amend this R.26 to remove the word "certified", as long as we can demonstrate that we can meet these operational requirements? Can Canada please confirm that we can score ourselves for meeting these operational requirements?</p>
Canada's Response to Question 023	<p>No, Canada will keep the rated criterion as is. The vendor must supply reference documentation to demonstrate proof of compliance with the certification requirement.</p>
Bidder's Question 024	<p>For the IPDU you have requested 10x C13 plugs and 1x C19 plug, will you accept a PDU that has 8x C13 and 6x C19?</p>
Canada's Response to Question 024	<p>No, the iPDU must provide at minimum of 10 x C13 and at minimum 1 x C19 output connectors on each iPDU.</p>
Bidder's Question 025	<p>M.10 This point does not take into consideration option 1 and option 2, since by adding the step-down transformer this will increase the overall footprint by "2U." In essence one could indicate compliant by maintaining a "6U" footprint, however this is only valid for option 1. Option 2 would increase physical dimensions leading to an "8U" solution. Should the Crown create another mandatory point to clearly indicate how the design incorporating a step-down transformer will be 8U?</p>
Canada's Response to Question 025	<p>For option 1: The UPS solution (UPS, batteries, and battery cabinets) must not exceed 6U. For option 2: The step-down transformer and the PDUs are not part of the 6U requirement for the UPS solution.</p>

Bidder's Question 026	M.27 If the base UPS being proposed offered has (2) NEMA L6-20R prior to the addition of a step-down transformer , then is this satisfactory given that the purpose of the step-down transformer is to reduce the 208V to 120V NEMA 5-15R and NEMA 5-20R style outlets? In point M.29 it confirms this very point concerning the base UPS, so we want to ensure clarity for the responses being provided to each mandatory item.
Canada's Response to Question 026	Two (2) L6-20R plugs must be unoccupied and available for all options regardless if a step-down transformer is included. The UPS solution must have a minimum of (2) L6-20R connectors available for additional devices after the Step-Down Transformer is connected.
Bidder's Question 027	M.38 Can the PDU being proposed offer (8) C13's and (6) C19's instead of the lower mandatory requirement of (10) C13's and (1) C19 in mandatory point M.48?
Canada's Response to Question 027	No, the iPDU must provide <u>at minimum</u> of 10 x C13 and <u>at minimum</u> 1 x C19 output connectors on each iPDU.
Bidder's Question 028	The RFP requests the IPDU to be managed, does that mean you want to be able to monitor the IPDU only or you also want the ability to turn OFF and ON a specific plug on the IPDU from a remote distance?
Canada's Response to Question 028	In addition to monitoring capabilities, the PDU solution must: <ul style="list-style-type: none"> - provide remote control for switching of individual outlets; - include the option of being reset/restarted remotely through the network management interface; and - be managed with a Central Management Software allowing the use of all CMS features such as monitoring and alerting and reporting; Please refer to the bid document for a list of requirements.

ALL OTHER TERMS AND CONDITIONS OF THIS SOLICITATION REMAIN UNCHANGED.

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Following is a summary of Attachments/Amendments issued to date to this solicitation:

Document Tracking	Distribution	Date	Description
Amendment No. 005	BuyandSell	February 05, 2021	Canada's Response to Questions: 3-4, 7, 9, 12-28
Amendment No. 004	BuyandSell	February 02, 2021	Amend Closing date and time
Amendment No. 003	BuyandSell	January 28, 2021	Canada's Response to Questions: 2, 5-6, 8, 10-11
Amendment No. 002	BuyandSell	January 26, 2021	Amend Contracting Authority and Amend the Closing Time
Amendment No. 001	Email	January 14, 2021	Canada's Response to Questions: 1