



## SHARED SERVICES CANADA (SSC)

### Invitation to Qualify (ITQ) for Government of Canada Network Services (GCNS) Procurement Process

ITQ No.	R000076631	Date	February 17, 2021
Amendment No.	014	GETS Reference No.	PW-20-00939000

Issuing Office	Shared Services Canada 180 Kent Street, 13 <sup>th</sup> Floor Ottawa, Ontario K1P 0B6		
Contracting Authority (The Contracting Authority is SSC's representative for all questions and comments about this document.)	Name	Daniel Ellsworth	
	Telephone No.	613-324-6422	
	Email Address	<a href="mailto:ssc.gc-network-services-gc-services-reseautiques.spc@canada.ca">ssc.gc-network-services-gc-services-reseautiques.spc@canada.ca</a>	
	Postal Address	180 Kent Street, 13 <sup>th</sup> Floor Ottawa, Ontario K1P 0B5	
Closing Date and Time	March 5, 2021 @ 02:00 PM		
Time Zone	Eastern Standard Time (EST)		

**INVITATION TO QUALIFY AMENDMENT NO. 014**

ITQ Amendment no. 014 is raised:

- 1) To identify key dates; and
- 2) To answer questions posed by the potential respondents.

<b>Milestone</b>	<b>Original Date</b>	<b>Revised Date</b>
ITQ release date	December 21, 2020	completed
ITQ Briefing Session	January 8, 2021	completed
Pre-bid submission date	January 22, 2021 @ 11:59 PM (EST)	January 29, 2021 @ 11:59 PM (EST) (AMD#1) February 5, 2021 @ 11:59 PM (EST) (AMD#2) February 12, 2021 @ 11:59 PM (EST) (AMD#7) February 19, 2021 @ 11:59 PM (EST) (AMD#12)
Last day for Questions and Comments	January 26, 2021 @ 2:00 PM (EST)	February 2, 2021 @ 2:00 PM (EST) (AMD#2) February 9, 2021 @ 2:00 PM (EST) (AMD#7) completed
ITQ closing date and time	February 12, 2021 @ 2:00 PM (EST)	February 19, 2021 @ 2:00 PM (EST) (AMD#1) February 26, 2021 @ 2:00 PM (EST) (AMD#7) March 5, 2021 @ 2:00 PM (EST) (AMD#12)

**Question 62:**

“The definitions and terminology for On-Net ANS provided for Stream 2 (Annex C) in requirements 3 and 4 are not clear and leave room for misinterpretation. We request that Canada add clarity by means of expanding the definitions and/or provide a network example for each requirement.

**Answer 62:**

**The following example can be applied for Mandatory Experience requirements 3 and 4 in Stream 2:**

**A 10Mb IP/MPLS service (fiber) that connects a Canada LAN at a Service Delivery Point directly (not through another service provider) to a POP/datacenter of the supplier providing the IP/MPLS service.**

**Canada will not amend the definitions in the ITQ.**

\*\*\*\*\*



**Question 63:**

“The requirement for 1 client with a total contract value of over 10 000 000\$ seems to be an arbitrary number that carries little value to the capability of a vendor to provide exceptional service, coverage, and highly competitive rates. We believe removing this requirement will allow for a more competitive response and future benefits for SSC. This ITQ requirement is written in such a way that only 1-2 Canadian vendors can satisfy the requirement, it is possible that SSC will continue to sign contracts exceeding the 10 million dollar value for which only the largest dominating telecommunications companies will have the opportunity to generate supernormal profit. By opening up the stream to regional vendors, SSC will increase healthy competition.

Would you reconsider changing this requirement to open up competition ?”

**Answer 63:**

**Canada has studied the market and carefully evaluated its requirements. It is Canada’s estimate that a healthy level of competition will exist based on this criteria, which will ensure Canada obtains the best value for money in future solicitations. Should there not be enough competition in any given Stream, Canada reserves the right to run a second qualification round.**

**Article 6.8.1 of the ITQ states that “SSC reserves the right, at its sole discretion, to run a second qualification round in one or more Streams among the unsuccessful Respondents if, in Canada’s opinion, the first qualification round results in an insufficient number of Qualified Respondents.”**

**Canada will not make the requested change.**

+++++

**Question 64:**

“There have been several questions submitted by suppliers to modify the requirement 3 f from three (3) customer references to two (2) customers with 30 or more sites for a period of at least 12 continuous month. In the IDC 2020 U.S. Enterprise Communications Survey: SD-WAN Uptake (Nov 2020 - IDC Survey - Doc # US46087520), IDC survey findings determined 68% of all respondents will migrate to SD-WAN within next 2 years and only 13% already have SD-WAN in use. While this survey was conducted in the U.S. with 600 customers; a similar adoption rate for SD-WAN would apply to the Canadian market.

Based on the minimal adoption of SD-WAN to date and the projected growth we request the change to the number of references above be accepted by Canada? If not, please provide the rationale.

**Answer 64:**

**Canada has studied the market and carefully evaluated its requirements. It is Canada’s estimate that a healthy level of competition will exist based on this criteria, which will ensure Canada obtains the best value for money in future solicitations. Should there not be enough competition in any given Stream, Canada reserves the right to run a second qualification round.**

**Article 6.8.1 of the ITQ states that “SSC reserves the right, at its sole discretion, to run a second qualification round in one or more Streams among the unsuccessful Respondents if, in Canada’s opinion, the first qualification round results in an insufficient number of Qualified Respondents.”**

**Canada will not make the requested change.**

+++++



**Question 65:**

“ANNEX I – SECURITY REQUIREMENTS CHECKLIST (SRCL) - Will be provided as a separate document at a later date.

Can Canada please confirm when we will receive the SRCL?”

**Answer 65:**

Please delete :

“5.1.1 Security clearance is an important corporate requirement. The successful Respondent for any subsequent phase of the procurement process must meet the security requirements set out in the Security Requirements Checklist (SRCL) (Annex I) before the ITQ closing date.”

And replace with:

“5.1.1 Security clearance is an important corporate requirement. The successful Respondent for any subsequent phase of the procurement process must meet the security requirements set out in the Security Requirements Checklist (SRCL). The SRCL will be provided later in the procurement process.”

Annex I will not be provided or required for this ITQ.

\*\*\*\*\*

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

