



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

Bid Receiving - PWGSC / Réception des soumissions
→ TPSGC

11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Quebec

K1A 0S5

**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

Professional Services Division (ZV)/Division des
Services Professionnels(ZV)

Les Terrasses de la Chaudière

10, rue Wellington, 4th floor

Gatineau

Quebec

K1A0S5

Title - Sujet IT Professional Services IT Professional Services - Cybersecurity	
Solicitation No. - N° de l'invitation 47419-214911/B	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client 47419-214911	Date 2021-06-04
GETS Reference No. - N° de référence de SEAG PW-\$\$ZV-006-39512	
File No. - N° de dossier 006zv.47419-214911	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Eastern Daylight Saving Time EDT on - le 2021-06-21 Heure Avancée de l'Est HAE	
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: Desbois, Sylvain	Buyer Id - Id de l'acheteur 006zv
Telephone No. - N° de téléphone (819) 962-8660 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
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 amendment 001 includes responses to questions received from potential bidders and amend the RFP accordingly when applicable.

A. Questions / Answers

Question 1:

The following question point to the RFP's PDF file entitled:

ABES.PROD.PW_ZV.B006.E39512.ATTA001. PDF – ENGLISH

The embedded Attachment 1.1 (starting on page 140 of 201) presents a list of "Substantive Changes." Included in that list, starting on page 143 of 201, is: "(Renumbered CM3 to CM2, Revised Content)", which presents the revised content:

Each of the resources must have provided IM/IT Cyber Security professional services for a minimum of 100 billable days during the six (6) consecutive month period.

However, the revised CM2 on page 156 of 201 indicates the following requirement:

Each of the resources must have provided IM/IT Cyber Security professional services for a minimum of 90 billable days during the six (6) consecutive month period.

This is repeated on page 165 of 201, where the requirement indicates:

Each of the resources must have provided IM/IT Cyber Security professional services for a minimum of 90 billable days during the six (6) consecutive month period.

Please clarify what's required: 100 billable days? Or 90 billable days?

Answer 1:

Attachment 1.1 from page 140 to 151 in the English RFP document is the List of the substantive changes that were made in this RFP with the previous RFP 47419-214911/A and was provided for information purposes only as stated in the header of Attachment 1.1 as follows:

ATTACHMENT 1.1

List of the substantive changes that were made in this RFP. Canada will not be held responsible for inadvertently omitting any changes.

This is correct that the change to the billable days should have read 90 days and not 100 days in attachment 1.1 but the CM2 criteria in Attachment 4.1 and the associated forms in Attachment 4.3 reads 90 days and this is the number of billable days to be used.

The French version states 90 days in Attachment 1.1 and Attachments 4.1 and 4.3

Question 2 (received from different suppliers)

a) Due to the significant level of effort required of Bidders to build a complete and compliant bid, we request a two-week extension, to Monday, June 28, 2021.

b) May we ask for one week extension due to the complexity of the bid?

c) Given the complexity of the requirements and how detailed the response will need to be, would the Crown consider extending the closing date by 2 weeks?

d) Given the level of effort required to gather supporting documentation and respond to this RFP, including obtaining signed references, we respectfully request a two week extension to the closing date to allow Bidders adequate time to prepare a quality submission.

e) Due to the large amount of bids being posted by the crown, would the crown extend this submission date by two weeks to the 28th June, 2021.

Answer 2:

Canada has considered the questions. The closing date will be extended by one week, to Monday, June 21, 2021.

See RFP amendment B. 1 below.

Question 3:

In Mandatory Corporate Technical Criteria 'CM1' the Crown requires that each Bidder demonstrates \$10M CAD in billed value for IM/IT Cyber Security Professional Services involving Public Cloud infrastructure. Further on page 14 of the solicitation under 3.2(a)(ii)(C) the Crown allows each Bidder to use Corporate Experience of parent companies, subsidiaries and even associated corporations under the control of a singular parent. It would appear then that the Crown both understands and is acknowledging that the Corporate Experience being requested in CM1 does not exist within the government of Canada domain, and most likely not in the professional service vendor community in Canada at large, much less possessed by one singular Bidder.

If the Crown receives any compliant bids as a result of 47419-214911/B, it will be because a Bidder is able to demonstrate corporate experience from a different corporate entity than their own (ie. not the legal entity submitting the bid response), which will ultimately have no bearing on their ability to deliver on the professional services requirements of the Crown within the local (security cleared) candidate market. Respectfully, the Crown also appears to acknowledge this in its creation of the Resource Assessment Criteria and Response Tables in Appendix C to Annex A, as resources qualifying under this contract are not required to have any experience performing cybersecurity services associated with public cloud infrastructure in order to be qualified under the requirements of this contract.

In sum, Bidders must demonstrate corporate experience to qualify, using experience from outside the government of Canada (most likely outside their Canadian corporate entity) in order to meet the mandatory requirements of this solicitation, in order to ultimately be qualified to deliver resources that are not required to have this experience. For the purpose of enabling fair competition, we respectfully request the Crown considers the following revisions to CM1:

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- a) Removing the CM1 requirements for cybersecurity professional services and instead allowing Bidders to demonstrate public cloud contract experience involving public cloud infrastructure; or
 - b) Removing the requirement for “involving public cloud infrastructure,” which is consistent with the resource qualification grids. In this case, Canada is still awarding considerable points to cloud experience in addition to requiring corporate certifications in CM3.

Answer 3:

Canada has considered the question. CM1 remains unchanged.

Question 4:

This solicitation is re-issued from April in which CBSA received no bids. Questions from industry had notified CBSA of the restrictive mandatory requirement which required a partnership level with Amazon or Microsoft. This revised RFP still includes the restrictive mandatory requirement (CM3) in which very few professional service organizations will meet. Therefore, we do not expect there to be broad competition for this solicitation as with the last. Organizations will be able to supply cloud expertise as they are part of the resource requirements, which are submitted at the TA stage. To encourage more submissions, can CM3 be removed?

Answer 4:

Canada has considered the question. CM3 remains unchanged. The points allocation provided for partnerships has been adjusted in this solicitation to reduce the weight in consideration of the difficulty reported obtaining Microsoft partnerships and to reflect that the higher levels of the partnerships for either provider are uncommon.

Question 5:

Under Part 3 – Bid Preparation Instructions, Bidders are asked to separate their bids into four sections, including ‘Section IV: Additional Information’. Please confirm Bidders are not required to submit ‘Section IV’, as the information requested in the RFP is covered under ‘Part 5 – Certifications and Additional Information.’

Answer 5:

Correct. See RFP amendment B. 2 below.

B. RFP amendment

1. On page 1 in the Solicitation document Section on Buy&Sell

Delete:

Solicitation Closes at 2:00 pm on June 14, 2021 Eastern Daylight Saving Time EDT

Replaces with :

Solicitation Closes at 2:00 pm on June 21, 2021 Eastern Daylight Saving Time EDT

AND

2. In Part 3 – BID PREPARATIONS INSTRUCTIONS, section 3.1 – Bid Preparation Instructions

Delete:

Paragraph (a) Epost Connect Bid Submission, in its entirety

Insert the following:

(a) Epost Connect Bid Submission

- a. Canada requires that the Bidder submits its bid in accordance with section 08 of the 2003 Standard Instructions. The epost Connect system has a limit of 1GB per single message posted and a limit of 20GB per conversation.
- b. The bid must be gathered per section and separated as follows:
 - i. Section I: Technical Bid
 - ii. Section II: Financial Bid
 - iii. Section III: Certifications
- c. For further information please refer to article 08 - Transmission by facsimile or by epost Connect at <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/23#transmission-by-facsimile>.

ALL OTHER TERMS AND CONDITIONS OF THE RFP REMAIN UNCHANGED