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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  
fournisseur/de l'entrepreneur

**Issuing Office - Bureau de distribution**

Informatics Professional Services - EL Division/Services

professionnels en informatique - division EL

Terrasses de la Chaudière 4th Floor

10 Wellington Street

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> IT Professional Services TBIPS 2	
<b>Solicitation No. - N° de l'invitation</b> 08843-190230/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> 20190230	<b>Date</b> 2021-10-08
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$EL-629-39946	
<b>File No. - N° de dossier</b> 629el.08843-190230	<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> Eastern Daylight Saving Time EDT <b>on - le 2021-10-14</b> Heure Avancée de l'Est HAE	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Morin, Sylvie	<b>Buyer Id - Id de l'acheteur</b> 629el
<b>Telephone No. - N° de téléphone</b> (613) 859-0761 ( )	<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>

Sollicitation No. - N° de l'invitation  
08843-190230/A

Amd. No. - N° de la modif.  
001

Buyer ID - Id de l'acheteur  
629el

Client Ref. No. - N° de réf. du client  
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629elE 08843-190230

CCC No./N° CCC - FMS No./N° VME

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The Request for Proposal (RFP) Amendment 002 is raised to answer Bidders questions.

## **QUESTIONS AND ANSWERS**

### **Question 3**

Would the Crown consider changing the basis of selection to 80% technical and 20% financial?

### **Réponse 3**

Canada has reviewed the request, however the requirement remains unchanged.

### **Question 4**

Understanding the client environment, challenges, and needs is a key success factor for any project. While having experience delivering digital transformation and RPA projects is important, we believe that understanding GAC's environment and the needs of the organization will further ensure the success of the RPA program and digital transformation more broadly. With this in mind, would the Crown consider evaluating the understanding of the Crown's environment and needs as part of the technical proposal, and potentially through oral demonstration?

### **Réponse 4**

Canada has reviewed the request, however the requirement remains unchanged.

### **Question 5**

While the requirements seem to be focused on Robotic Process Automation in line with the overall services requested, it is important to note that RPA is typically used as part of broader transformation efforts that require deep understating of the functions and processes to be automated. With the above in mind, would the Crown consider evaluating the bidders experience in financial management, procurement and material management, IM/IT, real property, and grants and contributions management within the Government of Canada?

### **Réponse 5**

Canada has reviewed the request, however the requirement remains unchanged.

### **Question 6**

Would the Crown consider adding mandatory and rated requirements that the bidder has experience within the federal government where internal controls were documented and assessed for RPA implementations?

### **Réponse 6**

Canada has reviewed the request, however the requirement remains unchanged.

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### Question 7

The RFP requests a number of digital transformation corporate projects delivered to a large government entity or large commercial entity, as well as a number of RPA projects that could have been delivered to any entity. Recognizing that the processes, procedures, policies, governance, oversight, control and overall environment associated with the Government of Canada departments and agencies are quite different than those associated with other large government and commercial entities, and the need to deeply understand the above environment to deliver a successful RPA program at Global Affairs Canada, would the Crown consider adding evaluation criteria that evaluate the bidder's experience in delivering RPA projects for Government of Canada departments and agencies as part of the mandatory and rated criteria?

### Réponse 7

Canada has reviewed the request, however the requirement remains unchanged.

### Question 8

Would the Crown consider adding a senior resource to the mix and evaluating the senior resource experience in RPA, financial management, procurement and material management, IM/IT, real property, and grants and contributions management within the Government of Canada?

### Réponse 8

Canada has reviewed the request, however the requirement remains unchanged.

### Question 9

The RFP requests a Level 2 Project Manager and Level 2 Business Consultant. Given that these intermediate resources often require some support to effectively manage large scale transformations, **would the Crown consider adding a Level 1 Business Consultant for financial evaluation only?**

### Réponse 9

Canada has reviewed the request, however the requirement remains unchanged.

### Question 10

Clarification regarding Mandatory Corporate criteria M2. The last bullet point:  
f) Description of project role and tasks performed by resources

This appears to be a copy and paste from criteria related to the proposed resources. Could the Crown please clarify/confirm that bullet point f) is not required for Corporate criteria M2

### Réponse 10

Canada has reviewed the request, however the requirement remains unchanged.

**TOUTES LES AUTRES CONDITIONS DEMEURENT INCHANGÉES.**