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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

Informatics Professional Services - EL Division/Services

professionnels en informatique - division EL

Terrasses de la Chaudière 4th Floor

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Gatineau

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Title - Sujet IT Professional Services TBIPS 2	
Solicitation No. - N° de l'invitation 08843-190230/A	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client 20190230	Date 2021-10-14
GETS Reference No. - N° de référence de SEAG PW-\$\$EL-629-39946	
File No. - N° de dossier 629el.08843-190230	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 2021-10-21 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: Morin, Sylvie	Buyer Id - Id de l'acheteur 629el
Telephone No. - N° de téléphone (613) 859-0761 ()	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

The Request for Proposal (RFP) Amendment 004 is raised to answer Bidders questions.

QUESTIONS AND ANSWERS

Question 13

For criteria that require resources to demonstrate cumulative years of experience, providing contact information of client project representatives that could go back more than 5 years is quite cumbersome. This broad time span could include client representative contacts who may have retired or moved on to different employment and finding replacement representatives with knowledge of the project and our proposed resource's performance for these mature project experiences may not be possible.

Instead, we kindly recommend that Canada requests client references for recent projects that have been delivered over the past two or three years.

Answer 13

GAC confirms that Bidders must provide references in the bid submission only for Projects delivered within the last three years. GAC reserves the right to request and check references of any project in the bid submission.

Question 14

Mandatory 1.1.1 Project Manager M1 states: The Bidder must demonstrate that the proposed resource, holds a bachelor degree's from a recognized post-secondary institution in any discipline.

The Bidder must provide proof of education and certification.

Could the Crown please confirm that a Master's degree from a recognized post-secondary would satisfy this requirement?

Answer 14

Bachelor degree or higher will be accepted.

Question 15

Re: Corporate R2. Given that GAC is looking for both depth and breadth of experience in Blue Prism, we propose that this rated requirement be graduated across the Blue Prism capabilities and levels. For example, 2 points awarded for having a baseline silver in all 3 capabilities, 3 points awarded for gold in each capability, and 3 points for platinum in each capability, for a total of 20 points should a vendor have platinum in all 3 capabilities.

We propose the following amendment to the scoring method:

2 points total for having silver certification level

3 points per category / competency at gold certification

3 points per category / competency at platinum certification

Therefore, Platinum certification in all levels = 20 points

Answer 15

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

Question 16

Re: Section 3.2 (a) (iii) (v) (A) – For Proposed Resources and Corporate Point Rated Criteria R3 – Certified Blue Prism Developers based in Canada

We understand that Global Affairs is seeking a vendor with both the breadth and depth of experience to fulfill the project requirements. In our experience such vendors are able to meet these criteria via depth of in-house resources, rather than through the use of subcontractors or independent contractors. As such, we propose that for the purposes of evaluating resources, the definition of “proposed resources” only include “employees of the Bidder” – the definition should therefore exclude employees of a subcontractor and exclude independent contractors. We propose that this clause be amended to: “Proposed resources must be employees of the Bidder.”

Furthermore, this should apply to Corporate Point Rated Criteria R3 – the Blue Prism Certified Developers listed should also be employees of the Bidder, to ensure Global Affairs receives the highest level of coordinated service for this project.

Answer 16

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

Question 17

Re: 4.3 (c)(ii)(C) Financial Point Allocation to roles

In our experience, when the financial scoring point assignment is heavily weighted towards the junior roles (programmer/developer, business consultant), e.g. the programmer is worth 4 times the point value of the technical architect right now, this incentivizes vendors in a “race to the bottom” to submit low rates, and therefore these low rates result in very junior resources deployed to the client. We understand that GAC is seeking experienced, senior developers with sufficient depth of experience to provide a high quality of service and deliverables. As such, we propose that GAC reduce the relative weighting differentials between all roles, so that vendors are not incentivized to propose “race to the bottom” rates for developers and business consultants – this will result in rates which are supportive of bringing seniority commensurate to the project requirements at GAC.

Answer 17

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

Question 18

Re: 5.0 Resource Requirements – I.11 Technical Architect Level 2

At large RPA implementations at our other clients, a key success factor is to ensure senior resources who have more experience in integrating technology solutions with business outcomes. This role is typically served by a Technical Architect which understands both the technology and the business environment. To allow vendors to bring this appropriate level of senior leadership, we request that GAC change the Technical Architect role from Level 2 to Level 3 both within the Statement of Work (5.0 Resource Requirements) and Annex B Basis of Payment.

Answer 18

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

Question 19

Re: 2.1.1 Project Manager Level 2, Rated Requirement R2 "The Bidder should demonstrate that the proposed resource holds a Project Management Professional (PMP) Certification."

We understand that at Global Affairs there is a shift from Waterfall to Agile projects. Given this, we ask that the Crown expand this requirement to include a Scrum Master Certification as equivalent and be awarded 10 points against this criteria.

Answer 19

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

Question 20

At the time of bid submission, Bidders are to address the criteria in *Attachment 2 Evaluation Criteria – Mandatory Requirements* and *Attachment 3 Evaluation Criteria – Rated Requirements* which include mandatory and rated requirements for the Project Manager Level 2; Programmer/Software Developer Level 2; and Business Consultant Level 2.

The Technical Architect Level 2 and Programmer/Software Developer Level 1 will only be required at the TA stage and therefore are not expected to be submitted as part of our response on October 21. Is this understanding correct?

Answer 20

Yes, this is correct.

Question 21

Given there are points allocated to the resource categories in Appendix C to Annex A, could you please clarify the purpose of the points in Appendix C to Annex A?

Answer 21

These points will serve to evaluate resources

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

Amd. No. - N° de la modif.
004

Buyer ID - Id de l'acheteur
629el

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

File No. - N° du dossier
629elE 08843-190230

CCC No./N° CCC - FMS No./N° VME

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED