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Gatineau

Québec

K1A 0S5

LETTER OF INTEREST

LETTRE D'INTÉRÊT

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du

fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Electronic Information Technology Professional Srv

Div/Div des srv professionnels en technologie de

l'information électronique

10 Wellington Street,

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(4ème étage/4th floor)

Gatineau

Québec

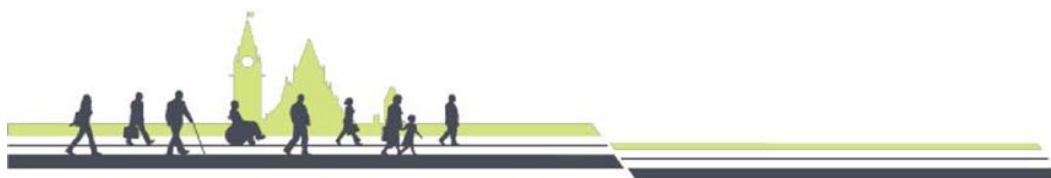
K1A 0S5

Title - Sujet TBIPS - Request for Information Corporate Predecessor Experience	
Solicitation No. - N° de l'invitation EN578-170432/C	Date 2021-11-09
Client Reference No. - N° de référence du client 20170432	GETS Ref. No. - N° de réf. de SEAG PW-\$SEI-004-40074
File No. - N° de dossier 004ei.EN578-170432	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Eastern Standard Time EST on - le 2021-12-01 Heure Normale du l'Est HNE	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Johanne DeRito	Buyer Id - Id de l'acheteur 004ei
Telephone No. - N° de téléphone (873) 455-3836 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: DEPARTMENT OF PUBLIC WORKS AND GOVERNMENT SERVICES CANADA PORTAGE III 11 LAURIER ST Gatineau Quebec K1A0S5 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein – Voir ci-inclus	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



REQUEST FOR INFORMATION

Call for Feedback



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REQUEST FOR INFORMATION (RFI) - CORPORATE PREDECESSOR EXPERIENCE

Background:

Currently, methods of supply for professional services (such as [SBIPS](#), [TBIPS](#), [TSPS](#)) require that bidders meet certain minimum corporate level criteria. These criteria, demonstrated by work done under the name of the bidder's legal entity, allows a company to demonstrate that it has the corporate experience, management skills, financial stability and facilities that are generally accumulated during the normal course of running a company. The corporate level criteria includes such things as the number of months in business, financial verifications, and reference information for specific work completed. Being able to meet these criteria provides a level of assurance that a company can properly fulfill any contracts they may be awarded under a supply arrangement (SA). This corporate level criteria differs from that of 'individual resource experience', which is generally transient, and is typically evaluated during the Request for Proposal (RFP) process conducted by client departments.

Over the years, Public Services and Procurement Canada (PSPC) has received multiple requests from existing suppliers regarding the requirement to demonstrate corporate experience when there has been a corporate change. As a result, a clause was incorporated in some methods of supply allowing for an SA to be transferred entirely or combined with another, when a supplier has undergone a corporate change that results in a new entity being created, while the previous corporate entity no longer exists.

PSPC is now looking at possibilities that would allow for the duplication of a supply arrangement when a company undergoes a corporate restructuring, which results in the divestiture of a portion of the existing company in order to create a separate and new corporate entity. PSPC is exploring options that would allow this new corporate entity to effectively claim the experience of its corporate predecessor in order to satisfy the mandatory requirements under a Request for Supply Arrangement (RFSA).

This Request for Information (RFI) is an invitation to interested business owners or their representatives to provide feedback that will help PSPC analyse whether we move forward with this, and if so, how to implement it.

Definitions:

Corporate Predecessor: A supplier that is currently qualified under one of the professional services methods of supply and has undergone corporate restructuring which resulted in the divestiture of a portion of the existing company in order to create a separate and new corporate entity, at arm's length of the original entity.

New Corporate Entity: A new and separate corporate entity which was created due to a corporate restructuring. This company has its own Procurement Business Number (PBN), is a separate legal entity and is a third party at arm's length (i.e. not an affiliate or subsidiary) of their corporate predecessor.

Options under consideration

Canada does not wish to lose access to valuable supplier capacity and skills due to corporate restructuring, however we wish to maintain fairness in the methods of supply. Our intention is to ensure rules of qualification are clear and maintain the integrity of the process, including ensuring that suppliers effectively meet our standards to perform the work. Several options are being considered by PSPC to help address these situations.

1. **Status quo – no change to accommodate corporate restructuring.** Working within the parameters of the established method of supply whereby the New Corporate Entity would :
 - carry on business (as its own separate entity) until such time as the corporate criteria can be met,
 - be able to receive subcontracts from either the Corporate Predecessor, or any other existing company, which could then be used to meet the corporate criteria,
 - be able to be assigned contracts from the Corporate Predecessor which could then be used to meet the corporate criteria,
 - be able to create a new joint venture entity, partnering with a more established supplier in order to meet the required corporate criteria (respecting the existing rules regarding the number of allowable joint-ventures under a method of supply).
2. **Partial “transfer” of Supply Arrangement.** Allowing the New Corporate Entity to use the experience of the Corporate Predecessor to meet the corporate level criteria required to pre-qualify against the RFSA. Subject to agreement between the New Corporate Entity and the Corporate Predecessor, PSPC would transfer (not duplicate) a portion of the Corporate Predecessor’s Supply Arrangement categories to the New Corporate Entity, thereby removing these categories from the Corporate Predecessor’s Supply Arrangement.

Considerations under this option include:

- Requiring the New Corporate Entity to undergo a limited financial capability assessment.
- Requiring the Corporate Predecessor to certify which categories of service now belong with the New Corporate Entity.
- Requiring both parties to certify that the resources and assets related to those categories have been transferred entirely to the New Corporate Entity.
- Allowing the Corporate Predecessor to pursue re-qualification under these categories using experience that has not been transferred to the New Corporate Entity.

3. **Creation of a new Supply Arrangement.** Allowing the New Corporate Entity to use the experience of the Corporate Predecessor to meet the corporate level criteria required to pre-qualify against the RFSA. Subject to agreement between the New Corporate Entity and the Corporate Predecessor, PSPC would duplicate (not transfer) a portion of the Corporate Predecessor’s Supply Arrangement categories to the New Corporate Entity.

Considerations under this option include:

- Requiring the New Corporate Entity to undergo a limited financial capability assessment.
- Requiring the Corporate Predecessor to certify which categories of service will be duplicated to the New Corporate Entity’s supply arrangement.

- Requiring both parties to certify that the resources and assets related to those categories have been transferred, in part or in whole, to the New Corporate Entity.
4. **Grandfather experience and financial capability.** Allowing the New Corporate Entity to use the experience and financial information of the Corporate Predecessor (subject to their agreement) to meet the corporate level criteria required to pre-qualify against the RFSA. The New Corporate Entity would be subject to a probationary period allowing them to be pre-qualified under Tier 1 only (requirements up to \$3.75M).

Considerations under this option include:

- The length of the probationary period – six (6) months; one (1) year; two (2) years.
5. **Re-qualification of Corporate Predecessor.** Allowing the New Corporate Entity to use the experience and financial information of the Corporate Predecessor (subject to their agreement) to meet the corporate level criteria required to pre-qualify against the RFSA. PSPC would re-evaluate the Corporate Predecessor to ensure that they still meet the requirements for pre-qualification.

Considerations under this option include:

- Requiring the Corporate Predecessor to re-submit a response for qualification under each affected method of supply without using the corporate experience that has been transferred to the New Corporate Entity.
6. **Accepting Corporate Predecessor experience only for qualification against the RFSA.** Allowing the New Corporate Entity to use the experience and financial information of the Corporate Predecessor (subject to their agreement) to meet the corporate level criteria required to pre-qualify against the RFSA. PSPC would encourage the addition of corporate level criteria to be added at the RFP stage by the Client Department.

Consideration under this option include:

- it would be at the Client Department's discretion to accept this same approach in using the experience of the corporate predecessor

How to participate?

If you would like to provide your feedback, please answer the survey questions found below (pages 12-16) and send your response to PARCNMDAI.APNCRIMOS@tpsgc-pwgsc.gc.ca.

Response Costs

Canada will not reimburse any respondent for expenses incurred in relation to a participation to this RFI.

Enquiries

Because this is not a bid solicitation, Canada will not necessarily respond to enquiries in writing or by circulating answers to all potential suppliers. However, respondents with questions regarding this RFI may direct their enquiries to:

Contracting Authority: Johanne De Rito

E-mail Address: RCNMDAI-NCRIMOS@pwgsc-tpsgc.gc.ca

Notes to Interested Participants

This RFI is neither a call for tender nor a Request for Proposal (RFP), and no agreement or contract for the procurement of the services stated above will be entered into solely as a result of this RFI. This announcement does not constitute a commitment by Canada. Canada does not intend to award a contract on the basis of this notice.

All results and responses will be confidential and no third party will contact you because of your participation in the validation sessions.

Changes to this RFI may occur and will be advertised on the Government Electronic Tendering System (Buy and Sell).

Qualification criteria impacted

METHOD OF SUPPLY	TASKED-BASED INFORMATICS PROFESSIONAL SERVICES (TBIPS)	SOLUTIONS- BASED INFORMATICS PROFESSIONAL SERVICES (SBIPS)	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPS) - SOLUTIONS	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPS) - TASK	PRO SERVICES	PROFESSIONAL AUDIT AND SUPPORT SERVICES (PASS)	LEARNING SERVICES
TYPE OF SA TIERS	Task-based <ul style="list-style-type: none"> Tier 1 – Requirements over \$100K up to and including \$3.75M Client/PSPC Tier 2 – Requirements greater than \$3.75M PS/C/SSC or any other department that may have this delegation. 	Solutions-based <ul style="list-style-type: none"> Tier 1 – Requirements up to and including \$3.75M Client/PSPC Tier 2 – Requirements greater than \$3.75M PS/C/SSC or any other department that may have this delegation. 	Solutions-based Solutions up to and including \$3.75M Client/PSPC Requirements greater than \$3.75M PS/C/SSC or any other department that may have this delegation.	Task-Based	Task-based No tiers but only for requirements valued up to the threshold of the Canada-Korea Free Trade Agreement (\$100K)	Task-based No tiers however requirements are broken down as follows: <ul style="list-style-type: none"> Less than or equal to \$40K Less than NAFTA threshold Greater than NAFTA threshold but less than or equal to \$3.75M Greater than \$3.75M 	Task-based <ul style="list-style-type: none"> Tier 1 – Requirements up to and including \$3.75M Client/PSPC Tier 2 – Requirements greater than \$3.75M PS/C/SSC or any other department that may have this delegation.

METHOD OF SUPPLY	TASKED-BASED INFORMATICS PROFESSIONAL SERVICES (TBIPS)	SOLUTIONS- BASED INFORMATICS PROFESSIONAL SERVICES (SBIPS)	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPTS) - SOLUTIONS	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPTS) - TASK	PRO SERVICES	PROFESSIONAL AUDIT AND SUPPORT SERVICES (PASS)	LEARNING SERVICES
FINANCIAL CERTIFICATION	Gross business volume in sales of at least CDN\$250K in the last fiscal year.	Gross business volume in sales of at least CDN \$250K in the last fiscal year.	Tier 1 – Gross business volume in sales of at least CDN\$1M in the last five years Tier 2 – Gross business volume in sales of at least CDN\$2M in the last five years		N/A	N/A	N/A
MINIMUM YEARS IN BUSINESS	Carried on business as the same legal entity for a minimum of 3 years as of the closing date. JV's – only one member needs to meet this.	Carried on business as the same legal entity for a minimum of three years as of the closing date. JV's – only one member needs to meet this.	Carried on business as the same legal entity for a minimum of three (3) years as of the closing date. JV's – all members need to meet this.	Carried on business as the same legal entity for a minimum of three (3) years as of the closing date. JV's – all members need to meet this.	Carried on business as the same legal entity for a minimum of one (1) year by the closing date. JV's – only one member needs to meet this.	No specific criteria for this with the exception of the External Audit stream which require five (5) cumulative years of experience within the ten (10) years prior to 2018.	Carried on business as the same legal entity for a minimum of 3 years as of the closing date. JV's – all members need to meet this.
PROJECT SUMMARIES PER STREAM	N/A	Three (3) IT Projects successfully completed within the last three years for	Minimum of three (3) and maximum of five (5) projects, completed		N/A	Between two (2) and four (4) projects per stream. All projects must be completed by the	N/A

METHOD OF SUPPLY	TASKED-BASED INFORMATICS PROFESSIONAL SERVICES (TBIPS)	SOLUTIONS- BASED INFORMATICS PROFESSIONAL SERVICES (SBIPS)	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPTS) - SOLUTIONS	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPTS) - TASK	PRO SERVICES	PROFESSIONAL AUDIT AND SUPPORT SERVICES (PASS)	LEARNING SERVICES
		Outside Clients, for each Stream.	within the last five (5) years for Outside Clients, for each Stream.			firm, as opposed to individual resources.	
TOTAL CUMULATIVE VALUE BILLED (TCVB)	<p>Tier 1 – Invoiced for IT Professional Services a TCVB of a minimum of \$1.5M within the last 3 years;</p> <p>Tier 2 – Invoiced for IT Professional Services a TCVB of a minimum of \$12M within the last 3 years.</p>	<p>The TCVB of the three (3) projects submitted for each Stream must be:</p> <ul style="list-style-type: none"> Tier 1 – \$1.5M or more, excluding all taxes within the last 3 years Tier 2 – \$6M or more, excluding all taxes within the last 3 years. 	<p>The TCVB of the projects submitted for each Stream must be:</p> <ul style="list-style-type: none"> Tier 1 – \$500K or more, excluding all taxes within the last 5 years; Tier 2 – \$1M or more, excluding all taxes within the last 5 years 	<p>The TCVB of the projects submitted for each Stream must be:</p> <ul style="list-style-type: none"> Tier 1 – \$500K or more, excluding all taxes within the last 5 years; Tier 2 –\$1M or more, excluding all taxes within the last 5 years 	N/A	<p>Varies by stream.</p> <p>Range is between \$10K/project and \$50K/project.</p>	<p>Varies by stream.</p> <p>Range is between \$50K and \$150K over the last three (3) years.</p>
IDENTIFICATION OF STREAMS/ CATEGORIES	Must identify streams and categories for which the Bidder wishes to qualify and	Streams are identified along with the Project Summaries.	Streams are identified along with the Project Summaries.		Must identify the streams and categories for which the Bidder wishes to qualify based on	Streams are identified along with the Project Summaries.	Must identify streams and categories for which the Bidders wishes to qualify and for which they

METHOD OF SUPPLY	TASKED-BASED INFORMATICS PROFESSIONAL SERVICES (TBIPS)	SOLUTIONS- BASED INFORMATICS PROFESSIONAL SERVICES (SBIPS)	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPS) - SOLUTIONS	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPS) - TASK	PRO SERVICES	PROFESSIONAL AUDIT AND SUPPORT SERVICES (PASS)	LEARNING SERVICES
	for which they has previously provided services to an Outside Client within the last three years immediately prior to the closing date.				the type of work that their company offers.		have previously provided services to an Outside Client within the last 3 years prior to the RFSA closing date.
REFERENCES	Provide for each Category a reference from a person who has never been employed by or acted as a consultant for the Bidder who can substantiate that the IT Professional Services were provided as required.	Reference checks will occur only for those Streams of Expertise that appear to meet all mandatory criteria. A positive reference must be obtained for at least two of the three projects provided for a Stream.	Reference checks will occur only for those projects that meet all other mandatory criteria.		Provide reference information for an individual that can substantiate (validate) that the bidder has done work under the category being requested that is similar to those indicated in the ProServices description of each of the categories. The reference validates the contract being put forward as	Client reference information is request for each project summary that is submitted.	Provide for each category one (1) reference who is at arm's length from the Bidder.

METHOD OF SUPPLY	TASKED-BASED INFORMATICS PROFESSIONAL SERVICES (TBIPS)	SOLUTIONS- BASED INFORMATICS PROFESSIONAL SERVICES (SBIPS)	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPS) - SOLUTIONS	TASK AND SOLUTIONS BASED PROFESSIONAL SERVICES (TSPS) - TASK	PROSERVICES	PROFESSIONAL AUDIT AND SUPPORT SERVICES (PASS)	LEARNING SERVICES
					being in line with the category descriptions.		

Vendor Response:

Corporate Information

1. Representative Name and Title:
2. Company Legal/Operating Name :
3. Company Size:
 - ☐ Small to Medium Enterprise (1 to 99 employees)
 - ☐ Medium Enterprise (100 to 499 employees)
 - ☐ Large Enterprise (500+ employees)
4. Are you a company that is owned or led by an under-represented group? Please indicate:
 - ☐ Persons with disabilities
 - ☐ LGBTQ2+
 - ☐ Visible minorities
 - ☐ South Asian
 - ☐ Chinese
 - ☐ Black
 - ☐ Filipino
 - ☐ Latin American
 - ☐ Arab
 - ☐ Southeast Asian
 - ☐ West Asian
 - ☐ Korean
 - ☐ Japanese
 - ☐ Other (please specify) _____
 - ☐ Gender
 - ☐ Male
 - ☐ Female
 - ☐ X
 - ☐ None of the above
 - ☐ Prefer not to answer
5. Have you been awarded a contract with the Government of Canada (GoC) within the last 12 months for professional services?
 - ☐ Yes - I have been awarded a contract with the GoC within the last 12 months
 - ☐ No - I have not been awarded a contract with the GoC within the last 12 months
6. Which Professional Services methods of supply do you have experience with (not necessarily qualified for)? Select ALL that apply.
 - ☐ ProServices

- ☐ Task Based Informatics Professional Services (TBIPS)
- ☐ Solution Based Informatics Professional Services (SBIPS)
- ☐ Task and Solutions Professional Services (TSPS) - Solutions Based
- ☐ Task and Solutions Professional Services (TSPS) - Task Based
- ☐ Learning Services
- ☐ Professional Audit Support Services (PASS)
- ☐ N/A

RFI Questions

1. Do you agree with the concept of using corporate predecessor experience as means for a New Corporate Entity to meet the criteria required to pre-qualify in a method of supply?

- ☐ Yes
- ☐ No
- ☐ N/A

Additional Comments:

2. A corporate predecessor restructuring mechanism in the methods of supply would improve fairness by striking a balance between industry's needs for corporate flexibility and ensuring best value by awarding work to proven providers. Do you agree with the preceding statement?

- ☐ Yes
- ☐ No
- ☐ N/A

Additional Comments:

3. Which of the above options would you like PSPC to further explore? (You may select up to three (3) options.)

- ☐ Option 1
- ☐ Option 2
- ☐ Option 3
- ☐ Option 4
- ☐ Option 5
- ☐ Option 6
- ☐ Other

Why have you selected this option(s)? If you selected "Other" please provide details on your suggested alternative.

4. Is there any additional information that you believe should be considered with respect to the corporate predecessor experience?

5. Do you have suggestions on how corporate predecessor experience can be taken into account when evaluating New Corporate Entities for pre-qualification in a PSPC method of supply in a open, fair and transparent manner?

6. Do you believe that if a New Corporate Entity is using Corporate Predecessor experience to become pre-qualified in a PSPC method of supply, that Canada's request for financial experience of the 'corporate predecessor' would substantially demonstrate the financial viability of the 'New Corporate Entity'?

- ☐ Yes
- ☐ No
- ☐ N/A

Additional Comments:

7. Would your company have been in a position to have leveraged the use of the corporate predecessor experience in the past?

- ☐ Yes
- ☐ No
- ☐ N/A

Additional Comments:

8. Should the consideration of Corporate Predecessor experience be incorporated into all of the methods of supply or limited to only certain ones? (Please select individual choices or select All for every method of supply listed). Please explain your rationale.

- ☐ ProServices
- ☐ Task Based Informatics Professional Services (TBIPS)
- ☐ Solution Based Informatics Professional Services (SBIPS)
- ☐ Task and Solutions Professional Services (TSPS) - Solutions Based

- ☐ Task and Solutions Professional Services (TSPS) - Task Based
- ☐ Learning Services
- ☐ Professional Audit Support Services (PASS)
- ☐ All
- ☐ None

Additional Comments:

9. a) Should the inclusion of corporate predecessor experience only be considered for the Request for Supply Arrangement (RFSa) stage or should it also be considered at the Request for Proposal (RFP) stage?

- ☐ RFSa stage only
- ☐ RFSa and RFP
- ☐ It should not be considered at any stage of the procurement.

- b) Can you foresee any challenges or barriers to bidding if changes are not incorporated at the RFP stage?

- ☐ Yes
- ☐ No

- c) If you answered « Yes » to Question 9. b) above, please briefly describe the challenges you foresee:

10. a) Should the consideration of any corporate predecessor experience be relevant only in certain circumstances, such as for companies owned and led by under-represented groups, with the intent to reduce barriers and increase accessibility for these companies? Please explain your rationale (500 words or less) and if you have alternate idea as to how this outcome could be achieved.

- ☐ Yes
- ☐ No
- ☐ N/A

Additional Comments:

b) Which of the seven options do you feel would best support PSPC's efforts to increase the participation of under-represented groups in its methods of supply? (You may select up to three (3) options.)

- ☐ Option 1
- ☐ Option 2
- ☐ Option 3
- ☐ Option 4
- ☐ Option 5
- ☐ Option 6
- ☐ Option 7

c) Why have you selected this option(s)?

11. Can you suggest other options that should be considered to address the issues of corporate restructuring in order to meet the criteria required to pre-qualify under a method of supply while remaining inclusive and maintaining a broad supplier base? (500 words or less)
12. Please provide any additional comments concerning the pre-qualification process for a method of supply or the use of the corporate predecessor experience that you would like PSPC to take into account. (500 words or less)