



# **INVITATION TO QUALIFY**

## **Annex B**

### **Phase 2 Qualification Requirements**

Cyber Security Procurement Vehicle  
(CSPV)



Shared Services  
Canada

Services partagés  
Canada

Canada

## ANNEX B – Phase 2 Qualification Requirements

### 1.0 Introduction

Each Respondent who is deemed responsive by Canada in their Primary Evaluation Notice will be invited to participate in the Phase 2 – Rated Criteria Presentation. For a full description of the Phase 2 – Rated Criteria Presentation process, refer to section 4.3 of the ITQ document.

### 2.0 Substantiation of Phase 1 Evaluation Requirements

As a part of the Respondent's Phase 2 – Rated Criteria Presentation, Respondents must substantiate any Deficiency identified by Canada in their Preliminary Evaluation Notice (PEN).

### 3.0 Evaluation of Rated Requirements

As part of the evaluation Phase 2 – Rated Criteria Presentation, Respondents should respond to the rated requirements included in Table 2 below. For all rated requirements, evaluators will adhere to the following scoring methodology:

Table 1		
Rating	Rating Score (out of 5)	General Guidelines
Excellent	5	The Respondent has addressed the requirement extremely well, has generally provided a significant level of detail and, where applicable, has tailored its response to the CSPV. The evaluator has a very high degree of confidence that the Respondent understands the challenges facing the cyber security field and the objectives of the CSPV and would add a very high degree of value as a Qualified Respondent and has addressed all four pillars of the socio-economic strategy in depth.
Good	4	The Respondent has addressed the requirement well, has generally provided a good level of detail and, where applicable, has tailored its response to the CSPV sufficiently. The evaluator has a high degree of confidence that the Respondent understands the challenges facing the cyber security field and objectives of the CSPV and would add a high degree of value as a Qualified Respondent and has addressed three pillars of the socio-economic strategy in depth.
Adequate	3	The Respondent has addressed the requirements, has generally provided an adequate level of detail and, where applicable, has tailored its response to the CSPV in some

<b>Table 1</b>		
		areas. The evaluator has a degree of confidence that the Respondent understands the challenges facing the cyber security field and the objectives of the CSPV and would add value as a Qualified Respondent and has addressed three pillars of the socio-economic strategy in general.
Not Adequate/ Poor	2	The Respondent has not addressed the requirements or provided an adequate level of detail on many requirements and, where applicable, has not tailored its response to the CSPV in many areas. The evaluator has some concerns that the Respondent does not fully the challenges facing the cyber security field and the objectives of the CSPV and has addressed two pillars of the socio-economic strategy in general.
Lacks Understanding or Sufficient Information	1	The Respondent has not addressed most of the requirements or provided an adequate level of detail on most of the requirements and, where applicable, has not tailored its response to the CSPV at all. The evaluator does not have any degree of confidence that the Respondent fully understands that the Respondent does not fully the challenges facing the cyber security field and the objectives of the CSPV and has addressed one pillar of the socio-economic strategy in general.
Not Addressed	0	The Respondent failed to discuss the requirement completely.

Respondents should address the following rated requirements in their presentation:

Table 2			
Rated ID	Sub-Category	Requirement	Evaluation
R1	Technical	1) What are your thoughts on the current Cyber Threat Landscape?  2) What should the Government of Canada be considering?	Excellent → 5 pts  Good → 4 pts  Adequate → 3 pts  Not Adequate/ Poor → 2 pts  Lacks Understanding or Sufficient Information → 1 pt  Not Addressed → 0 pts
R2	Corporate	What makes your company different or unique from others when considering the cyber security market? How would you help SSC achieve its mandate? (Technical reasons only, no marketing)	Excellent → 5 pts  Good → 4 pts  Adequate → 3 pts  Not Adequate/ Poor → 2 pts  Lacks Understanding or Sufficient Information → 1 pt  Not Addressed → 0 pts
R3	Scenario	The Respondent should address one of the following scenarios:  1) <b>Solution Integrator Scenario:</b> The Government of Canada (GC) is facing a critical IT security issue. Your company receives a call from the GC for assistance. The GC is concerned about the issue and is reporting negative effects that could be associated with the issue. What would you do to assist, considering taxpayer funds are at stake? Explain the steps your company can offer to detect, respond, recover, and prevent the critical IT security issue. Procurement processes are to be ignored for this scenario;	Excellent → 5 pts  Good → 4 pts  Adequate → 3 pts  Not Adequate/ Poor → 2 pts  Lacks Understanding or Sufficient Information → 1 pt  Not Addressed → 0 pts
<b>-OR-</b>			

Table 2			
		<p>2) <b>VAR/URG Scenario:</b> The Government of Canada (GC) is facing a critical IT security issue. Your company receives a call from the GC for assistance. The GC is concerned about the issue and is reporting negative effects that could be associated with the issue. What would you do to provide a quality, effective, and efficient product to the Government to address the issue? Explain the steps your company will take to ensure the product meets the expected outcome of containing or eradicating the vulnerability. Procurement processes are to be ignored for this scenario.</p>	
R4	Socio-Economic	<p>The Respondent should provide a Socio Economic Benefits Plan for the applicable scenarios described below, and present this plan, highlighting how you are planning to address the four pillars of the socio-economic strategy.</p> <p>The Respondent will be asked to self-identify whether or not they are one of the underrepresented businesses. <b>See Attachment 1 to Annex B for the self-identification questions.</b> (below)</p> <p><i>For the purposes of this ITQ, underrepresented socio-economic groups include but are not limited to:</i></p> <ul style="list-style-type: none"> <li>• <i>Small and Medium-sized Enterprises (SMEs);</i></li> <li>• <i>Woman-owned businesses;</i></li> <li>• <i>Woman-led businesses;</i></li> <li>• <i>Visible minority-owned businesses;</i></li> </ul>	<p>Excellent → 5 pts</p> <p>Good → 4 pts</p> <p>Adequate → 3 pts</p> <p>Not Adequate/ Poor → 2 pts</p> <p>Lacks Understanding or Sufficient Information → 1 pt</p> <p>Not Addressed → 0 pts</p>

Table 2			
		<ul style="list-style-type: none"> <li>• <i>Indigenous-owned businesses; and</i></li> <li>• <i>Person(s) with a disability-owned businesses.</i></li> </ul> <p>For Respondents who self-Identify as an underrepresented socio-economic group, they must respond to <b>Scenario 3</b>. All other Respondents must respond to <b>Scenario 1 and Scenario 2</b>, which details their commitment to working with underrepresented socio-economic groups and incorporating as many of the four pillars of the socio-economic strategy as feasible:</p> <ol style="list-style-type: none"> <li>1. Canadian supplier development in the cyber security field in Canada;</li> <li>2. Investment in cyber security research and development in Canada;</li> <li>3. Supporting underrepresented groups in Cyber and IT; and</li> <li>4. Skills development and training in the Cyber and IT fields.</li> </ol> <p><b>Scenario 1:</b> Describe your socio-economic strategy for a proposed project with a value of \$10M, requiring hardware, software and professional services.</p> <p><b>Scenario 2:</b> Describe your socio-economic strategy for a proposed project with a value of \$250M, requiring an enterprise solution.</p> <p><b>Scenario 3:</b> What measures can Canada take to help you grow your business using the Cyber Security Procurement Vehicle?</p>	

## **4.0 Review of Optional Additional Capacities**

As part of Phase 2 – Rated Criteria Presentation, Respondents are invited to show their expertise and products that may be beneficial to Canada. This demonstration of capacity will not be scored as part of the qualification process, but will be registered in the Respondents' file for future consideration.

The information collected will inform SSC about market possibilities and future procurement strategies.

## APPENDIX 1 TO ANNEX B – SELF-IDENTIFICATION OF SOCIO-ECONOMIC BUSINESSES

Respondents must complete the following questionnaire related to their organization's socio-economic standing.

**Does your business within one of the target groups listed below?**

Yes	No

**If Yes, choose all that apply:**

Socio-economic Business	Definitions	Select All that Apply	
<b>Small and Medium-sized Enterprises (SMEs)</b>	<p><a href="#">Innovation, Science and Economic Development Canada</a> (ISED) defines an SME as a business establishment with 1–499 paid employees, more specifically:</p> <ul style="list-style-type: none"> <li>A small business has 1 to 99 paid employees.</li> <li>A medium-sized business has 100 to 499 paid employees.</li> </ul> <p>...and a place of business is in Canada.</p>	Small: (1-99 employees)	
		Medium: (100-499 employees)	
<b>Women-owned Businesses</b>	We consider a business as women-owned, if <b>at least 51 per cent of the business</b> is owned, managed and controlled by women, and a place of business is in Canada.		
<b>Women-led Businesses</b>	We consider a business to be women-led, when the chief executive officer, or the holder of an equivalent position in the organization, is a woman, and a place of business is in Canada.		
<b>Visible Minority-owned Businesses</b>	We consider a business Visible Minority-owned, if <b>at least 51% of the business</b> is owned, managed and controlled by person(s) who identify as visible minorities, and a place of business is in Canada.		
<b>Indigenous-owned Businesses</b>	We consider a business Indigenous-owned, if <b>at least 51% of the business</b> is owned, managed and controlled by Indigenous People, and a place of business is in Canada.		



Socio-economic Business	Definitions	Select All that Apply
<p><b>Person(s) with a Disability-owned Businesses</b></p>	<p>We consider a business is Person(s) with a Disability-owned, if <b>at least 51% of the business</b> is owned, managed and controlled by person(s) with a disability, and the principal place of business is in Canada.</p> <p><a href="#">Employment and Social Development Canada</a>'s definition: "Persons with disabilities include those who have long-term physical, mental, intellectual or sensory impairments which in interaction with various barriers may hinder their full and effective participation in society on an equal basis with others."</p>	