



# SHARED SERVICES CANADA Challenge-Based Solicitation (CBS)

For

## CLOUD based SECURITY SERVICES (CSS)

Solicitation No.	CSS092421B	Date	2022-07-201
------------------	------------	------	-------------

### What We Heard Report

Under Agile Procurement Process 3.0 (APP3.0), Shared Services Canada (SSC) is piloting an improved model of engagement with the private sector. The goal is to collect supplier feedback throughout the procurement process and to quickly refine procurement elements, as necessary. SSC is committed to listening to suggestions from vendors with an open mind and reporting back to them in a transparent way.

What We Heard No.	001
Where We Heard	OEM Solution Qualification Announcement and Next Steps

<b>Key Findings</b>	<p>SSC would like to use this What We Heard Report to communicate the outcome of Stage 4 – Pre-Qualification of Solutions and Communicate next steps.</p> <p>As a result of Stage 4 – Pre-Qualification of Solutions, two Solution OEMs have been Pre-qualified to move forward. They are:</p> <ul style="list-style-type: none"><li>• Palo Alto Networks</li><li>• Zscaler</li></ul> <p>As described in the CBSOS, moving forward, only these two OEMs and their authorized resellers will be eligible to participate in this solicitation.</p> <p>As outlined in Amendment #10, please see the following overview of how the next steps will proceed:</p> <ul style="list-style-type: none"><li>• Consultation with Pre-Qualified OEMs to finalize the details of WS1 Proof of Concept (PoC)</li><li>• Posting of the Final CBSOS</li><li>• Offer Close #1, for Pre-Qualified OEMs to provide WS1 PoC pricing</li><li>• Award of Standing Offers to compliant Pre-Qualified OEMs and Issuance of WS1 Call-up for PoC</li></ul>
---------------------	--



- Offer Close #2, for OEMs and Resellers of Qualified Solutions to submit Solution Pricing
- Award of Standing Offers to complaint OEMs and Resellers of Deployable Solutions
- Enterprise Deployment via WS2 Call-up.

Please review Amendment #10 and its history as the governing document.

For further questions, please do not hesitate to contact the Contracting Authority.