



**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

**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À :**

By e-mail to: - Par courriel au :

[tony.youness@tc.gc.ca](mailto:tony.youness@tc.gc.ca)

Attention: - Attention :  
Tony Youness

**Solicitation Closes - L'invitation prend fin**

At - à :  
2:00 PM - 14:00

On - le :  
Tuesday, April 25, 2023

Time Zone - Fuseau Horaire :  
Eastern Daylight Time (EDT)  
Heure avancé de l'Est (HAE)

<b>Title - Sujet</b> Professional services to support Microsoft Power Platform		<b>Amendment No. - N° modif.</b>  2
<b>Solicitation No. N° de l'invitation</b> T8080-220407	<b>Date of Amendment Date de modification</b> April 13, 2023	
<b>Address enquiries to : - Adresser toute demande de renseignements à :</b> Tony Youness  <b>E-Mail Address - Courriel :</b> Tony.youness@tc.gc.ca		
<b>Destination</b> See herein - Voir aux présentes		

**Instructions:** Municipal taxes are not applicable. Unless otherwise specified herein all prices quoted must include all applicable Canadian customs duties, GST/HST, excise taxes and are to be delivered Delivery Duty Paid including all delivery charges to destination(s) as indicated. The amount of the Goods and Services Tax/Harmonized Sales Tax is to be shown as a separate item.

**Instructions :** Les taxes municipales ne s'appliquent pas. Sauf indication contraire, les prix indiqués doivent comprendre les droits de douane canadiens, la TPS/TVH et la taxe d'accise. Les biens doivent être livrés « rendu droits acquittés », tous frais de livraison compris, à la ou aux destinations indiquées. Le montant de la taxe sur les produits et services/taxe de vente harmonisée doit être indiqué séparément.

<b>Delivery required Livraison exigée</b> See herein - Voir aux présentes	<b>Delivery offered Livraison proposée</b> Not applicable - Sans objet
<b>Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Person authorized to sign on behalf of Vendor/Firm (type or print):   La personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie) :</b>	
<b>Name - Nom</b>	<b>Title - Titre</b>
<b>Signature</b>	<b>Date</b>



**THIS SOLICITATION AMENDMENT IS RAISED TO:**

1. Provide clarification and answers to questions from potential supplier

**QUESTIONS AND ANSWERS:**

<b>Question 2</b>	As of October 3, 2022, the Microsoft Partnership Program was retired and has been replaced with the Microsoft Solution Partner Program. As such, the Partnership designation that is being requested through this requirement no longer exists. It is not possible for vendors who provide staffing services to qualify for the new Solution Partner Program. The requirements for the new Partnership Program are exclusively solution based and include but are not limited to; creating and implementing enterprise Microsoft solutions, growth of monthly consumption value (MCV)/growth in Azure Consumed Revenue (ACR) across all paid customers, and as a solution provider, adding net new clients to the Microsoft portfolio. Staff augmentation services are not a consideration in the new program. Given that this TBIPS solicitation is for staffing services, and is not solution based, and that the Partnership Program has been retired, we ask that corporate requirement MC2 be removed
<b>Answer 2</b>	Canada has reviewed your request and modified MC2 as follows:  The bidder must either: a) Hold any active Microsoft Partnership (e.g.: Microsoft Cloud Partner, Microsoft Solution Partner); or b) Demonstrate they were a member of the Microsoft Partnership Program in 2022, prior to the program change  See Amendment A below in red.
<b>Question 3</b>	To further validate and verify services performed in MC1 where specifically for Power Apps and other components of Microsoft Power Platform, would Transport Canada please consider requiring the customer reference form for MC1 to be signed by the client?
<b>Answer 3</b>	We have reviewed your request. The requirement remains unchanged.
<b>Question 4</b>	For MC1, condition #3 requires <i>"The value of each contract must be of a minimum \$3,000,000.00 (CDN), including taxes"</i> . We believe this is an effective measurement, however, to ensure the contract value proves services aligned to specifically PowersApps and Microsoft Power Platform only, would Transport Canada please confirm and adjust the requirement to only claim billed/invoiced value towards PowerApps activities in the technical areas only?
<b>Answer 4</b>	We have reviewed your request. The requirement remains unchanged.
<b>Question 5</b>	For RC2 Transport Canada is requesting <i>"Statement of work and Tasks authorizations from both contracts' outlines roles and activities that support Power Apps solutions in the following areas: Canvas solutions, Model-driven, portals."</i>  We believe this to be an effective corporate criterion, however with some of the technologies listed that are relatively new, and the fact that some contracts may not have the required details in the SOW's or task authorizations, would Transport Canada accept signed client



	reference letters detailing the power apps services provided in the specific areas to be accepted in addition or lieu of SOW's or task authorizations?
<b>Answer 5</b>	TC agrees to amend CR2.  See amendment B below in red colour.
<b>Question 6</b>	<p>Mandatory Corporate Criteria #MC2 states that a bidder must be Microsoft Business Partner at the time of bid closing. According to the Microsoft website “A Microsoft partner is an official vendor offering Microsoft-related services and products, such as cloud services, software applications, solutions deployment, and dedicated support.” Given that this RFP was released under TBIPS, it is looking to fill task-based roles with the ultimate goal being the ability to bring in highly qualified resources to support Microsoft Power Platform. As many qualified companies provide consultative and expert professional services without engaging in the reselling of Microsoft products, this requirement eliminates those companies who would otherwise qualify, and who have, and would be able to provide the services required from being able to respond. Corporate Rated Criteria RC3 is asking vendors to demonstrate their experience providing the number of Microsoft Certified resources associated within their organization, which aligns with the services being requested in the RFP and should adequately demonstrate that the vendor is capable of providing the services without being a Microsoft Certified partner. PSPC has mandated to ensure procurements issued under TBIPS are open, fair and transparent. The Crown including a requirement that a vendor must hold a Microsoft partnership doesn't align with the requirements outlined in the RFP, which are to engage the services of ERP Programmer Analysts and Business System Analysts, and therefore is not fair procurement practices.</p> <p>Would the Crown please remove Mandatory Corporate Criteria #MC2 in its entirety? If the Crown is not willing to remove the requirement, would the Crown please provide an explanation detailing why a vendor must hold a Microsoft Business</p>
<b>Answer 6</b>	See Answer # 2 above for the MC2 amendment.
<b>Question 7</b>	<p>Corporate Criteria RC1 currently requests vendors to demonstrate corporate professional services experience's depth in delivering Power Apps resources, measured in resources days billed. Within the requirement Transport Canada also request copy of the contract. As non-Federal Government Contracts do not contain detailed resource descriptions, and do contain sensitive information, to save space within the response, and to demonstrate power apps experience, in lieu of providing the full contract details would Transport Canada accept the following:</p> <p><i>“Copy of the first page of the contract AND copy of signed client letter describing the tasks aligned to power apps for the resources referenced in billed days”</i></p>
<b>Answer 7</b>	TC agrees to amend RC1,5.  See Amendment B below in red color.



**THIS SOLICITATION IS HEREBY AMENDED AS FOLLOWS:**

**Amendments:**

- A) DELETE Corporate Mandatory Criteria MC2 under Attachment 4.1, Part A: Corporate Mandatory Criteria - THE BIDDER in its entirety and REPLACE with:

**Part A: Corporate Mandatory Criteria - THE BIDDER**

MCC#	Mandatory Corporate Criteria	Met / Not Met	Bidder's Response (Reference to additional substantiating materials included in the Bid)
MC2	<p>The bidder must either:</p> <p>a) Hold any active Microsoft Partnership (e.g.: Microsoft Cloud Partner, Microsoft Solution Partner); <u>or</u></p> <p>b) Demonstrate they were a member of the Microsoft Partnership Program in 2022, prior to the program change</p> <p>A copy <b>must</b> be provided at time of bid closing.</p>		

- B) DELETE Rated Corporate Criteria RC1 and RC2 under Attachment 4.1, Part B: Rated Corporate Criteria- THE BIDDER in its entirety and REPLACE with:

RC#	Rated Corporate Criteria	Maximum Points	Points Allocation
RC1	<p><b>Bidder's Corporate Experience providing Resources for minimum billable days</b></p> <p>The Bidder should demonstrate corporate professional services experience's depth in delivering Power Apps resources, measured in resources days billed.</p> <p>Points will be allocated for the combined number of resource days billed and substantiated in both reference contracts used to support MC1.</p> <p>To be accepted, the bidder must provide:</p> <ol style="list-style-type: none"> <li>The name of the client organization;</li> </ol>	/25	<p>Points will be allocated as follows:</p> <p>(7.5 hours = one billable day).</p> <p>0 points: less than 600 billed days</p> <p>5 points: 601 – 1000 billed days</p> <p>10 points: 1001 – 1,500 billed days</p> <p>15 points: 1,501 – 2000 billed days</p>



RC#	Rated Corporate Criteria	Maximum Points	Points Allocation
	2. Contact information for the client organization; 3. The start and end date of the referenced project 4. Total value of the contracts 5. Copy of the contracts or Copy of the first page of the contract AND copy of signed client letter describing the tasks aligned to power apps for the resources referenced in billed days		20 points: 2001-4,000 billed days  25 points: >4,001 billed days
RC2	The Bidder should provide a copy of the two statements of work* and task authorizations from the two Contract references used in MC1 to substantiate that the work specifically fulfilled tasks is related to the delivery of either, technical area 1 and/or technical area 2.  Note: *Should Statements of Work and Task Authorizations be unavailable, a signed client reference letter clearly detailing the roles and activities performed in alignment with required Power Apps experience (a)Canvas solution, b) Model Driven, and c) Power Portals) shall be accepted.	/25	*Statement of work and Tasks authorizations from both contracts' outlines roles and activities that support Power Apps solutions in the following areas:  a) Canvas solution = 5 points  b) Model-driven = 10 points  c) Portals = 10 points

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME**