



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

[urp-bru@international.gc.ca](mailto:urp-bru@international.gc.ca)

**REQUEST FOR PROPOSAL -  
AMENDMENT  
DEMANDE DE PROPOSITION  
- MODIFICATION**

**Proposal To:** Department of Foreign Affairs Trade and  
Development.

We hereby offer to sell to His Majesty the King in  
right of Canada, in accordance with the terms and  
conditions set out herein, referred to herein or  
attached hereto, the goods, services, and construction  
listed herein and on any attached sheets at the  
price(s) set out thereof.

**Proposition aux:** Ministère des Affaires étrangères,  
commerce et développement

Nous offrons par la présente de vendre à Sa Majesté  
Le Roi du chef du Canada, aux conditions énoncées  
ou incluses par référence dans la présente et aux annexes ci-  
jointes, les biens, services et construction  
énumérés ici sur toutes feuilles ci-annexées, au(x) prix  
indiqué(s).

**Comments - Commentaires**

**Issuing Office – Bureau de distribution**

Foreign Affairs, Trade and Development / Affaires étrangères,  
commerce et développement, SPBC  
200 Promenade du Portage,  
Gatineau, QC

<b>Title – Sujet</b>	
Fund Management Services for the “Outcome Fund for Education Results” (OFFER) Project in Colombia	
<b>Solicitation No. – N° de l’invitation</b> 24-251054	<b>Date</b> April 3, 2024 / Le 03 avril 2024
<b>Amendment No. - N° de modification</b>	<b>003</b>
<b>Client Reference No. – N° référence du client</b> 24-251054	
<b>GETS Reference No. – N° de référence de SEAG</b>	
<b>File No. – N° de dossier</b> 24-251054	<b>CCC No. / N° CCC - FMS No. / N° VME</b>
<b>Solicitation closes – L’invitation prend fin</b>  at – à 02 :00 PM / 14 :00h on – le April 10, 2024 / le 10 avril 2024	<b>Time Zone - Fuseau horaire</b>  EDT/HAE
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Inquiries to : - Adresser toutes questions à:</b> Isabelle Doray – Senior Contracting Officer	<b>Buyer Id – Id de l’acheteur</b>
<b>E-mail :</b> <a href="mailto:grant.bott@international.gc.ca">grant.bott@international.gc.ca</a>	<b>FAX No. – N° de FAX</b>
<b>Destination – of Goods, Services, and Construction:</b> <b>Destination – des biens, services et construction :</b>  Department of Foreign Affairs, Trade and Development (DFATD)/ Ministère des Affaires étrangères, commerce et développement (MAECD)	

<b>Delivery required - Livraison exigée</b>	<b>Delivered Offered – Livraison proposée</b>
<b>Vendor/firm Name and address</b> <b>Raison sociale et adresse du fournisseur/de l’entrepreneur</b>	
<b>Telephone No. – N° de téléphone</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/firm</b> <b>(type or print)</b>  <b>-Nom et titre de la personne autorisée à signer au nom du fournisseur/de</b> <b>l’entrepreneur (taper ou écrire en caractères d’imprimerie)</b>	
<b>Signature</b>	<b>Date</b>



This Request for Proposal amendment #3 has been raised to:

**(A)** Respond to questions regarding the Request for Proposal (RFP)

**(B)** Identify changes to the RFP

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## **(A) QUESTIONS AND ANSWERS**

### **QUESTION #1.**

On Annex E-3, in the table containing the Point Rated Criteria for the Bidder Experience (RC1), you state that, for a project to be eligible for evaluation it must:

- *Include a Pay-for-Results payment structure*
- *Have been completed on or after Jan 1st, 2011 (results evaluated and paid)*
- *Have an overall project value of at least CAD\$1M per annum, where the CAD\$1M refers to the quantum of the contract being held by the bidder to perform project management functions (that is, not the quantum of outcome payments, investment, or other amounts that may have been spent for other project activities carried out by others during any one year)*

In our experience, given the nascent nature of the payment by results field, there are fewer than 2 completed projects globally where the underlying project management contract was that large, so these requirements would severely restrict the field of firms eligible to bid for this assignment, to the exclusion of many organizations with rich experience in this field. Please can you confirm that we have indeed interpreted your guidelines correctly? Would you be open to relaxing or reducing the size of contract required?

### **ANSWER #1.**

We agree and we have removed the reference to having a minimum annual contract value of 1M and we have also removed the definition of a "Project".

### **QUESTION #2.**

On Annex E-3, in the table containing the Point Rated Criteria for two of your Resource Categories (RC3, RC4), you state that the resource must "*demonstrate their experience in managing projects that incorporate a Pay-for Results or Program for Results approach*" and that "*the resource MUST have performed the tasks on the project for a minimum duration of at least twelve (12) consecutive months (1 year)*".

In our experience, given the usual contracting practices for technical and project management work in the Pay-for-Results field, it is unlikely that a person will have carried out the required functions for a single project over a whole year, as contracts tend to be broken in pieces (e.g. scoping, design, structuring, performance management, etc.) and often contracted without continuity (with new tenders issued as funds and partners are secured). This requirement severely restricts the universe of individuals with valuable experience that might be put forward for the team. Would you be able to relax this requirement to allow individuals who have performed the required functions over a period of minimum 1 year in different or consecutive projects instead?

### **ANSWER #2.**

Canada does not agree with this request for change.

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**QUESTION #3.**

Due to the multiple conversations that entail creating a solid partnership for a long-term commitment as the OFFER, we kindly request a three-week extension to submit the proposal (until April 24). Would GAC be open to considering an extension?

**ANSWER #3.**

Canada will agree to extend the bid close date until April 10, 2024.

**(B) CHANGES TO THE RFP**

1.

**DELETE:**

**RC1 in its entirety; and**

**INSERT:**

Bidder's Experience	
<b>RC1</b>	<p>The Bidder should describe their experience in managing projects that include multi-stakeholder engagement and a Pay-for-Results payment structure.</p> <p>Bidder should provide a brief project summary for each three (3) projects, and clearly indicate the tasks they performed, as well as the deliverables achieved throughout all phases of the project.</p> <p><b><u>NOTE:</u></b></p> <p>The projects <b>MUST</b> have been completed <b>on or after January 1st, 2011</b>.</p> <p>If the number of projects included in the Bid exceeds the number indicated in the evaluation criteria DFATD will only evaluate the first 3 projects in the order that they are provided.</p> <p>The evaluation will be on the cumulative experience; therefore, every project does not have to have every element</p>

2.

**DELETE:**

Under Part 2 – BIDDER INSTRUCTIONS, **Section 2.4 Inquiries – Bid Solicitation** in its entirety; and

**INSERT:**

**2.1 Inquiries - Bid Solicitation**

All enquiries must be submitted **BY E-MAIL ONLY** to the Contracting Authority [grant.bott@international.gc.ca](mailto:grant.bott@international.gc.ca) **no later than three (3) days calendar before** the bid closing date. Enquiries received after that time may not be answered.



Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all bidders. Enquiries not submitted in a form that can be distributed to all bidders may not be answered by Canada.

**3.**

**DELETE:**

Solicitation Closing Date: April 3, 2024 at 2:00pm EDT; and

**INSERT:**

Solicitation Closing Date: April 10, 2024 at 2:00pm EDT.