

# Welcome!

Information Webinar

Initial Challenge-Based Solicitation (CBS) – IaaS and Native PaaS

The meeting will start at 14:00 ET



# Challenge-Based Solicitation (CBS) – Initial

## IaaS – Native PaaS Services

Solicitation No.: CS-IAAS-2024



Information Webinar

February 16, 2024, at 14:00



## Objective and Preamble

- Provide complementary information regarding Solicitation No.: CS-IAAS-2024 Challenge-Based Solicitation (CBS) for the delivery of Infrastructure as a Service (IaaS) and Native Platform as a Service (PaaS) services to the Government of Canada.
- This presentation does not replace or modify any provisions of the CBS mentioned above.
- In case of contradiction between this presentation and the CBS, the terms and conditions of the CBS take precedence

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## About APP3.0

- This is an Agile procurement process (APP3.0)
- Just like traditional procurement processes, it is based on the principles of fairness, openness and transparency.
- An innovative procurement framework to strengthen contractual flexibility.
- Iterative approach that engages with Industry early to evolve solicitation documents.
- The scope of the resulting contract is to:
  - resolve the problem
  - address the challenges
  - produce the expected outcomes
- The scope will remain stable during the contract's life but the way the cloud services will be rendered may evolve.

## Part 1 - Context

- The Government of Canada (GC) has a requirement for access to Commercially Available Public Cloud Services (“Cloud Services”) to meet its business needs across a broad spectrum of government organizations.
- To assist organizations in meeting Canadians' expectations and delivering government services and benefits simply, securely and efficiently.
- This bid solicitation is to establish contract(s) with task authorizations (TA) for the delivery of IaaS and Native PaaS services to the Government of Canada.

## Part 2 - Problem Statement

Canada lacks the ability to deploy digital infrastructure with agility and velocity, as well as capacity to scale and leverage emerging technologies to advance its service delivery for Canadians.

## Part 2 – Key Challenges

### **The following challenges limit Canada's capacity to resolve the problem:**

- The complexity related to a high dependency on legacy systems and an aging infrastructure.
- The difficulty with addressing demand fluctuations and to scale on-premises services in a timely manner.
- The complexity of integrating and connecting Cloud services with on-premises services.
- The application of the GC's stringent security and privacy standards, as well as government policies and regulations.
- The limited capacity to forecast and manage the cost of Cloud services due to the lack of enterprise-level visibility on detailed service costs and consumptions.
- The recruitment, retention, and training of skilled professionals necessary to implement ever-evolving Cloud services.



## Part 3 – What We Are Buying

- **Infrastructure as a Service (IaaS).** The capability provided to the consumer is to provision processing, storage, networks, and other fundamental computing resources where the consumer is able to deploy and run arbitrary software, which can include operating systems and applications. The consumer does not manage or control the underlying cloud infrastructure but has control over operating systems, storage, and deployed applications; and possibly limited control of select networking components (e.g., host firewalls)\*
- **Native PaaS** is defined as PaaS supported, managed and operated by the Bidder (first-party PaaS).

\* Source: NIST SP 800-145

## Part 3 – What We Are Buying

### **Security Obligations**

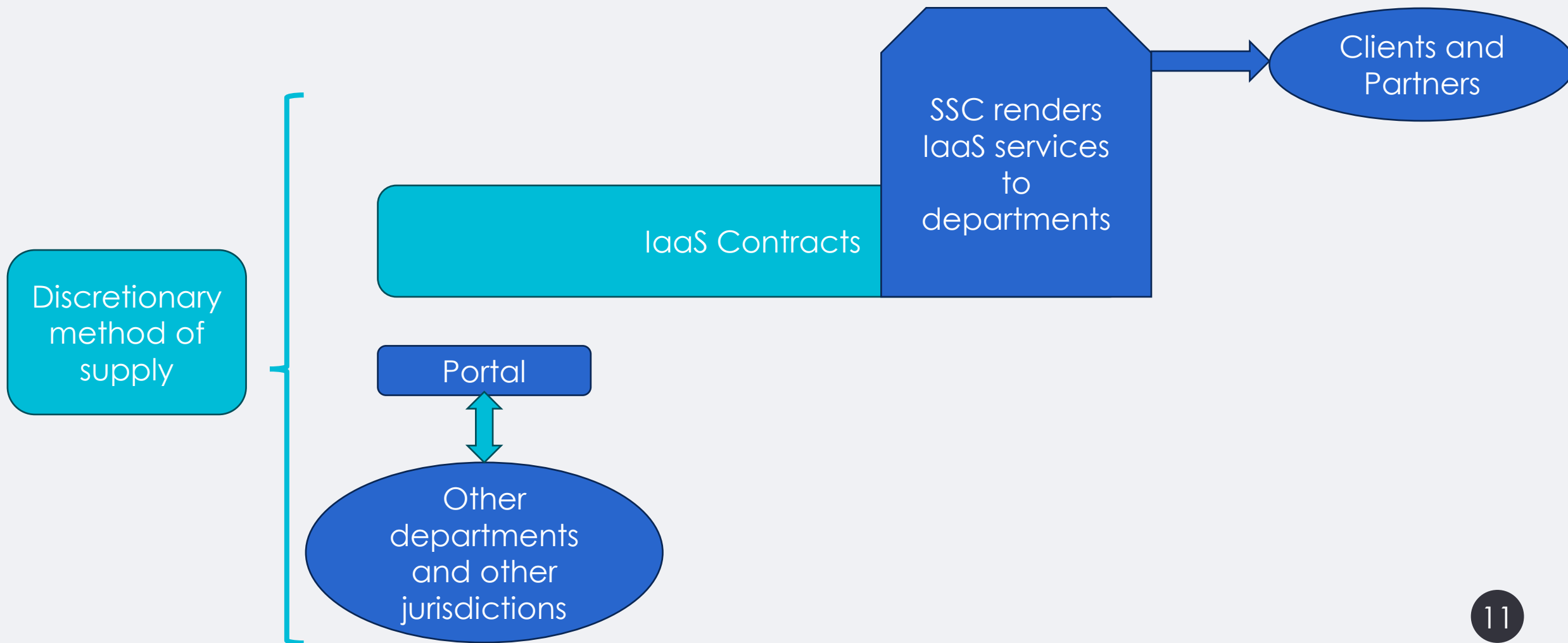
At the contracting stage, the Contractor will need to fully satisfy the Government of Canada's PBMM HVA (Protected B, Medium Integrity, Medium Availability – High Value Asset) security requirements.

The language and full list of requirements will be further refined during the solicitation development state.

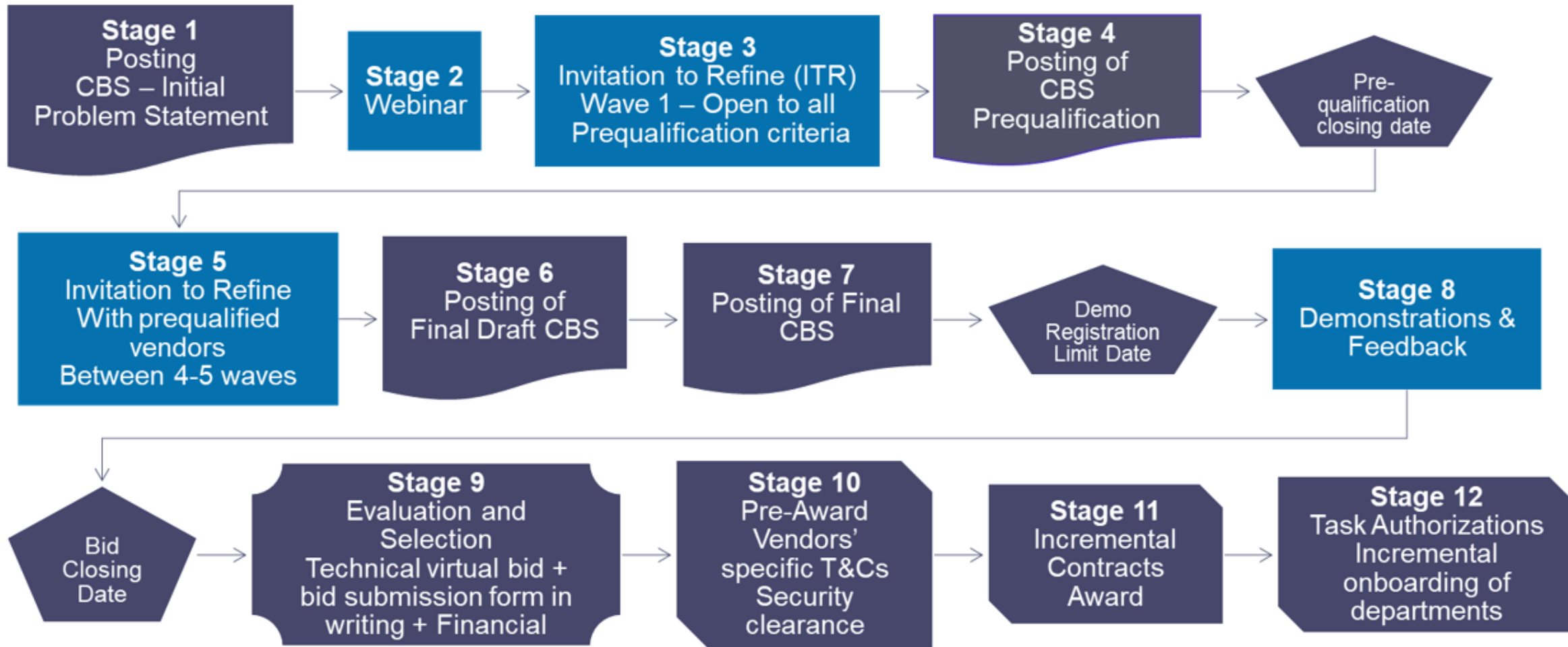
# Part 3 – Overview of the Initiative

Vision (to be validated)

How will the IaaS contracts be used by SSC?

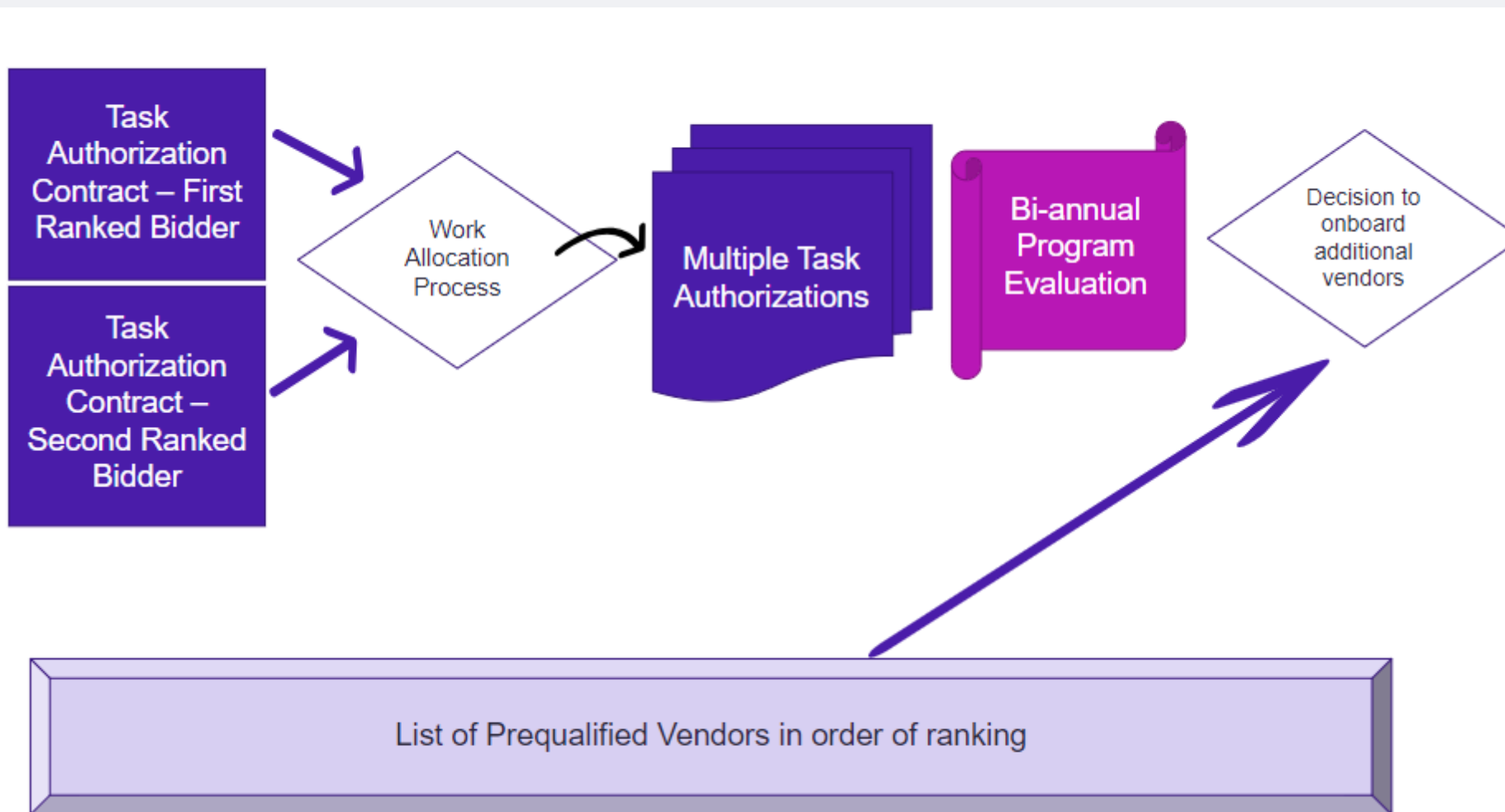


# Part 4 – Procurement Process



# Part 4 – Procurement Process

## Task Authorization Contract



This solicitation will result in the following:

**Contracts:** Two or three contractors that will be invited to sign a Task Authorization Contract (TAC).

Signatories of Task Authorization Contracts will be eligible to sign task authorizations in accordance with Section 6 – Resulting Contract Clauses.

**A list of prequalified Contractors** that could be onboarded in the procurement ecosystem in the upcoming years. Biannually, Shared Service Canada (SSC) will assess vendors' performance, department needs, technology evolution or any other elements and may decide to onboard one or more Contractors on the prequalified list.

## Part 5 – Invitation to Refine (ItR)

### Description of Waves

- **Wave 1** Prequalification criteria; problem statement challenges and initial Minimum Viable Requirements (MVRs)
- **Wave 2** Terms and Conditions and Work Allocation Process, Security Requirements, capacity to satisfy Official Languages Act (OLA), and Green requirements as well as Bidders' capacity to satisfy accessibility requirements
- **Wave 3** Statement of Challenge
- **Wave 4** Evaluation framework including Price evaluation
- **Wave 5** Draft final CBS

\*As the development of the solicitation evolves, some ItR waves may be added, or removed as needed.

# Part 6 – Prequalification: Criteria and process

## Evaluation Criteria

### Mandatory

- M1: Capacity of the Bidder to sell Commercially Infrastructure-as-a-Service (IaaS) AND Platform-as-a-Service (PaaS)
- M2: Capacity to satisfy Data Residency while data is at rest

### Rated

- R1: Capacity to satisfy Data Residency requirements while in transit (maximum 20 points)
- R2: Capacity of the Bidder's Solution to encrypt data in-motion and at-rest (maximum 10 points)
- R3: Experience of the Bidder to provide IaaS and Native PaaS services to large organizations (maximum 15 points)
- R4: Capacity of the Bidder to satisfy the Security Obligations (maximum 15 points)
- R5: Capacity of the Bidder to provide a hyperscaler level of service (maximum of 20 points)

## Prequalification process:

### A bid must:

- a) Comply with the 2 mandatory criteria
- b) Achieve **X** points-rated criteria

Bids not meeting a) or b) will be excluded from further participation in the Solicitation process.

- Total technical score will be used to rank bidders (maximum 80 points)
- The top 5 bidders will be selected to form the pool will move on to the next stage of the Solicitation process
- Only the prequalified Bidder will be eligible to bid on for the final selection.
- Canada will notify Bidders not selected of their exclusion from further participation in the Solicitation process.

# Part 6 – Transparency in Evaluation Criteria: W-I-SE

**"W"** What are we assessing?

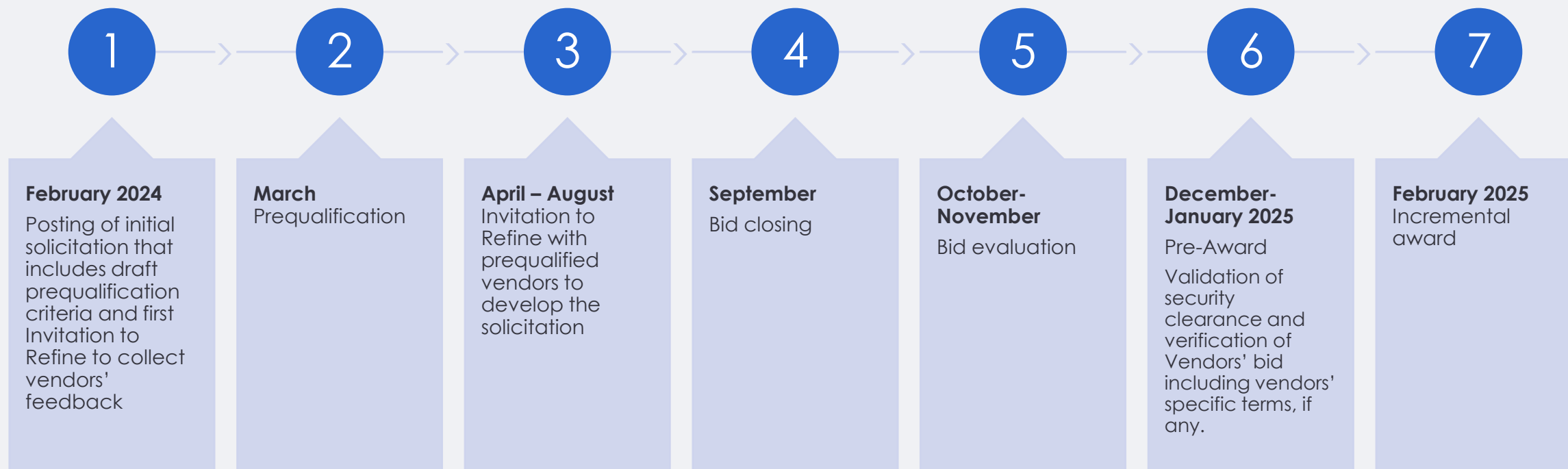
**"I" Information** - What is the information we are looking for?

**"SE"- Scoring Elements"**  
How this information will be translated in points?

<p>R3</p>	<p><b>Experience of the Bidder to provide IaaS and Native PaaS services to large organizations (maximum 15 points)</b></p> <p>The Bidder should demonstrate its experience in providing both IaaS and Native PaaS services to large government organizations or large external private corporations.</p> <p><i>"external" refers to organizations or corporations that are not part of the bidder's own corporate structure or its parent organization.</i></p> <p><i>In this criterion "services" means a specific element of the publicly available catalogue</i></p>	<p>To demonstrate, the Bidder should provide a list of three clients to whom both IaaS and Native PaaS services are currently provided.</p> <p>For each client, the following information should be provided:</p> <ol style="list-style-type: none"> <li>1) Client business name</li> <li>2) Duration of services including service start date (month and year)</li> <li>3) Number of employees of the client</li> <li>4) Number and list of services consumed since service start date</li> </ol>	<p>Up to 15 points will be allocated using the average of the three clients' total points.</p> <p>Points will be allocated as follows:</p> <p><b>Duration</b></p> <ul style="list-style-type: none"> <li>- more than 10 years = 5 points</li> <li>- more than 5 years and less than 10 years = 3 points</li> <li>- less than 5 years: 2 points</li> </ul> <p><b>Number of employees of the client</b></p> <ul style="list-style-type: none"> <li>- more than 50,000 employees = 5 points</li> <li>- between 30,000 and 49,999 employees = 3 points</li> <li>- fewer than 30,000 employees = 2 points</li> </ul> <p><b>Services consumed</b></p> <ul style="list-style-type: none"> <li>- more than 200 services = 5 points</li> <li>- between 150 and 199 services = 3 points</li> <li>- fewer than 150 services = 2 points</li> </ul> <p>If more than three clients are submitted, only the first three clients listed in the submission will be assessed.</p>
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## Part 7 – Next Steps



### Design Principles:

- 1- Terms and conditions already agreed by vendors under the FA will be the basis of the resulting IaaS contracts.
- 2- The scope of the resulting contract is to resolve the problem, address the challenges and produce the expected outcomes defined in the solicitation.
- 3- The scope will remain stable during contract's life but the way the cloud services will be rendered may evolve.

## Part 8 - Feedback on the procurement process +



### 4 ways to provide feedback

1. **Q&A function in MS Teams** (anonymous) – Closes at the end of this session.
2. **Questionnaire:** MVRs, Prequalification criteria, solicitation process and documentation – Until February 26, 2024, 12:00 pm ET. [IaaS and Native PaaS Solution Solicitation](#).
3. **Mural** (anonymous) – Presentation slides [Mural Link](#) – Until February 26, 2024, 12:00 pm ET.
4. **Email** the Contracting Authority at any time during the solicitation process:  
[PVRCLOUDservicesRCRs.DCCServicesinonuagiquesARF@ssc-spc.gc.ca](mailto:PVRCLOUDservicesRCRs.DCCServicesinonuagiquesARF@ssc-spc.gc.ca)