

**RETURN BIDS TO:**

**RETOURNER LES**

**SOUMISSIONS À:**

Bid Receiving Public Works and Government Services Canada/ Réception des soumissions Travaux publics et services gouvernementaux Canada  
11 Laurier St. / 11, rue Laurier  
Place du Portage, Phase III  
Core 0B2/Noyau 0B2  
Gatineau, Québec K1A OS5

**REQUEST FOR PROPOSAL**

**Proposal To: Public Works and Government Services Canada**

We hereby offer to sell to Her Majesty the Queen 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.

**DEMANDE DE PROPOSITION**

**Proposition aux: Travaux Publics et Services Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine 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 toute feuille ci-annexées, au(x) prix indiqué(s).

**Instructions : See Herein**  
**Instructions: Voir aux présentes**

**Comments - Commentaires**

This document contains a Security Requirement

**Vendor/Firm Name and address**  
**Raison sociale et adresse du Fournisseur /de l'entrepreneur**

**Issuing Office – Bureau de distribution**

PWGSC  
Acquisitions Branch (ZQ-Division)  
Portage III, 10C1  
11, Laurier Street  
Gatineau, Quebec K1A OS5

<b>Title – Sujet</b> Business Consulting	
<b>Solicitation No. – N° de l'invitation</b> 47419-218907 <b>AMENDMENT 001</b>	<b>Date</b> June 26, 2020
<b>Client Reference No. – N° référence du client</b> 47419-218907/A	
<b>GETS Reference No. – N° de reference de SEAG</b>	
<b>File No. – N° de dossier</b> 47419-218907/A	<b>CCC No. / N° CCC - FMS No. / N° VME</b>
<b>SOLICITATION CLOSES – L'INVITATION PREND FIN</b> à – at 14 :00 – 02 :00 PM le – on July 21, 2020	<b>Time Zone Fuseau horaire</b> EST/HNE
<b>F.O.B. - F.A.B.</b> Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
<b>Address Inquiries to : - Adresser toutes questions à:</b> Robin.st-louis@tpsgc-pwgsc.gc.ca	<b>Buyer Id – Id de l'acheteur</b> 020zq
<b>Telephone No. – N° de téléphone :</b> 613-858-6185	
<b>Destination – of Goods, Services, and Construction:</b> <b>Destination – des biens, services et construction :</b> See Herein	

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



The Purpose of this amendment #001 is to:

- 1) Provide answers to questions received with regards to this Request for Proposals (RFP);
- 2) Amend the RFP.

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## **The following questions were received from potential bidders**

### Question 1:

Could the client confirm if any firm/individual is currently performing this or similar work or has done so in the last 12 months?

If there is an incumbent, would you please provide the name of the supplier(s), contract(s) date and total amount paid for the services?

### Answer 1:

There are no contractors performing the Work as laid out in Annex A – Statement of Work.

### Question 2:

Will the Crown consider awarding multiple contracts in response to this solicitation? Our company is qualified to bid on 5/6 categories and would like to be invited to bid.

### Answer 2:

No. There will only be one contract awarded, thank you.

### Question 3:

Corporate Criteria MT3 PB requires each Bidder to demonstrate corporate risk management experience where the firm has engaged in contracts that fulfilled a client's need for Risk Management Services. In addition to this, Canada is requesting that each Bidder propose a Risk Management Specialist – Senior that was a core project team member for each demonstrated project. This requirement is overly restrictive, as it penalizes bidders for having Risk Management Specialists that have since moved, retired or made career changes and is fundamentally impossible for nearly every firm in the bidders list to meet. Further, some companies that have a tenured Risk Management Specialist or Partner could have allowed that employee to bill 1 billable day against each project, allowing them to meet the requirement, whereas many other potential bidders without this advantage, having 0 billable days for their qualified Risk Management Specialist would not be able to submit a bid. Given that the Risk Management Specialist – Senior is also required to meet additional resource evaluation criteria to demonstrate acceptable expertise and experience, we respectfully request the Crown removes the MT3 PB requirement “where the proposed senior resource (Risk Management Specialist – Senior) was part of the core project team,” in its entirety.

### Answer 3:

Thank you for the question. MT3-PB remains unchanged. Thank you.

### Question 4:

The Corporate Mandatory and Rated requirements require vendors to demonstrate a variety of experience including “projects ... completed”, “delivery of...assessments”, “conducting...activities” etc... Would the Crown please confirm that all Corporate Mandatory Criteria and Rated Requirements are to be responded to by demonstrating contracts where the vendor supplied professional resources who completed the deliverables described as this approach is in alignment with the TSPS resource based method of supply.



Answer 4:

Correct.

Question 5:

Rated Requirement – Business Consultant, RT19 requires candidates to demonstrate experience “within the last eight (8) years” and awards a maximum of 10 points for a total of 10 years of experience. In order to allow candidates to cite the full 10 years of experience requested would the crown please remove the restriction for experience to be “within the last eight (8) years”.

Answer 5:

Please note the answer remains unchanged.

Question 6:

Rated Requirement – Business Architect, RT22 requires candidates to demonstrate “two (2) large scale projects” however the points awarded are based on the number of years demonstrated. Please revise the scoring structure of RT22 to clarify how points will be awarded and whether the Crown is seeking the number of projects, or the duration of experience.

Answer 6:

See amendments to RFP below.

Question 7:

RT17 requires experience with large scale\* IT projects but does not indicate how points are awarded. Can the Crown clarify how many project references are required to score full [10] points?

Answer 7:

See amendments to RFP below.

Question 8:

RT19 requires 5 years' experience in the last 8 years, however, there are additional points for up to 10 years of experience. Can we assume that 5 years of the experience must be within the last 8 years and an additional 5 years of experience may be beyond the 8 year time-frame for full points?

Answer 8:

Correct.

Question 9:

RT21 requires project experience in the last 10 years but then allocates points based on the number of years of experience. Would the Crown be able to clarify how the points are calculated for this criteria?

Answer 9:

RT21 states The proposed resource should have provided strategic advice and guidance in establishing the Business Architecture on large Government of Canada Transformation Projects\* including defining the processes to Senior Management within the last ten (10) years from the date of bid closing.

**References required**

- 5 years = 5 points

- 5+ to 8 years = 8 points

- 8+ to 10 years = 10 points

To be clear, the Crown is allocating points based on the number of years of experience in providing strategic advice and guidance within Business Architecture field.



Enterprise architecture (EA) is the practice of analyzing, designing, planning and implementing enterprise analysis to successfully execute on business strategies. EA helps businesses structure IT projects and policies to achieve desired business results and to stay on top of industry trends and disruptions using architecture principles and practices, a process also known as enterprise architectural planning (EAP). Business architecture is the practice of combining deep business savvy with strong technical knowledge to develop and execute digital road maps. Business architecture professionals work to identify critical business functions and map technology solutions to business outcomes. There are two primary roles that they can play:

1. **Customer consultant:** Business architects who work at solution providers serve as trusted partners help enterprise customers identify and get more value from their digital/business processes/strategies/issues/challenges and provide transformation initiatives and drive business outcomes. Their work involves four primary areas: enterprise architecture, technical consulting, business management and consultative services.
2. **Internal analyst:** Business professionals to address internal challenges. These professionals often come from varied backgrounds. Having navigated enterprise architecture frameworks, they can look at business needs from an insider's perspective and determine what technologies/business processes and what digital transformation milestones will best serve the organization's strategic goals.

The Business Architect must be able to demonstrate their proposed resource's years of experience on providing strategic advice or guidance on Large Government of Canada Transformation projects. The definition of the Business Architect must present this experience by providing clear examples – what strategic advice/guidance was provided and in what context for the Government of Canada Transformation Projects, its value/contribution and why it was required. The years of experience will be counted specifically and not overlap with other projects presented. Any overlap of experience will not be counted, thank you.

Question 10:

RT22 requires 2 projects in the last 10 years but then allocates points based on the number of years of experience. Would the Crown be able to clarify how the points are calculated for this criteria?

Answer 10:

See amendments to RFP below.



## Amendments to the RFP

**Delete:** RT17 (on page 45 of the RFP) in it's entirety and **Replace with:**

RATED REQUIREMENT-BUSINESS CONSULTANT		POINTS	BIDDER DESCRIPTION (REFERENCE LOCATION IN BID)
RT17	<p>The Bidder should demonstrate, using project description, that the proposed resource has experience providing strategic advice related to and/or conducting assessments of large scale* IT projects (&gt;\$10 Million) in accordance with the methodology set out in the TBS Standard for Organizational Project Management Capacity.</p> <p>- 1+ to 3 years = 5 points - 3+ to 5 years = 10 points</p>	10	

**Delete:** RT22 (on page 47 of the RFP) in it's entirety and **Replace with:**

RATED REQUIREMENT-BUSINESS CONSULTANT		POINTS	BIDDER DESCRIPTION (REFERENCE LOCATION IN BID)
RT22	<p>The proposed resource should demonstrate they have created key performance indicators and produced strategic management recommendations/updates and project analysis for large scale projects valued at &gt;\$10 Million for the Government of Canada within the last ten (10) years from date of bid closing.</p> <p><b>References required:</b></p> <p>- 2 projects = 5 points - 3 projects = 8 points - 4+ projects = 10 points</p>	10	

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**