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K1A 0S5

Bid Fax: (819) 997-9776

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

Vendor/Firm Name and Address

**Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution

Miscellaneous Special Projects Division (XN)/Division
des projets spéciaux divers (XN)
Canadian Building
219 Laurier Ave. West, 13th Floor
Room 13077
Ottawa
Ontario
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Title - Sujet e-Procurement Solution (EPS)	
Solicitation No. - N° de l'invitation EN578-131350/H	Amendment No. - N° modif. 037
Client Reference No. - N° de référence du client 20131350	Date 2016-12-06
GETS Reference No. - N° de référence de SEAG PW-\$\$XN-111-30112	
File No. - N° de dossier 111xn.EN578-131350	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2016-12-21	
Time Zone Fuseau horaire Eastern Standard Time EST	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Thauvette, Maxime	Buyer Id - Id de l'acheteur 111xn
Telephone No. - N° de téléphone (819) 420-2201 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

Request for Proposal (RFP)**Solicitation Amendment: 037****Purpose:**

The purpose of this amendment is to amend the Request for Proposals (RFP) and provide answers to questions received with regards to this RFP.

(A) CHANGES**CHANGE: 234**

At Annex 1, section 3.3 *SECTION B - PORTAL REQUIREMENTS*, under c) *Landing Page* of sub section 3.3.1 *Objective*,

DELETE: iv. enable one-time login for Users and have authenticated access to all components of the EPS;

INSERT: iv. enable One-Time Login for GC Users and have authenticated access to all components of the EPS;

CHANGE: 235

At Annex 1, section 3.3 *SECTION B - PORTAL REQUIREMENTS*, sub section 3.3.3 *Portal Requirements*, delete requirement *B-02.01* in its entirety and replace with:

To configure and enable One-Time Login, for GC Users, to provide role-based access to all components of the EPS.

CHANGE: 236

At Annex 1, section 4.4 *EPS TECHNOLOGY REQUIREMENTS*, sub section 4.4.2 *Technical Requirements*, delete requirement Tech.22 in its entirety and replace with:

to support One-Time Login, for GC Users, to provide role-based access to all components of the EPS.

CHANGE: 237

At Annex 5 - Glossary, add the following:

One-Time Login: A feature and capability of EPS that minimizes the requirement for additional User account logins to the various EPS services and components. The feature assigns a role-based access to all components of the EPS after a successful login by the User using credentials such as a user id and password.

(B) QUESTIONS**QUESTION: 682**

The Crown has provided Bidders with the option to use several metrics for the purpose of usage-based pricing including Spend. A Bidder's ability to determine best-value pricing based on Spend is dependent, in part, on clarity related to how much Spend is likely to flow through the solution and a clear definition of how that Spend is being measured. Recognizing that the Crown has defined the spend as Catalogue Spend and already responded to some questions related to this topic, we continue to be unclear regarding both the definition and associated anticipated volumes. Can the Crown please respond to the following:

In a follow-up to Question #643, the vast majority of SaaS spend-based pricing models are derived from total purchase order spend that is transacted through the system versus a specifically defined subset off of catalogues. Further, understanding that the Crown's stated intention is to measure the spend against Framework Agreements, as more complex commodities are deployed within EPS, it is possible, depending on decisions made during the implementation, that the spend against these agreements is not supported by a traditional "catalogue item" approach. Robust procurement technology solutions offer a number of different ways to capture and transact spend through the system that are best determined as part of an implementation. Having a Contractor that is financially motivated to process transactions in a manner that complies with the limited definition of catalogue spend may result in implementation decisions that limit the efficiencies the Crown realizes from EPS. It is with this in mind that we ask the Crown to reconsider the definition of the spend metric to include all purchase order transactions as opposed to the more limited definition of catalogue-based spend.

If the Crown is not willing to make the above change to total PO spend, to better enable Bidders to develop highest value responses, can the Crown elaborate on its rationale for using a Catalogue Spend metric, specifically the rationale behind excluding all of the spend that falls outside of this definition?

Our understanding of the current processes is that all contracts result in a PO in the financial system against which invoices are issued and reconciled. Can the Crown please confirm that the vision is for all POs related to contracting activity completed within EPS to be generated and issued out of EPS and integrated into the financial management system? If yes, based on the information provided in Answer #541 and Answer #633, is it reasonable to assume that the total purchase order spend flowing through EPS annually, after the completion of Milestone #6, will be approximately \$6B?

Given the Crown's response to Question #642, is the Crown able to provide any direction on the percentage of a department or agency's total spend, as describe in the 2014/15 departmental spend data, it expects to flow through EPS against the PWGSC framework agreements?

ANSWER: 682

As per the response to question #642, at this time, Canada is not in a position to confirm the manner in which the GC will fully leverage the EPS to manage non-catalogue spend. As such Canada is not in a position to reasonably and fairly evaluate a purchase order based spend model. If it is the Bidder's view that the Catalogue Spend Firm Unit Price does not fully compensate for the potential use of its proposed EPS model, Canada has provided a number of other options for Bidders to properly cost out work associated with the operational phase of EPS, including a number of other Firm Unit Prices and a Firm Lot Monthly Price.

As per the answer to question #454, as articulated in section 6.8.1.2 Transition-In Delivery of the SOW, the GC will work with the Contractor to establish an EPS business process in consideration of existing GC processes and the processes within the COTS solution proposed by the Bidder. This will include the manner in which the solution is configured to the business process in accordance with the solution's functionality meeting the requirements listed in the RFP.

Historically, on average roughly 40% of the value of procurements by departments and agencies (other than PWGSC) are Call-Ups awarded against PWGSC framework agreements. It should be noted that, given the challenges in differentiating between one-off purchase orders/contracts and purchase orders/contracts that are issued against PWGSC framework agreements (in particular Supply Arrangements), this percentage may be underestimated and does not represent a commitment by Canada.

QUESTION: 683

We ask the Crown to separate the GC User single-login requirement from the Supplier single-login requirement and make the Supplier requirement rated rather than mandatory.

ANSWER: 683

Please refer to the Changes section of this RFP amendment for revisions to these requirements.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.