



|   |  |   |  |
|---|--|---|--|
| <p><b>RETURN BIDS TO :</b><br/><b>RETOURNER LES SOUMISSIONS À :</b></p> <p>Bid Receiving / Réception des soumissions</p> <p><b>Email / Courriel : <a href="mailto:urp-bru@international.gc.ca">urp-bru@international.gc.ca</a></b></p> <p style="text-align: center;"><b>AMENDEMENT #2<br/>REQUEST FOR PROPOSAL<br/>DEMANDE DE PROPOSITION<br/>MODIFICATION #2</b></p> <p><b>Proposal to:</b> Department of Foreign Affairs Trade and Development.</p> <p>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.</p> <p><b>Proposition aux :</b> Ministère des Affaires étrangères, commerce et développement</p> <p>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).</p> <p><b>Comments - Commentaires</b></p> <p><b>Issuing Office – Bureau de distribution</b><br/>Foreign Affairs, Trade and Development SPBC /<br/>Affaires étrangères, commerce et développement, SPBC<br/>200 Promenade du Portage,<br/>Gatineau, QC</p> | <p><b>Title / Titre</b><br/>Fund Management Services for the "Outcome Fund for Education Results" (OFFER) Project in Colombia.</p>   | <p><b>Date</b><br/>February 29, 2024</p>            |  |
|   | <p><b>Solicitation No. / N° de l'invitation</b><br/>24-251054</p>  |   |  |
|   | <p><b>Client Reference No. / No. de référence du client(e)</b></p>   |   |  |
|   | <p><b>Solicitation Closes / L'invitation prend fin</b><br/>At / à : 2:00 PM<br/>EDT (Eastern Daylight Time) / HAE (Heure Avancée de l'Est)<br/>On / le: April 3<sup>rd</sup>, 2024</p>   |   |  |
|   | <p><b>F.O.B. / F.A.B.</b></p> <p>Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/></p>  |   |  |
|   | <p><b>Destination of Goods and Services / Destinations des biens et services</b></p> <p>Department of Foreign Affairs, Trade and Development (DFATD)/<br/>Ministère des Affaires étrangères, commerce et développement (MAECD)</p>                                   |   |  |
|   | <p><b>Address Inquiries to : Adresser toute demande de renseignements à :</b><br/><b>Isabelle Doray</b><br/><b>Contracting Authority</b><br/><b>Email / Courriel: <a href="mailto:Isabelle.doray@international.gc.ca">Isabelle.doray@international.gc.ca</a></b></p> |   |  |
|   | <p><b>Delivery Required / Livraison exigée</b></p>   | <p><b>Delivery Offered / Livraison proposée</b></p> |  |
|   | <p><b>Vendor Name, Address and Representative / Nom du vendeur, adresse et représentant du fournisseur/de l'entrepreneur</b></p>   |   |  |
|   | <p><b>Telephone No. / No. de téléphone</b></p>   |   |  |
| <p><b>Name and title of person authorized to sign on behalf of Vendor (type or print) / Nom et titre de la personne autorisée à signer au nom du fournisseur (taper ou écrire en caractères d'imprimerie)</b></p>   |  |   |  |
| <p><b>Signature</b></p>   |  | <p><b>Date</b></p>                                  |  |



## REQUEST FOR PROPOSAL AMENDMENT #2

This Request for proposal amendment #2 has been raised to:

- (A) Respond to questions regarding the Request for Proposal (RFP)
- (B) Identify changes to the RFP

---

### (A) QUESTIONS AND ANSWERS

#### QUESTION #1.

RTC 2.1, RTC 3.1, and RTC 4.1

“b)One or more Undergraduate degree Diploma (i.e., bachelor OR equivalent): 2 points per diploma”

Could you please clarify the distinction between i) a major degree, ii) a diploma, and iii) a bachelor?

Since most colleges issue one diploma per bachelor rather than per major degree, would a person with only one diploma but two major degrees be eligible to receive all four points?

#### ANSWER #1.

No, a person with only one diploma but two major degrees is not eligible to receive all four points

Global Affairs Canada will modify Rated Criteria RTC 2.1, RTC 3.1, and RTC 4.1

**See hereunder (B) CHANGES #2 TO THE RFP**

#### QUESTION #2.

RTC 2.1, RTC 3.1, and RTC 4.1

“c) One or more training certificate in the “Relevant disciplines”

What is considered a valid training certificate?

#### ANSWER #2.

Global Affairs Canada will modify Rated Criteria RTC 2.1, RTC 3.1, and RTC 4.1

**See hereunder (B) CHANGES #2 TO THE RFP**

#### QUESTION #3.

RTC #1.3 Results-based Payment Design, Development, and Implementation

- 1) Defining the Results-based Payment objective, results process for validating results achieved.

What does “results process for validating results achieved” mean?

Is it intended to say “Defining the Results-based Payment objective and the results process for validating results achieved”?

#### ANSWER #3.

Yes Is it intended to say:

- 1) Defining the Results-based Payment objective and results process for validating results achieved.

This is where the Bidder would describe the process used to for validating results achieved.

**See hereunder (B) CHANGES #2 TO THE RFP**

#### QUESTION #4.

As per Amendment #1, Question/Answer #6:

“The Foreign Credential Validation against Canadian Standards assessment is required for all education and certifications of resources who studied outside of Canada”.

The World Education Services, one of the organizations recommended by the CICIC to conduct this process, does not evaluate short-term certificates.

Specifically, they establish: “Because WES only evaluates academic degrees, WES does not evaluate the United



States Chartered Professional Accountant (CPA) credential, short-term certificates, job training certificates, trade qualifications, career development programs, or other certificates of this nature, as they constitute occupational, rather than academic study."

Considering this, we kindly request that GAC refrains from seeking validation against Canadian standards for the training certificates in the relevant disciplines, as validation is not provided by the cited accredited organization.

**ANSWER #4.**

CICIC does provide information on how to seek equivalencies on Internationally Trained Accountants, including CPA's and certifications. [https://www.cicic.ca/938/financial\\_auditors\\_and\\_accountants.canada?id=10](https://www.cicic.ca/938/financial_auditors_and_accountants.canada?id=10)

**QUESTION #5.**

ANNEX A – Statement of Work - Section 7 Governance Structure

The RFP mentions there will be 3 internal governance boards:

- 1) OFFER Executive Board,
- 2) OFFER technical Committee, and
- 3) OFFER Challenge Committee.

Will the bidder be part of any these three boards?

**ANSWER #5.**

As per the RFP ANNEX A – Sections:

- 6. Deliverables
- 7. Governance Structure
- 8. Meeting

the bidder is to organize these committees which includes preparing and organising the meeting, leading on content and play secretariat role, which may include follow-ups with committee members. At these meetings, the Bidder would present updates and recommendations to committee members. The content would include, but not limited to, proposed education challenges, expected results to be achieved and the corresponding pay-for-results frameworks and facilitate the presentation of verification reports to the Alliance members and potential future additional social financiers.

**(B) CHANGES TO THE RFP**

**1) On page 1, under Sollicitation Closes on**

**DELETE**

**Solicitation Closes / L'invitation prend fin**  
**At /à : 2:00 PM**  
 EST (Eastern Standard Time / HNE (Heure Normale de l'Est)  
**On / le: April 3<sup>rd</sup>, 2024**

**REPLACE WITH :**

**Solicitation Closes / L'invitation prend fin**  
**At /à : 2:00 PM**  
 EDT (Eastern Daylight Time) / HAE (Heure Avancée de l'Est)  
**On / le: April 3<sup>rd</sup>, 2024**



2) In ANNEX E – Evaluation Criteria

**DELETE: Point Rated Criteria RC1.3 and RC2.1 and RC3.1 and RC4.1**

**REPLACE WITH:**

| <b>POINT RATED CRITERIA</b>   |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
|---|---|-----------|--|----|--|----|--|----|--|----|--|----|--|----|--|----|--|--------------------------|--|
| <b>Bidder’s Experience</b>  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| <b>RC1.3</b>  | <b>Results-based Payment Design, Development, and Implementation</b>  |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| <p>The Bidder should describe and summarize its experience and the tasks undertaken when implementing and overseeing a project focused on Pay-for Results or Program for Results Initiative Design and Development.</p> <p><b>3 points will be awarded per element</b> where tasks undertaken are described within any of the three (3) PROJECTS provided.</p> <ol style="list-style-type: none"> <li>1) Defining the Results-based Payment objective and results process for validating results achieved.</li> <li>2) Identifying the sources of funding or financial contributors for the Results-based Payment project/initiative</li> <li>3) Budgeting and forecasting for Pay-for-Results</li> <li>4) Defining the Metrics of the Results-based payments</li> <li>5) Defining the independent Verification process used to validate the results of the initiative upon completion.</li> <li>6) Establishing and administrating a Trust Fund or banking mechanism to receive funding from outcome payers and social financiers including identifying the financial institution, gathering information and data assessment.</li> <li>7) Managing financial risks.</li> </ol> | <table border="1"> <thead> <tr> <th style="text-align: center;">Element #</th> <th style="text-align: center;">PROJECT related to the tasks carried out</th> </tr> </thead> <tbody> <tr><td style="text-align: center;">1)</td><td></td></tr> <tr><td style="text-align: center;">2)</td><td></td></tr> <tr><td style="text-align: center;">3)</td><td></td></tr> <tr><td style="text-align: center;">4)</td><td></td></tr> <tr><td style="text-align: center;">5)</td><td></td></tr> <tr><td style="text-align: center;">6)</td><td></td></tr> <tr><td style="text-align: center;">7)</td><td></td></tr> <tr> <td colspan="2" style="text-align: right;"><b>Maximum 21 points</b></td> </tr> </tbody> </table> | Element # | PROJECT related to the tasks carried out | 1) |  | 2) |  | 3) |  | 4) |  | 5) |  | 6) |  | 7) |  | <b>Maximum 21 points</b> |  |
| Element #   | PROJECT related to the tasks carried out  |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 1)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 2)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 3)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 4)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 5)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 6)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| 7)  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |
| <b>Maximum 21 points</b>  |   |           |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |                          |  |

| <b>Resource Category: OFFER Director</b>  |  |
|---|--|
| <b>RC2.1</b>  | <b>Education: OFFER Director</b>   |
| <p>The Bidder should provide a <u>copy of a diploma/certificate</u> that the proposed <b>OFFER Director</b> has obtained in a “<b>relevant discipline</b>”* to the services requested and from a “<b>recognized institution</b>”*.<br/><br/> <b>“Relevant disciplines”</b> is defined as a discipline related to:</p> <ul style="list-style-type: none"> <li>• education,</li> <li>• blended finance,</li> <li>• sociology,</li> <li>• international development,</li> <li>• political science,</li> <li>• women’s studies,</li> <li>• social science,</li> <li>• business administration,</li> </ul> | <p>If the proposed OFFER Director holds:</p> <ol style="list-style-type: none"> <li>a) One Post-graduate degree Diploma (Studies taken following an undergraduate degree, most often a master’s or doctoral degree).: <b>7 points</b></li> <li>b) One or more Bachelor degree (Undergraduate university degree giving access to master’s-level studies)<br/><b>2 points per diploma - Maximum 4 points</b></li> <li>c) One or more Diploma or Undergraduate university certificate obtained on completion of a development or specialization program in the “Relevant disciplines”.<br/><b>2 points per diploma / certificate - Maximum 12 points</b></li> </ol> |



|   |                                    |
|---|------------------------------------|
| <ul style="list-style-type: none"> <li>• economics,</li> <li>• public policy,</li> <li>• statistics,</li> <li>• public relations,</li> <li>• project management,</li> <li>• innovative finance,</li> <li>• results-based payment programming,</li> <li>• gender equality.</li> </ul> <p><b>“Recognized institution”</b> is defined as a public, non-governmental or private entity that has been given full or limited authority to provide formal specialized training.</p> <p>Canada will only consider programs of study that the proposed resource has successfully completed at the time of bid closing.</p> <p>If the proposed resource’s education was obtained <u>outside of Canada</u>, the bidder <b>must</b> submit, with the proof of stated education, a Foreign Credential Validation against Canadian Standards assessment. Bidders can reach out to the <a href="#">Canadian Information Centre for International Credentials (CICIC)</a>, who can assist with the process.</p> <p>Bidders will be permitted up to a <u>maximum of 60 calendar days</u> after the date of bid closing, to provide the assessment.</p> | <p><b>Maximum de 23 points</b></p> |
|---|------------------------------------|

| <b>Resource Category: OFFER Lead Challenge Manager</b>   |  |
|--|--|
| <b>RC3.1</b>   | <b>Education: OFFER Lead Challenge Manager</b>   |
| <p>The Bidder should provide a <u>copy of a diploma/certificate</u> that the proposed <b>OFFER Lead Challenge Manager</b> has obtained in a <b>“relevant discipline”</b>** to the services requested and from a <b>“recognized institution”</b>**.</p> <p><b>“Relevant disciplines”</b> is defined as a discipline related to:</p> <ul style="list-style-type: none"> <li>• education,</li> <li>• blended finance,</li> <li>• sociology,</li> <li>• international development,</li> <li>• political science,</li> <li>• women’s studies,</li> <li>• social science,</li> <li>• business administration,</li> <li>• economics,</li> <li>• public policy,</li> <li>• statistics,</li> <li>• public relations,</li> <li>• project management,</li> <li>• innovative finance,</li> </ul> | <p>If the proposed OFFER Lead Challenge Manager holds:</p> <ul style="list-style-type: none"> <li>a) One Post-graduate degree Diploma (Studies taken following an undergraduate degree, most often a master’s or doctoral degree).: <b>7 points</b></li> <li>b) One or more Bachelor degree (Undergraduate university degree giving access to master’s-level studies)<br/><b>2 points per diploma - Maximum 4 points</b></li> <li>c) One or more Diploma or Undergraduate university certificate obtained on completion of a development or specialization program in the “Relevant disciplines”.<br/><b>2 points per diploma / certificate - Maximum 12 points</b></li> </ul> <p style="text-align: right;"><b>Maximum de 23 points</b></p> |



|   |  |
|---|--|
| <ul style="list-style-type: none"> <li>• results-based payment programming,</li> <li>• gender equality.</li> </ul> <p><b>“Recognized institution”</b> is defined as a public, non-governmental or private entity that has been given full or limited authority to provide formal specialized training.</p> <p>Canada will only consider programs of study that the proposed resource has successfully completed at the time of bid closing.</p> <p>If the proposed resource’s education was obtained <u>outside of Canada</u>, the bidder <b>must</b> submit, with the proof of stated education, a Foreign Credential Validation against Canadian Standards assessment. Bidders can reach out to the <a href="#">Canadian Information Centre for International Credentials (CICIC)</a>, who can assist with the process.</p> <p>Bidders will be permitted up to a <u>maximum of 60 calendar days</u> after the date of bid closing, to provide the assessment.</p> |  |
|---|--|

| Resource Category: OFFER Fund Manager   |  |
|---|--|
| RC4.1   | Education: OFFER Fund Manager  |
| <p>The Bidder should provide <u>a copy of a diploma/certificate</u> that the proposed <b>OFFER Fund Manager</b> has obtained in a <b>“relevant discipline”</b>* to the services requested and from a <b>“recognized institution”</b>*.</p> <p><b>“Relevant disciplines”</b> is defined as a discipline related to:</p> <ul style="list-style-type: none"> <li>• education,</li> <li>• blended finance,</li> <li>• sociology,</li> <li>• international development,</li> <li>• political science,</li> <li>• women’s studies,</li> <li>• social science,</li> <li>• business administration,</li> <li>• economics,</li> <li>• public policy,</li> <li>• statistics,</li> <li>• public relations,</li> <li>• project management,</li> <li>• innovative finance,</li> <li>• results-based payment programming,</li> <li>• gender equality.</li> </ul> <p><b>“Recognized institution”</b> is defined as a public, non-governmental or private entity that has been given full</p> | <p>If the proposed OFFER Fund Manager holds:</p> <ul style="list-style-type: none"> <li>a) One Post-graduate degree Diploma (Studies taken following an undergraduate degree, most often a master’s or doctoral degree).: <b>7 points</b></li> <li>b) One or more Bachelor degree (Undergraduate university degree giving access to master’s-level studies)<br/><b>2 points per diploma - Maximum 4 points</b></li> <li>c) One or more Diploma or Undergraduate university certificate obtained on completion of a development or specialization program in the “Relevant disciplines”.<br/><b>2 points per diploma / certificate - Maximum 12 points</b></li> </ul> <p style="text-align: right;"><b>Maximum de 23 points</b></p> |



|  |  |
|--|--|
| <p>or limited authority to provide formal specialized training.</p> <p>Canada will only consider programs of study that the proposed resource has successfully completed at the time of bid closing.</p> <p>If the proposed resource's education was obtained <u>outside of Canada</u>, the bidder <b>must</b> submit, with the proof of stated education, a Foreign Credential Validation against Canadian Standards assessment. Bidders can reach out to the <a href="#">Canadian Information Centre for International Credentials (CICIC)</a>, who can assist with the process.</p> <p>Bidders will be permitted up to a <u>maximum of 60 calendar days</u> after the date of bid closing, to provide the assessment.</p> |  |
|--|--|

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED**