


# IaaS Native-PaaS Webinar

## Prequalification CBS

April 24, 2024, 1:00 EDT

 Shared Services  
Canada

Services partagés  
Canada

Canada

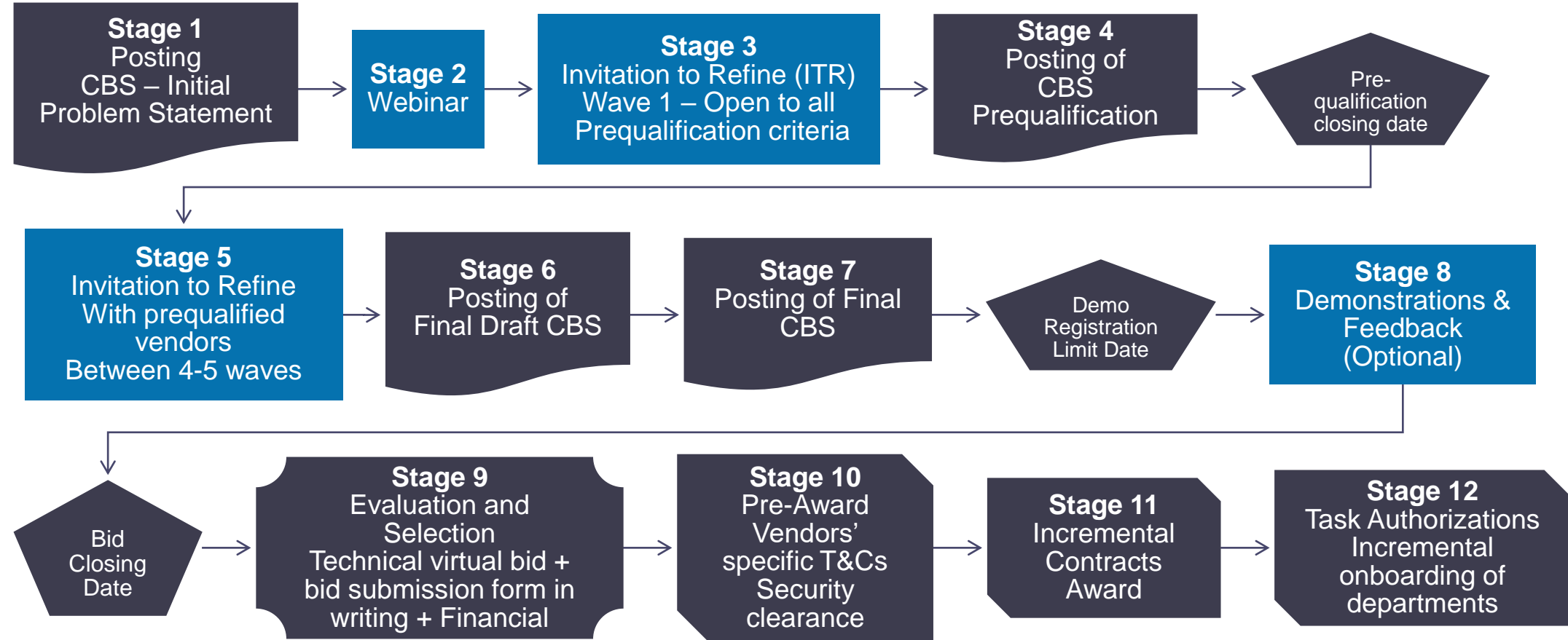
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## Objective and Preamble

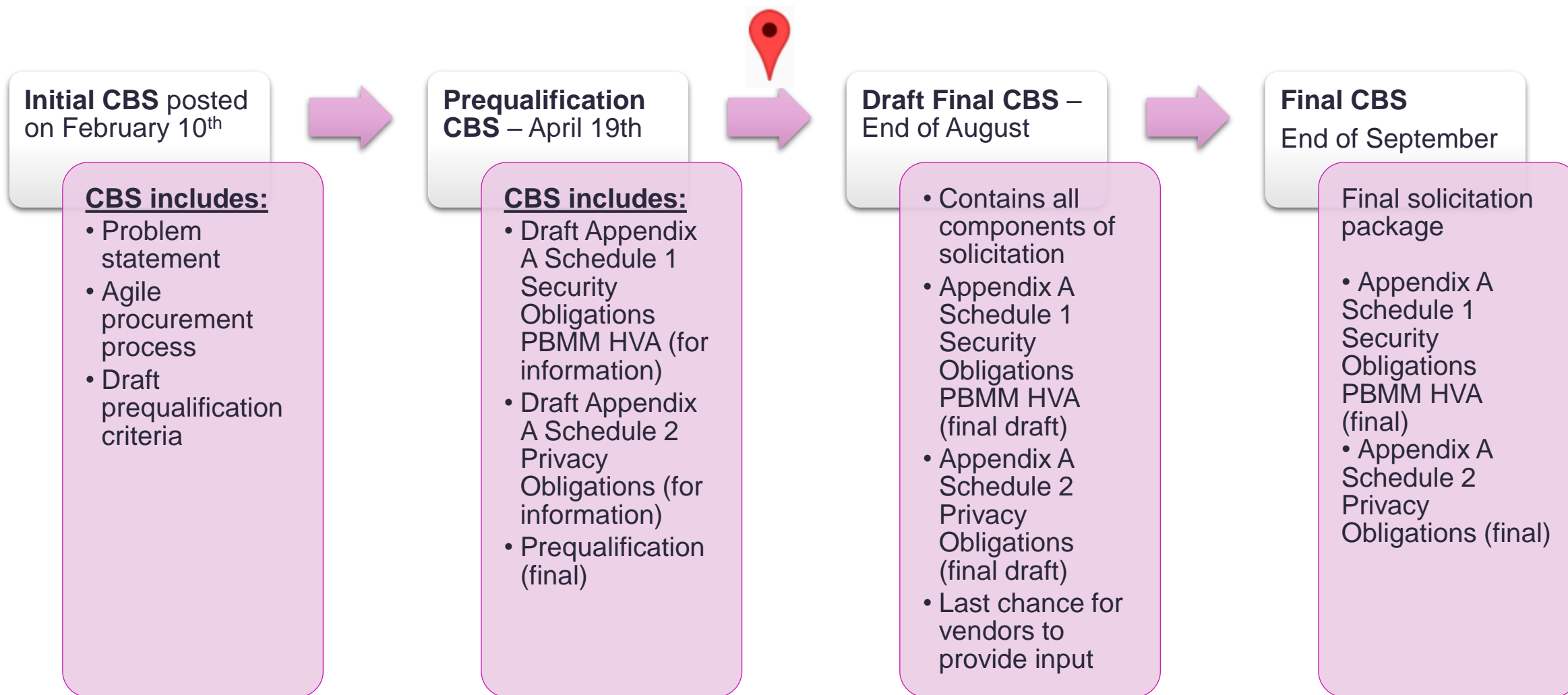
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- The objective of this presentation is to provide an update regarding Challenge-Based Solicitation (CBS) No. : CS-IAAS-2024
- This presentation does not replace or modify any provisions of the CBS mentioned above.
- In case of contradiction between this presentation and the CBS, the terms and conditions of the CBS takes precedence.

# IaaS Challenge Based Solicitation (CBS) Process – Where are we?



# Evolving Solicitation Document



## Highlights of the Industry Feedback on Context, APP3.0 and Solicitation Components

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### Context

- Industry does not understand:
  - why Canada is moving away from FA
  - why only 2 vendors
  - the overall Cloud strategy and approach being create by SSC with the different procurement vehicles.

### APP3.0

- Confusion as to the stages of procurement, timelines and why the documents are not all fully defined

### Solicitation Components

- Industry is seeking clarity on:
  - the Challenged-based solicitation, and how it can still create vendor competition and fairness.
  - GC workload requirements, desired outcomes and missing use cases.
  - when Industry will be able to negotiate T&Cs.

# Highlights of the Industry Feedback on Prequalification

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## Fairness and Clarity

- Perception of favoritism towards larger CSPs
- Unclear definitions
- Ambiguity around terms

## Security, Encryption, and Data Sovereignty

- 2 distinct perspectives:
  - one advocating for exclusive access to Canadian CSPs
  - other favoring a broader approach.
- More details on security and encryption assessment framework
- More flexibility in data residency and sovereignty.

## Confidentiality

- Concerns to share certain evidences requested by SSC to demonstrate their capacity.

} Clarify that by default, bids are classified at a minimum as "Protected A" and are not shared with the public.

## Framework Agreement

- 2 opposing views:
  - Some vendors are worried that existing FA holders will be unduly favored.
  - Others would like to be deemed prequalified based on their status of FA holder.

# Capacity-Based Evaluation for Prequalification

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## Directive on the Management of Procurement

3.2.1 Procurements are managed in a manner that enables operational outcomes

- Canada is developing evaluation framework to select vendors that have the capacity to produce the expected outcomes under the contract.
- A demanding evaluation criteria is not to be confused with an unfair evaluation criteria.
- A demanding evaluation criteria reflects the true need of the GC

### SSC commitment toward fairness

Evaluation criteria will be:

- Clearly defined, observable, or measurable and demonstratable to ensure transparency and openness of the bid solicitation process.
- Aligned with the requirement being competed.
- Open, not overly restrictive. The criteria will be described to ensure the Bidder has the capacity to perform the contract.



## Additional Clarity on Security Obligations

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- Revised draft of Appendix A Schedule 1 Security Obligations for PBMM HVA posted on April 19 for information
- HVA clauses will be consulted with industry during ItR Wave 2 with prequalified vendors
- The timing of compliance with Appendix A will be determined during the ItR Wave 2 (e.g., at contract award or at bid closing)



## Definition of Bidder

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- **Definition of Bidder in the initial CBS:** the person or entity (or, in the case of a joint venture, the persons or entities) submitting a bid to perform a contract for goods, services or both.
- **Revised definition:** the person or entity (or, in the case of a joint venture, the persons or entities) that is the originator of the Public Cloud Service in its entirety submitting a bid to perform a contract for goods, services or both.

## Proposed Incremental Selection Process

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1. At the prequalification stage:
  - ❖ Capacity of the Bidder to sell Commercially Infrastructure-as-a-Service (IaaS) AND Platform-as-a-Service (PaaS) (mandatory)
  - ❖ Capacity of the Bidder's solution to secure Canada's Data (mandatory)
  - ❖ Capacity to satisfy data residency requirements (rated)
  - ❖ Capacity of the Bidder's Solution to protect Canada's data (rated)
  - ❖ Experience of the Bidder to provide IaaS and Native PaaS services to large organizations (rated)
  - ❖ Capacity of the Bidder to resolve the problem statement (rated)
2. At the Bid closing stage:
  - ❖ To be determined at the next sprints with the prequalified vendors.

# Prequalification Submission Form

- To be considered, bidders must submit a Prequalification Submission Form (PSF)
- Download the form and use Adobe Reader to open the PSF.
- Note that the PSF may be updated and reissued should there be any necessary changes identified during the question period.

Demo:



EN  FR

[Reset Form](#)

Protected B when completed

## Prequalification Bidding Form

General Information	
Canada's Official Language in which the Bidder will communicate with Canada during any subsequent process:	
<input type="radio"/> English <input type="radio"/> French	
Bidder Legal Name	Contact Name 
<input type="text"/>	<input type="text"/>
Bidder Address	
<input type="text"/>	
E-Mail Address (Contact person)	Phone Number (Contact person)
<input type="text"/>	<input type="text"/>

## Pre-bid compliance check process (optional)

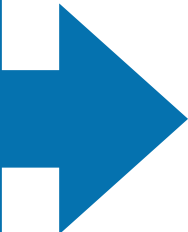
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**Object of the Process:** The Pre-Bid Compliance Check is a voluntary opportunity for bidders to submit draft responses to mandatory requirements for preliminary review by Canada.

**How to Submit:** Bidders may submit a Pre-Bid via email, using the Prequalification Submission Form (PSF) to the Contracting Authority. Only Part A – Prequalification Mandatory Criteria of the PSF will be reviewed by Canada.

**Submission Timeline:** A Pre-Bid must be submitted by May 15, 2024 11:59 p.m. to be considered for review, with only one submission per bidder.

**Feedback Provision:** Canada will provide confidential feedback, called a Preliminary Evaluation Notice (PEN), to bidders based on the Pre-Bid submissions



**Feedback for Deficiencies:** Written feedback highlighting deficiencies will be shared with the bidder, without corrective guidance or further discussion.

**Feedback for No Deficiencies:** If no deficiencies are found during Canada's review of a Pre-Bid, a "nil" response will be provided to the bidder.

# Timelines

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## Posting of Prequalification CBS : April 19, 2024:

- Pre-bid compliance check process (optional) no later than May 15, 2024, 11:59 p.m. EDT
- Question period: 5 days prior to CBS Prequalification closing date
- Prequalification CBS closing: **May 13, 2024**, 2:00 p.m. EDT

## Next Steps with prequalified bidders (Tentative)

- Spring and Summer 2024: Invitation to Refine with prequalified vendors
- End of August 2024: Final Draft CBS posted
- September 2024: Final CBS posted
- October 2024: Bid Closing
- February 2025: Contract Award
- Any question can be sent to: [PVRCloudServicesRCRs.DCCServicesinfo@ssc-spc.gc.ca](mailto:PVRCloudServicesRCRs.DCCServicesinfo@ssc-spc.gc.ca)



## How to engage

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- Use the meeting Chat
- Ask questions anonymously with the Q&A function
- Raise hand function and speaking up – please stay muted unless you are speaking
- React to questions by adding emojis

