

EXPORT DEVELOPMENT CANADA (EDC) ADVANCE CONTRACT AWARD NOTIFICATION (ACAN)

Advance Contract Award Notice (ACAN)

An ACAN is a public notice indicating to the supplier community that a department or agency intends to award a contract for goods, services or construction to a pre-identified supplier, thereby allowing other suppliers to signal their interest in bidding, by submitting a statement of capabilities. If no supplier submits a statement of capabilities that meets the requirements set out in the ACAN, on or before the closing date stated in the ACAN, the contracting officer may then proceed with the award to the pre-identified supplier.

Export Development Canada (EDC) intends to award a contract to Microsoft for the continued delivery of Microsoft Azure to leverage the existing infrastructure, and ecosystem of configured services to avoid substantial duplication of costs or significant inconvenience for EDC. Before awarding a contract, however, EDC would like to provide other suppliers with the opportunity to demonstrate that they can satisfy the requirements set out in this ACAN, by submitting a statement of capabilities during the fifteen (15) calendar day posting period.

Requirements

EDC has a requirement to host in a hyperscaler environment a comprehensive suite of solutions to empower EDC business.

The service provider must demonstrate they can provide a hyperscale cloud platform with a complete suite of cloud hosting capabilities together with products comparable to the following products currently deployed at EDC

- a) **Azure Virtual Desktop:** A virtual desktop infrastructure service, used by our organization to deliver virtualized desktops and applications to employees for remote work and application access purposes.
- b) **Sentinel:** Azure Sentinel is employed as a scalable, cloud-native, security information event management (SIEM) and security orchestration automated response (SOAR) solution. This service assists our organization in detecting, preventing, and responding to security threats.
- c) **SQL PaaS:** Azure's managed relational database service. Our organization employs this for structured data storage, retrieval, and management, ensuring data integrity and security.
- d) **B2C (Azure Active Directory B2C):** Employed as a customer identity access management solution. It aids our organization in providing a seamless customer sign-up, sign-in, and profile management experience.
- e) **Azure Entra ID (Azure Active Directory):** Used for internal identity and access management. It centralizes the identity of employees, contractors, and other internal users, enhancing security and simplifying access controls.
- f) **APIM (Azure API Management) and ASE (Azure App Service Environment):** Our platform for creating consistent and modern API gateways for existing back-end services, ensuring a secure and efficient API experience. Azure App Service Environment (ASE) is a platform-as-a-service

(PaaS) offering in Microsoft Azure that provides a fully isolated and dedicated environment for hosting web apps. It's designed for applications that require high levels of scale, performance, and security.

- g) **Azure Defender for Cloud:** Microsoft Defender for Cloud provides integrated security management and threat protection across hybrid cloud workloads. With Defender for Cloud, our organization benefits from increased visibility into security postures, automated security assessments, and actionable recommendations to harden defences and mitigate threats, which is essential for maintaining our cloud operations' integrity and resilience.
- h) **Extended Security Updates Services for Windows Server 2012:** As part of our ongoing commitment to security and stability, we utilize Extended Security Updates for Windows Server 2012 to ensure protection against vulnerabilities and threats even after the end of mainstream support by Microsoft. This service allows us to continue receiving security updates, providing a safe, compliant, and efficient environment while we plan and execute our migration strategies.
- i) **Data Analytics:** Microsoft Azure offers a unified analytics platform optimized for Microsoft's Azure cloud services. It provides a collaborative environment for data science, data engineering, and business analytics, leveraging high-performance analytics with a scalable, optimized, enterprise-ready cloud infrastructure. Azure Data Services streamlines workflows and enhances productivity with interactive workspaces that enable real-time collaboration among data scientists, engineers, and business analysts. This service facilitates efficient big data analysis, empowering our organization to innovate rapidly and iterate on data-driven insights to improve operational outcomes and strategic decision-making.

Minimum Essential Requirements

Any interested supplier must demonstrate by way of a statement of capabilities that it can deliver the following requirements without substantial duplication of costs or significant inconvenience and disruption to business operations for EDC:

- a) Supplier is a provider of hyperscale cloud services, offering a comprehensive suite of infrastructure, platform, and software services and can provide the rights to software to deliver the requirements noted above (Requirements) directly through in house capabilities, not as a reseller or through re-selling agreements with third parties;
- b) Supplier can provide support to the requirements noted above (Requirements);
- c) Supplier can provide Software Assurance, and consulting services for the requirements noted above (**Requirements**); and

Supplier must demonstrate that its solution would not require substantial duplication of costs or cause significant inconvenience to EDC with regards to the following:

- a. Re-training EDC employees, and maintaining the same level of adoption;
- b. Establishing new cloud landing zone(s), building all associated integrations and infrastructure;

- c. Migrating data and services; and
- d. Providing a scalable and flexible cloud platform that can meet EDC's future needs such as Artificial Intelligence capabilities.

Trade Agreements and Comprehensive Land Claims Agreements

The Canada-European Union Comprehensive Economic and Trade Agreement (CETA), and the Canadian Free Trade Agreement (CFTA).

Justification for the Pre-Selected Supplier:

Microsoft was selected because its solution would not require substantial duplication of costs and cause significant inconvenience and business disruptions for EDC, due to the following factors:

- a) Microsoft Azure is compatible with EDC's existing infrastructure, network, and tools.
- b) EDC staff will not require re-training to conduct business operations in the Microsoft Azure environment.
- c) Data Migration will not be required with Microsoft Azure.

Intellectual Property

Ownership of any Foreground Intellectual Property arising out of the proposed contract will vest in the Contractor.

Exclusions and/or Limited Tendering Reasons

Subject to receiving any statement of capabilities meeting all the Requirements, EDC may invoke the following trade agreement exclusion(s) and/or limited tendering reasons:

Canadian Free Trade Agreement (CFTA) – Article 513.1 (b) and (c) / The Canada-European Union Comprehensive Economic and Trade Agreement (CETA) – Article 19.12 (1)(b) and (c).

Contract Period

The proposed contract is for a period of 7 years with two additional one-year option periods.

Estimated Value

The estimated value of the initial contract is \$7,000,000 per year + Ontario HST tax with anticipated 15-25% growth year-over-year.

Submission of Questions

Should suppliers have any questions about the contents of this ACAN, they must write to the Contracting Authority listed below not later than 4 business days before the closing time and date of the ACAN.

Submission of Statement of Capabilities

Suppliers who consider themselves fully qualified and available to meet the specified Requirements and Minimum Essential Requirements may submit a statement of capabilities in writing to the Contracting

Authority identified in this Notice on or before the closing date of this Notice. The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements without substantial duplication of costs or significant inconvenience for EDC.

Security Requirements

The supplier must have CSA STAR Certification, Protected B Compliance, SOC 2 Type II and ISO 27001 and 27018 certified, and GDPR compliance at the time of the contract issuance.

Name and Address of Proposed Contractor

Microsoft Canada Inc.
1950 Meadowvale Blvd
Mississauga, ON
L5N 8L9

The closing date and time for accepting statements of capabilities is:

June 20th, 2024, at 2:00PM Ottawa local time

Inquiries and statements of capabilities are to be directed via email to the Contracting Authority:

Corey Forman, Senior Advisor
Email: procurement@edc.ca

Export Development Canada
150 Slater Street
Ottawa, ON, K1A 1K3
Telephone: (613) 597-8863