



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC / Réception des soumissions -  
TPSGC

11 Laurier St., / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Québec

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**

Informatics Professional Services - EL Division/Services  
professionnels en informatique - division EL

Terrasses de la Chaudière 4th Floor

10 Wellington Street

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> TBIPS Engineering Professional Serv	
<b>Solicitation No. - N° de l'invitation</b> 47419-198132/A	<b>Amendment No. - N° modif.</b> 006
<b>Client Reference No. - N° de référence du client</b> 1000348132	<b>Date</b> 2020-04-08
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$EL-606-37486	
<b>File No. - N° de dossier</b> 606el.47419-198132	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2020-05-01</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b>	
<b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Mansour, Silvana	<b>Buyer Id - Id de l'acheteur</b> 606el
<b>Telephone No. - N° de téléphone</b> (613) 858-9935 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

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

This document includes responses to questions received from potential bidders and an amendment.

**Question 25:****RE: M1.4**

Currently, the Crown is requesting vendors provide a Network Analyst with over 10 years of specialized experience, a post-secondary degree/diploma, a valid Firewall Administration certification AND a specialized Cloud Certification. With all these specific requirements, there are very few resources in the NCR who pass the mandatory requirements. Many of these resources are highly qualified and have extensive experience with Cloud technologies who have focused on network security certifications instead of Cloud certifications.

Given that network / application security certifications align the role requested by the Crown, please amend M1.4 to include the following certifications:

- Certified Information Systems Security Professional (CISSP)
- Cisco Certified Network Professional (CCNP)
- Cisco Certified Network Architect (CCNA) for Security
- Cisco Certified Security Professional (CCSP)

**Answer 25:**

Canada has reviewed the request, however the requirement remains unchanged.

**Question 26:**

After careful review of the mandatory and rated criteria herein, we have interpreted the request to be limiting and non-competitive in nature, due to the restrictive covenants that satisfy the demonstration of capabilities to be presented solely by a few specific vendors.

That being said, there are few Systems Integrators in the market place, who are capable of architecting a true end to end solution that can appease each step of the client's journey to cloud from design, to build, migrate/move and manage, via a single IaaS platform. We strongly believe, that vendors in the niche category of the 2019 Gartner Magic Quadrant for IaaS, should also be considered, permitting they are Protected B certified for cloud.

Please confirm that vendors from the niche category with the applicable Protected B accreditation, who have completed all the activities and deliverables as listed in CM2, CM3 and CM4, qualify under the mandatory categories.

**Answer 26:**

The corporate criteria CM2, CM3 and CM4 do not collectively specify a single IaaS platform. Each criteria represents certain related activities and stands alone, the bidder does not have to reference the same contract(s) across all of them. The sole limitation in terms of the platform(s) involved is that they were evaluated according to independent research (Gartner) as Leaders in the Cloud IaaS field according to two categories of weighted criteria. The results are graphically plotted into a quadrant representing the vendor's realized score on Completeness of Vision<sup>1</sup> and Ability to Execute.<sup>2</sup>

Leaders have been ranked by the independent research (Gartner) as scoring higher in all the criteria for both categories. In the Gartner foundational article "How Markets and Vendors Are Evaluated in Gartner Magic Quadrants" (August 21, 2017), Gartner describes the Leader quadrant as: "Performs well today and is well positioned for tomorrow". Leaders are further described as "Leaders provide mature offerings that meet market demand and have demonstrated the vision necessary to sustain their market position as requirements evolve. The hallmark of Leaders is that they focus on, and invest in, their offerings to the point where they lead the market and can affect its overall direction."

Niche players achieved lower scores in both categories. In its article, Gartner describes the Niche Player quadrant as: "Focuses comparatively well on a small segment, or is unfocused, and does not out-innovate or out-perform others". They are further described as "Niche Players do well in a segment of a market, or they have a limited ability to innovate or outperform other vendors in the wider market. This may be because they focus on a particular functionality or geographic region, or because they are new entrants to the market. Alternatively, they may be struggling to remain relevant in a market that is moving away from them. Niche Players may have reasonably broad functionality, but with limited implementation and support capabilities and relatively limited customer bases. They do not demonstrate a strong vision for their offerings."

In selecting to limit the corporate project experience to the market Cloud IaaS leaders as defined by Gartner, rather than on other criteria such as Protected B certification, CBSA is managing the risk exposure of the large, complex and urgent undertaking ahead of them.

<sup>1</sup> Completeness of Vision: Reflects the vendor's innovation, whether the vendor drives or follows the market, and if the vendor's view of how the market will develop matches Gartner's perspective. Source: Gartner, How Markets and Vendors Are Evaluated in Gartner Magic Quadrants.

<sup>2</sup> Ability to Execute: Summarizes factors such as the vendor's financial viability, market responsiveness, product development, sales channels and customer base. Source: Gartner, How Markets and Vendors Are Evaluated in Gartner Magic Quadrants.

**Question 27:**

With regards to the Definition of Bidder, it is our view that the Crown is limiting itself, by denouncing any bidder's parent company experience, in order to be able to put forth a proposal. The Crown should be taking advantage of all options available, by opening the bidder criteria, to allow all suppliers, to call upon the strength of their collective parent organizations, to display and demonstrate all of the Cloud Capabilities, that are being sought after within this RFP. Will the Crown confirm if it would accept a proposal and demonstrated experience, brought forward by the entire company as a whole entity?

**Answer 27:**

Bidders should refer to solicitation amendment 005 and the response to question 24.

**Question 28:****RE: CM2**

Could the Crown please confirm that if vendors supplied resources to one relevant Enterprise Cloud Security Project (similar to what CBSA requires) supplied through two (2) contracts due to size, number of IM/IT resources required, that this will be accepted for CM2.

**Answer 28:**

CM2 is amended so that the Bidder may provide up to two reference contracts which collectively contain all the activities and deliverables specified in CM2 and meeting all other aspects of the criteria.

The same amendment is applied to CM3.

See amendment below.

**AMENDMENT****AT ATTACHMENT 4.1 - MANDATORY TECHNICAL CRITERIA****CORPORATE MANDATORY REQUIREMENTS:**

**DELETE:**

<b>CM2</b> <b>(PB)</b>	<p>The Bidder must provide a maximum of two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN excluding taxes, demonstrating that the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more <a href="#">Leaders</a> in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) and performing ALL of the following activities and deliverables:</p> <ul style="list-style-type: none"> <li>• Designing and implementing a Cloud Centre of Excellence;</li> <li>• Developing a Cloud Migration Roadmap;</li> <li>• Developing cloud application architectures (reference or other);</li> <li>• Architecting and implementing Cloud data and database storage, backup and replication services;</li> <li>• Implementing secure multi-factor authentication within solutions;</li> <li>• Refactoring legacy applications and databases;</li> <li>• Stabilizing applications post-deployment; and</li> <li>• Implementing secure integration and interoperability between the client's on-premises application(s) and the Cloud.</li> </ul> <p>To be considered, each reference contract must:</p> <ul style="list-style-type: none"> <li>• Be with different client organizations (separate legal entities);</li> <li>• Have had a minimum contract duration of twelve (12) months occurring within the five (5) years preceding the solicitation issue date.</li> </ul> <p>The following information must be provided for each contract using the Form CM2 :</p> <ul style="list-style-type: none"> <li>• The name of the client organization;</li> <li>• The Contract number or reference number(s), i.e. Task Authorization(s), Purchase Order(s),</li> </ul>		
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	<p>etc;</p> <ul style="list-style-type: none"> <li>• The start and completion dates of the Contract;</li> <li>• The Project description;</li> <li>• Total amount billed;</li> <li>• Contact information for a reference person at the client organization: Name, title, telephone number, and email address. The reference person must be, or have been at the time of the project, an employee of the client organization.</li> <li>• Copy of the Statement of Work identifying the activities and deliverables OR a letter signed by the client affirming that the specified services were completed by the Bidder under the reference contract.</li> </ul>		
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**INSERT:**

<b>CM2 (PB)</b>	<p>The Bidder must provide a maximum of two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN excluding taxes, demonstrating that the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more <a href="#">Leaders</a> in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) and performing <b>either individually or collectively</b> ALL of the following activities and deliverables:</p> <ul style="list-style-type: none"> <li>• Designing and implementing a Cloud Centre of Excellence;</li> <li>• Developing a Cloud Migration Roadmap;</li> <li>• Developing cloud application architectures (reference or other);</li> <li>• Architecting and implementing Cloud data and database storage, backup and replication services;</li> <li>• Implementing secure multi-factor authentication within solutions;</li> <li>• Refactoring legacy applications and databases;</li> </ul>		
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	<ul style="list-style-type: none"> <li>• Stabilizing applications post-deployment; and</li> <li>• Implementing secure integration and interoperability between the client's on-premises application(s) and the Cloud.</li> </ul> <p>To be considered, each reference contract must:</p> <ul style="list-style-type: none"> <li>• Have had a minimum contract duration of twelve (12) months occurring within the five (5) years preceding the solicitation issue date.</li> </ul> <p>The following information must be provided for each contract using the Form CM2 :</p> <ul style="list-style-type: none"> <li>• The name of the client organization;</li> <li>• The Contract number or reference number(s), i.e. Task Authorization(s), Purchase Order(s), etc;</li> <li>• The start and completion dates of the Contract;</li> <li>• The Project description;</li> <li>• Total amount billed;</li> <li>• Contact information for a reference person at the client organization: Name, title, telephone number, and email address. The reference person must be, or have been at the time of the project, an employee of the client organization.</li> <li>• Copy of the Statement of Work identifying the activities and deliverables OR a letter signed by the client affirming that the specified services were completed by the Bidder under the reference contract.</li> </ul>		
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**DELETE:**

<b>CM3</b> <b>(PB)</b>	<p>The Bidder must provide two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN, excluding taxes, demonstrating that the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more <a href="#">Leaders</a> in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) and performing ALL of the following activities and deliverables:</p> <ul style="list-style-type: none"> <li>• Developing cloud network architectures</li> </ul>		
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	<p>(reference or other);</p> <ul style="list-style-type: none"> <li>• Provisioning and configuring cloud networks, IaaS resources and services using Infrastructure-as-code methods;</li> <li>• Implementing secure private connections between Cloud operations and client infrastructure;</li> <li>• Implementing a Cloud WAF (Web Application Firewall);</li> <li>• Implementing SDN (Software Defined Networking);</li> <li>• Executing a legacy migration* to Cloud Infrastructure-as-a-service (IaaS);</li> <li>• Implementing Infrastructure-as-code automation scripts for efficient and economical use, allocation and rapid rebuild of cloud resources; and</li> <li>• Administering cloud environments (users/roles/access).</li> </ul> <p>*Minimum of 2 applications</p> <p>To be considered, each reference contract must:</p> <ul style="list-style-type: none"> <li>• Be with different client organizations (separate legal entities);</li> <li>• Have had a minimum contract duration of twelve (12) months occurring within the five (5) years preceding the solicitation issue date.</li> </ul> <p>The following information must be provided for each contract using the Form CM3 :</p> <ul style="list-style-type: none"> <li>• The name and address of the client organization;</li> <li>• The Contract number or reference number(s), i.e. Task Authorization(s), Purchase Order(s), etc;</li> <li>• The start and completion dates of the Contract;</li> <li>• The Project description;</li> <li>• Total amount billed;</li> <li>• Contact information for a reference person at the client organization: Name, title, telephone number, and email address. The reference</li> </ul>		
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	<p>person must be, or have been at the time of the project, an employee of the client organization.</p> <ul style="list-style-type: none"> <li>• Copy of the Statement of Work identifying the deliverables OR a letter signed by the client affirming that the specified services were completed by the Bidder under the reference contract.</li> </ul>		
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**INSERT:**

<b>CM3 (PB)</b>	<p>The Bidder must provide two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN, excluding taxes, demonstrating that the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more <a href="#">Leaders</a> in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) and performing <b>either individually or collectively</b> ALL of the following activities and deliverables:</p> <ul style="list-style-type: none"> <li>• Developing cloud network architectures (reference or other);</li> <li>• Provisioning and configuring cloud networks, IaaS resources and services using Infrastructure-as-code methods;</li> <li>• Implementing secure private connections between Cloud operations and client infrastructure;</li> <li>• Implementing a Cloud WAF (Web Application Firewall);</li> <li>• Implementing SDN (Software Defined Networking);</li> <li>• Executing a legacy migration* to Cloud Infrastructure-as-a-service (IaaS);</li> <li>• Implementing Infrastructure-as-code automation scripts for efficient and economical use, allocation and rapid rebuild of cloud resources; and</li> <li>• Administering cloud environments</li> </ul>		
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	<p>(users/roles/access).</p> <p>*Minimum of 2 applications</p> <p>To be considered, each reference contract must:</p> <ul style="list-style-type: none"><li>• Have had a minimum contract duration of twelve (12) months occurring within the five (5) years preceding the solicitation issue date.</li></ul> <p>The following information must be provided for each contract using the Form CM3 :</p> <ul style="list-style-type: none"><li>• The name and address of the client organization;</li><li>• The Contract number or reference number(s), i.e. Task Authorization(s), Purchase Order(s), etc;</li><li>• The start and completion dates of the Contract;</li><li>• The Project description;</li><li>• Total amount billed;</li><li>• Contact information for a reference person at the client organization: Name, title, telephone number, and email address. The reference person must be, or have been at the time of the project, an employee of the client organization.</li><li>• Copy of the Statement of Work identifying the deliverables OR a letter signed by the client affirming that the specified services were completed by the Bidder under the reference contract.</li></ul>		
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## AT ATTACHMENT 4.3 - BIDDER'S RESPONSE FORMS TO CORPORATE REQUIREMENTS

### DELETE:

### FORM CM2:

To meet CM2, the Bidder must demonstrate having been awarded up to two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN, excluding taxes, where the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more Leaders in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) including all the activities and deliverables indicated in Mandatory Corporate Criteria CM2

Each reference contract must be with different client organizations (separate legal entities) and have had a minimum contract duration of twelve (12) months within the five (5) years preceding the solicitation issue date.

The substantiation for each contract must be supported by a copy of the Contract's/TA's Statement of Work identifying the activities and deliverables or a letter signed by the client affirming that the specified activities and deliverables were completed by the Bidder under the reference contract.

### Complete for each Reference Contract

Bidder Name: _____ Bidder Contract Reference #: _____	
<b>SECTION 1: CLIENT INFORMATION</b>	
Client Organization Name	
Client Contact Name and Title	
Address	
Telephone	
E-mail	
<b>SECTION 2: CONTRACT INFORMATION</b>	
Contract Billed Value	
Start Date	
Completion Date	
Description of Project:	

### SECTION 3: ACTIVITY and DELIVERABLE MAPPING

Provide the description of the activity or deliverable and indicate where in the provided reference contract documentation (Statement of Work or Reference Letter) the substantiation for the specified activity or deliverable can be located.

If the mapping and locations of the equivalent activities are not indicated in the table below and no client reference letter is provided affirming the completion of these activities, the Bidder will be deemed non-compliant.

Activity/Deliverable as described in CM2	Activity/Deliverable description and location in Reference Contract/TA Statement of Work or Reference letter
Designing and implementing a Cloud Centre of Excellence	
Developing a Cloud Migration Roadmap	
Developing cloud application architectures (reference or other);	
Architecting and implementing Cloud data and database storage, backup and replication services;	
Implementing secure multi-factor authentication within solutions;	
Refactoring or re-platforming legacy applications and databases;	
Stabilizing applications post-deployment;	
Implementing secure integration and inter-operability between the client's on-premises application(s) and the Cloud	

Bidders are requested to check all the relevant boxes below, as applicable:

- Attached is a copy of the Statement(s) of Work for the Contract and Task Authorizations identifying the activities and deliverables specified in Mandatory Criteria CM2.
- Attached is a copy of the signed and dated client reference letter to provide substantiation of completion of the activities and deliverables specified in Mandatory Criteria CM2.

**INSERT:****FORM CM2:**

To meet CM2, the Bidder must demonstrate having been awarded up to two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN, excluding taxes, where the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more Leaders in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) including, **either individually or collectively**, all the activities and deliverables indicated in Mandatory Corporate Criteria CM2

Each reference contract must have had a minimum contract duration of twelve (12) months within the five (5) years preceding the solicitation issue date.

The substantiation for each contract must be supported by a copy of the Contract's/TA's Statement of Work identifying the activities and deliverables or a letter signed by the client affirming that the specified activities and deliverables were completed by the Bidder under the reference contract.

**Complete for each Reference Contract**

Bidder Name: _____ Bidder Contract Reference #: _____	
<b>SECTION 1: CLIENT INFORMATION</b>	
Client Organization Name	
Client Contact Name and Title	
Address	
Telephone	
E-mail	
<b>SECTION 2: CONTRACT INFORMATION</b>	
Contract Billed Value	
Start Date	
Completion Date	
Description of Project:	

### SECTION 3: ACTIVITY and DELIVERABLE MAPPING

Provide the description of the activity or deliverable and indicate where in the provided reference contract documentation (Statement of Work or Reference Letter) the substantiation for the specified activity or deliverable can be located.

If the mapping and locations of the equivalent activities are not indicated in the table below and no client reference letter is provided affirming the completion of these activities, the Bidder will be deemed non-compliant.

Activity/Deliverable as described in CM2	Activity/Deliverable description and location in Reference Contract/TA Statement of Work or Reference letter
Designing and implementing a Cloud Centre of Excellence	
Developing a Cloud Migration Roadmap	
Developing cloud application architectures (reference or other);	
Architecting and implementing Cloud data and database storage, backup and replication services;	
Implementing secure multi-factor authentication within solutions;	
Refactoring or re-platforming legacy applications and databases;	
Stabilizing applications post-deployment;	
Implementing secure integration and inter-operability between the client's on-premises application(s) and the Cloud	

Bidders are requested to check all the relevant boxes below, as applicable:

- Attached is a copy of the Statement(s) of Work for the Contract and Task Authorizations identifying the activities and deliverables specified in Mandatory Criteria CM2.
- Attached is a copy of the signed and dated client reference letter to provide substantiation of completion of the activities and deliverables specified in Mandatory Criteria CM2.

**DELETE:****FORM CM3:**

To meet CM3, the Bidder must demonstrate having been awarded up to two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN excluding taxes, where the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more Leaders in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) including all the activities/deliverables indicated in Mandatory Corporate Criteria CM3.

Each reference contract must be with different client organizations (separate legal entities) and have had a minimum contract duration of twelve (12) months within the five (5) years preceding the solicitation issue date.

The substantiation for each contract must be supported by a copy of the Contract's/TA's Statements of Work identifying the activities and deliverables or a letter signed by the client affirming that the specified activities and deliverables were completed by the Bidder under the reference contract.

**Complete for each Reference Contract**

Bidder Name: _____ Bidder Contract Reference #: _____	
<b>SECTION 1: CLIENT INFORMATION</b>	
Client Organization Name	
Client Contact Name and Title	
Address	
Telephone	
E-mail	
<b>SECTION 2: CONTRACT INFORMATION</b>	
Contract Billed Value	
Start Date	
Completion Date	
Description of Project:	

### SECTION 3: ACTIVITY/DELIVERABLE MAPPING

Provide the description of the activity and deliverable and indicate where in the provided reference contract documentation (Statement of Work or Reference Letter) the substantiation for the specified activity and deliverable can be located.

Activity/Deliverable as described in CM3	Activity/Deliverable description and location in Reference Contract/TA Statement of Work or Reference letter
Developing cloud network architectures (reference or other)	
Provisioning and configuring cloud networks, IaaS resources and services using Infrastructure-as-code methods	
Implementing secure private connections between Cloud operations and client infrastructure	
Implementing a Cloud WAF (Web Application Firewall)	
Implementing SDN (Software Defined Networking)	
Executing a legacy migration to Cloud Infrastructure-as-a-service (IaaS)	
Implementing Infrastructure-as-code automation scripts for efficient and economical use, allocation and rapid rebuild of cloud resources	
Administering cloud environments (users/roles/access)	

Bidders are requested to check all the relevant boxes below, as applicable:

- Attached is a copy of the Statement(s) of Work for the Contract and Task Authorizations identifying the activities and deliverables specified in Mandatory Criteria CM3.
- Attached is a copy of the signed and dated client reference letter to provide substantiation of completion of the activities and deliverables specified in Mandatory Criteria CM3.



**INSERT:****FORM CM3:**

To meet CM3, the Bidder must demonstrate having been awarded up to two (2) separate and distinct IT professional services reference contracts with a minimum cumulative billed value of \$2,000,000 CDN excluding taxes, where the Bidder delivered professional IM/IT services supporting Public Cloud Initiatives leveraging Infrastructure as a Service (IaaS) platforms from one or more Leaders in the Gartner 2019 Magic Quadrant for IaaS Cloud (i.e. AWS, Azure, or Google) including, **either individually or collectively**, all the activities/deliverables indicated in Mandatory Corporate Criteria CM3.

Each reference contract must have had a minimum contract duration of twelve (12) months within the five (5) years preceding the solicitation issue date.

The substantiation for each contract must be supported by a copy of the Contract's/TA's Statements of Work identifying the activities and deliverables or a letter signed by the client affirming that the specified activities and deliverables were completed by the Bidder under the reference contract.

**Complete for each Reference Contract**

Bidder Name: _____ Bidder Contract Reference #: _____	
<b>SECTION 1: CLIENT INFORMATION</b>	
Client Organization Name	
Client Contact Name and Title	
Address	
Telephone	
E-mail	
<b>SECTION 2: CONTRACT INFORMATION</b>	
Contract Billed Value	
Start Date	
Completion Date	
Description of Project:	

### SECTION 3: ACTIVITY/DELIVERABLE MAPPING

Provide the description of the activity and deliverable and indicate where in the provided reference contract documentation (Statement of Work or Reference Letter) the substantiation for the specified activity and deliverable can be located.

Activity/Deliverable as described in CM3	Activity/Deliverable description and location in Reference Contract/TA Statement of Work or Reference letter
Developing cloud network architectures (reference or other)	
Provisioning and configuring cloud networks, IaaS resources and services using Infrastructure-as-code methods	
Implementing secure private connections between Cloud operations and client infrastructure	
Implementing a Cloud WAF (Web Application Firewall)	
Implementing SDN (Software Defined Networking)	
Executing a legacy migration to Cloud Infrastructure-as-a-service (IaaS)	
Implementing Infrastructure-as-code automation scripts for efficient and economical use, allocation and rapid rebuild of cloud resources	
Administering cloud environments (users/roles/access)	

Bidders are requested to check all the relevant boxes below, as applicable:

- Attached is a copy of the Statement(s) of Work for the Contract and Task Authorizations identifying the activities and deliverables specified in Mandatory Criteria CM3.
- Attached is a copy of the signed and dated client reference letter to provide substantiation of completion of the activities and deliverables specified in Mandatory Criteria CM3.

**ALL OTHER TERMS AND CONDITIONS OF THE RFP REMAIN UNCHANGED**