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# TBIPS Renewal Initiative

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CIPMM

October 31, 2019

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# Meetings Objectives

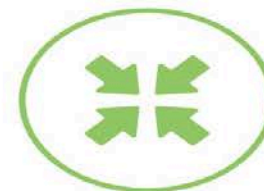
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**Provide background information on IT Professional Services procurement methodologies and data analytics**



**Present the Renewal Initiative including challenges, options, roles and responsibilities**



**Discuss strategy and next steps**

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# TBIPS Method of Supply: Overview

A task based (TBIPS) requirement relates to a particular activity required to address a specific Information Technology (IT) need and is usually associated with a specified set of responsibilities.

The tasks involved are **finite work assignments** that require one or more consultants to complete. A task involves a **specific start date, a specific end date, and set deliverables**. Tasks are usually not large projects, although they may be subsets of a larger project. Tasks may require highly specialized work to be performed requiring a rare or unique skill or knowledge for a short period of time.

**TBIPS has 456 active pre-qualified SA holders and is comprised of 7 Streams and 93 Categories**

- Stream 1: Application Services – 17 categories
- Stream 2: Geomatics Services – 11 categories
- Stream 3: IM/IT Services – 11 categories
- Stream 4: Business Services – 14 categories
- Stream 5: Project Management Services – 14 categories
- Stream 6: Cyber Protection Services – 17 categories
- Stream 7: Telecommunications Services – 9 categories

• **\*Standing Offers were sunset in January 2018 for lack of transactions and business volume.**

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# SBIPS Method of Supply: Overview

A Solution Based requirement includes services and, in certain situations, essential goods, whereby a **supplier provides a solution** to a requirement, **manages the overall requirement**, phase or project, and **accepts responsibility for the outcome**.

**SBIPS has 256 active pre-qualified SA holders and is comprised of 11 Domains of Expertise**

- Domain 1: Business Transformation
- Domain 2: Enterprise Resource Planning/Client/Customer Relationship Managers
- Domain 3: Electronic Services Delivery
- Domain 4: Geospatial Informatics Services
- Domain 5: Information Management/Business Intelligence
- Domain 6: Information Technology Systems Management
- Domain 7: Legacy Support and Transition
- Domain 8: Managed Services
- Domain 9: Network Services
- Domain 10: Security Management
- Domain 11: Systems Integration

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# TBIPS/SBIPS Supply Arrangements

## Mandatory Qualification Criteria

- M1** Earned a sales volume of at least \$250,000 CDN in the last fiscal year
- M2** Carried on business as the same legal entity for a minimum of 3 years
- M3** For an SA Tier 2, must hold a minimum \$2M Commercial General Liability insurance coverage
- M4** Within the last three years, must have provided Informatics Professional Services to “Outside Clients” above the following minimum billing thresholds\*:
  - a) for SA Tier 1: total cumulative value billed (TCVB) of \$1.5 millions; and
  - b) for SA Tier 2: total cumulative value billed (TCVB) of \$12 millions.

\*Note: SBIPS requires submission of Project descriptions relating to the relevant Domain
- M5** Has provided services similar to the ones described in a minimum number of categories per stream (*\*applies to TBIPS only*)

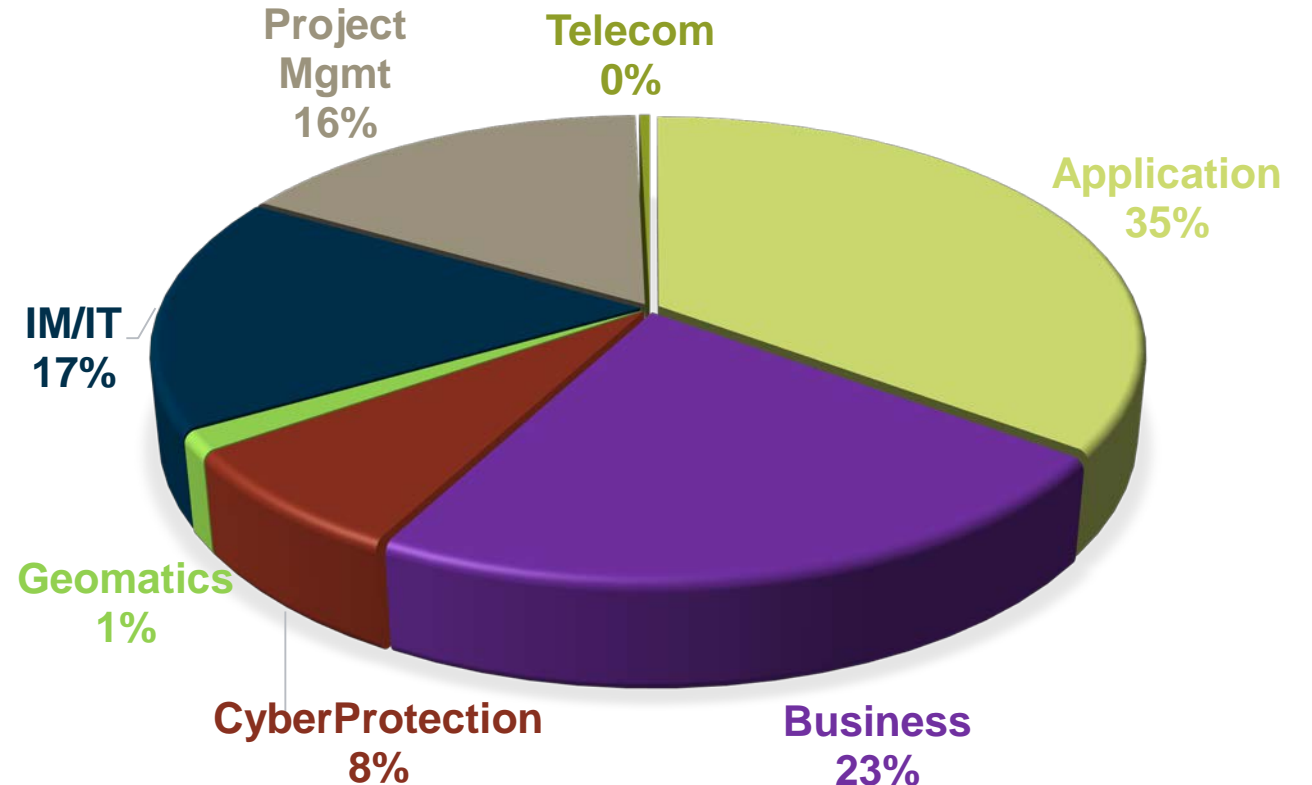
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# 2014-19: Use of TBIPS Streams

## Observations:

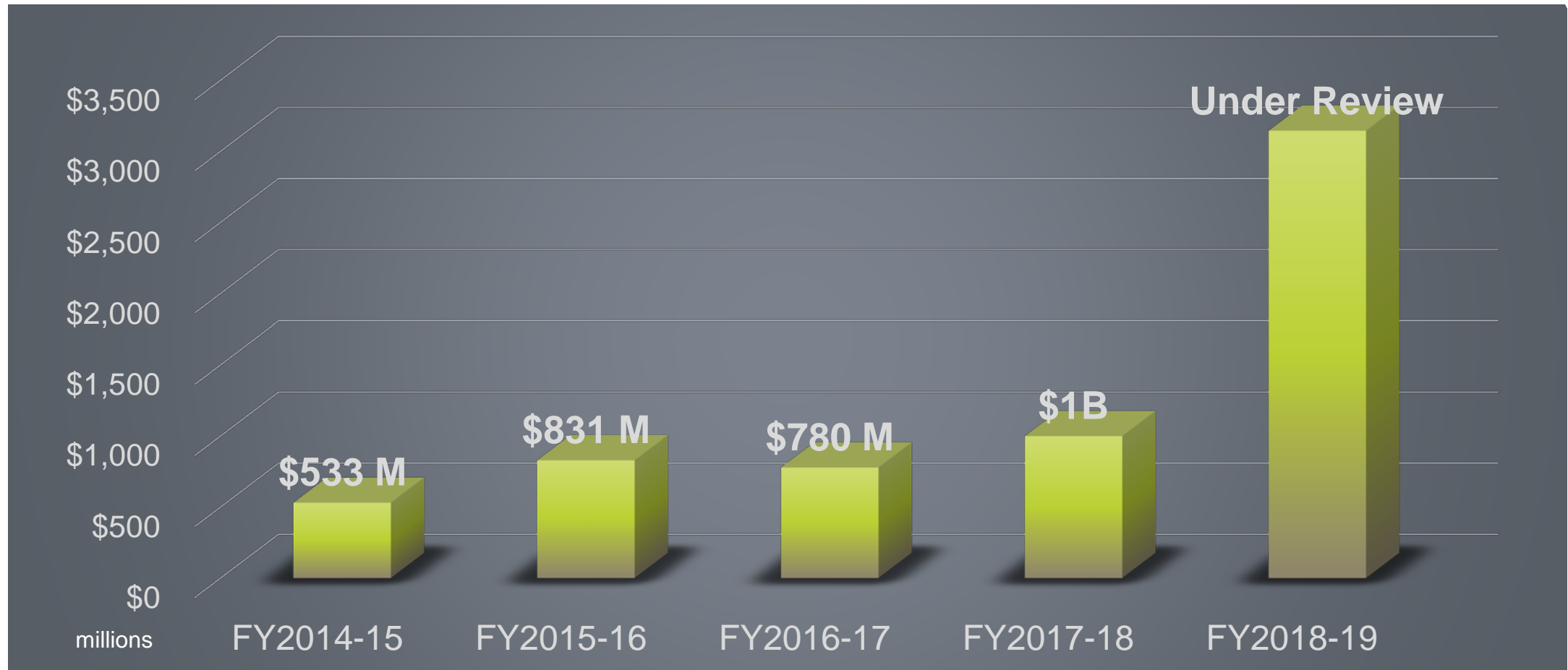
- Telecom Stream and Geomatics Stream each represent <1% of transactions
- High demand for Business Services and Project Management Services relating to IT Projects
- Proportional usage across identified Streams is consistent over the 2014 to 2019 period (within 3%)



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# TBIPS Contracting Volume by Fiscal Year



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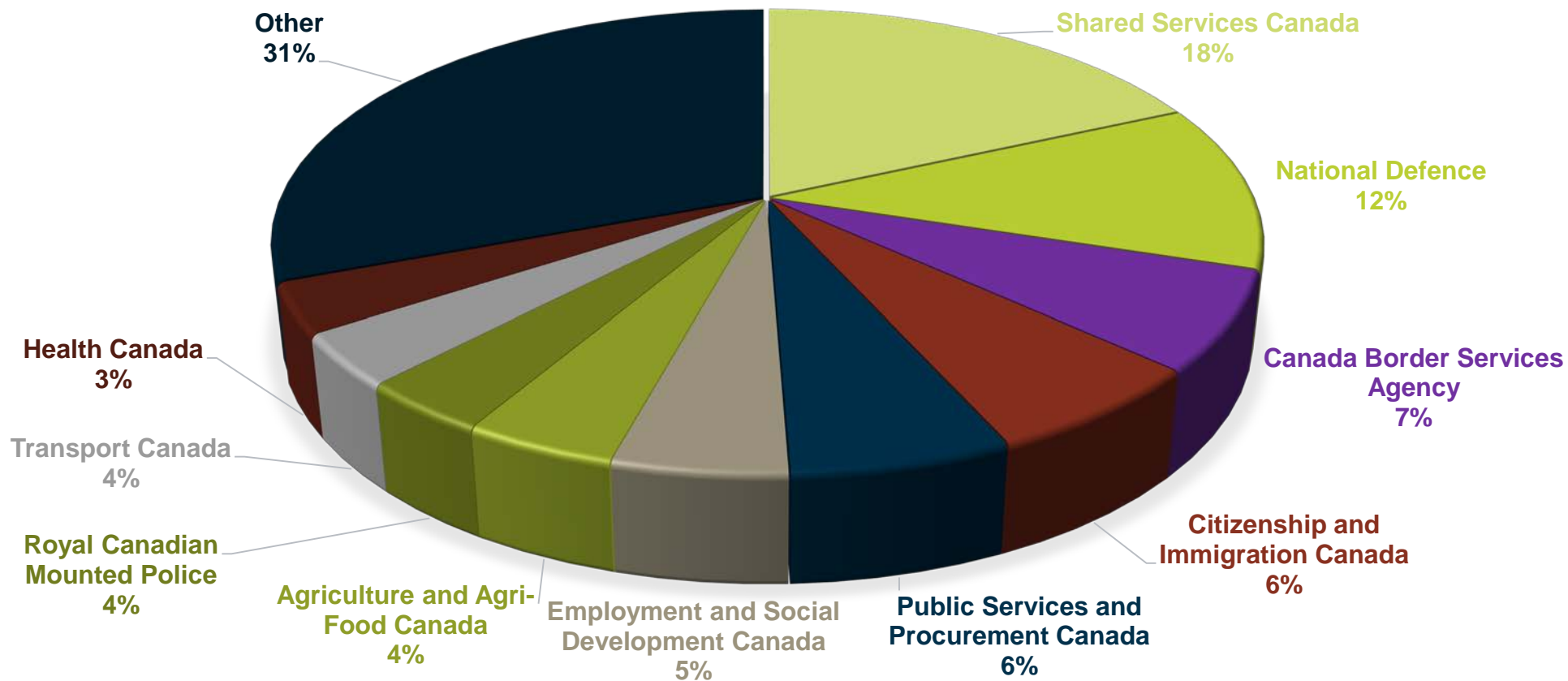


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# 2018-19: Top 10 TBIPS Spend by Department



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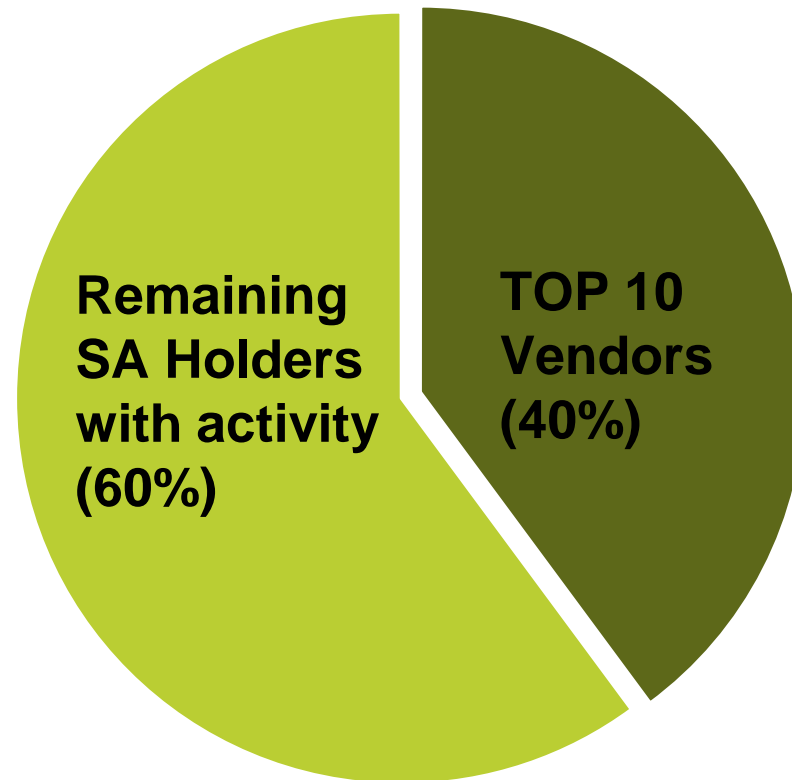
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# 2017-2018: Distribution of TBIPS Business

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# SBIPS Contracting Volume by Fiscal Year



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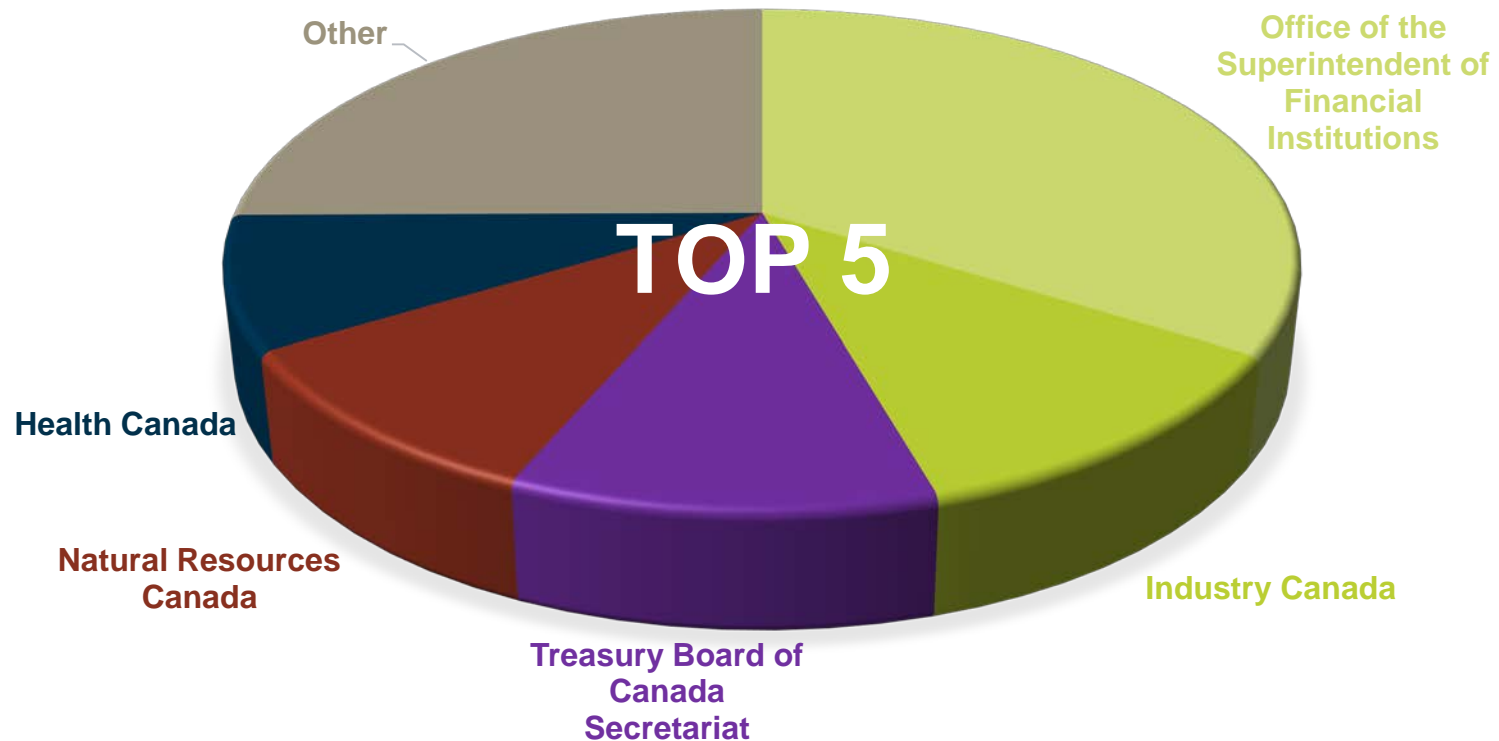


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# 2018-19: Top 5 SBIPS Spend by Department



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# 2018-2019: Distribution of SBIPS Business



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# TBIPS Renewal Initiative: Background

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- The TBIPS/SBIPS methods of Supply were last reviewed in and around 2012-13.
- The TBIPS renewal Initiative was launched in 2018 to update and modernize the IM/IT professional services procurement models. As complimentary procurement tools, other methods of supply for Informatics Professional Services (Pro-Services and Temp Help) are also included in the review.
- The new methods of supply are intended to be in alignment with the Government Procurement Modernization Initiative and other related projects (i.e.: CSI, new vendor performance management, EPS, etc.)

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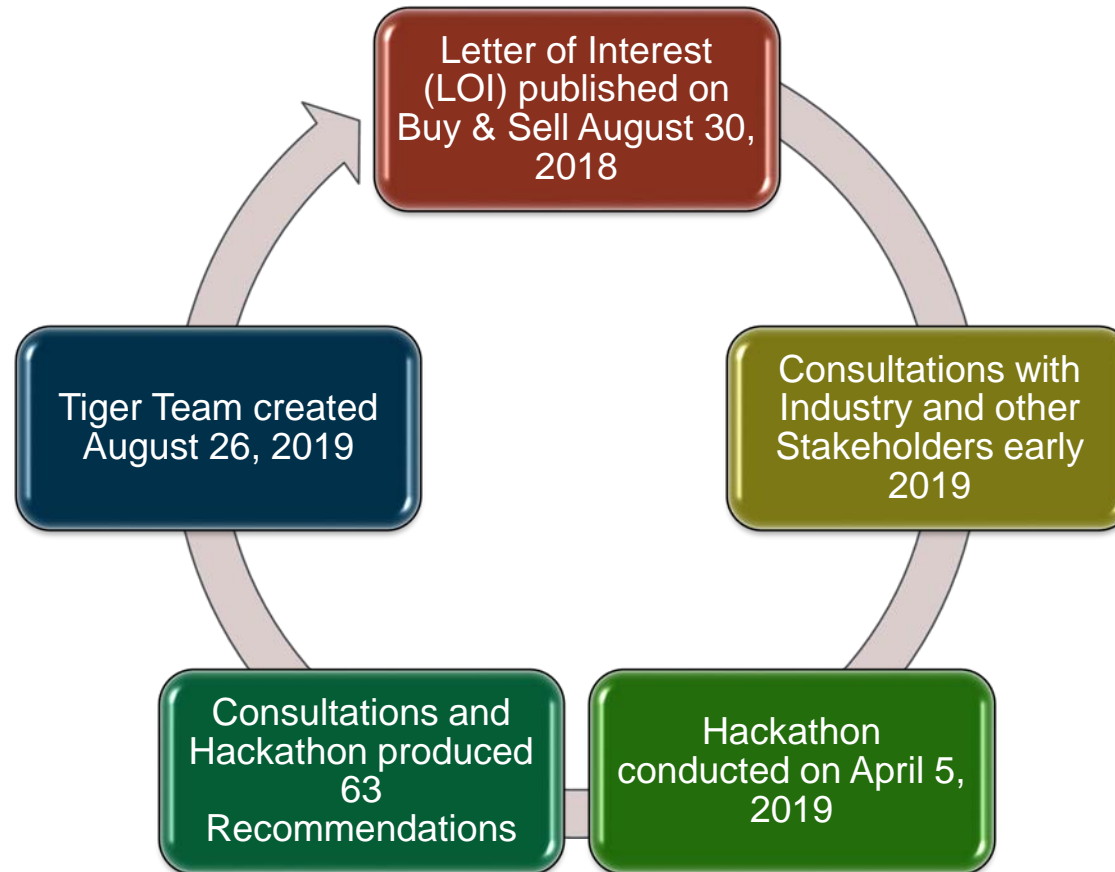


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# TBIPS Renewal Initiative: Actions



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# Challenges

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- Over 60 recommendations were identified through the consultations. They touch on 5 main areas:
  - General : Vendor performance and better data use and release
  - CPSS
  - SO/SA/RFP process
  - Client depts. specific
  - Contract management

Each recommendation was reviewed and assessed in terms of its relevance to improve the process with integrity, speed, accessibility and ease of use.

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# Other factors



## Look at the grand scheme:

Through reviews, it was decided to study what are the best practices outside the GC for similar organizations. Organizations which compare in size, clientele and breadth of technical exposure.

## Comparison of:

- Procurement sourcing strategies
- Proposal/bid evaluation methodologies;
- Procurement process automation level; and
- Training of procurement personnel

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# Some reviews



**Positioning**

**Best practices**

**Recommendations**

**GC is engaging on the right path**

**Halfway through the challenges**

**List of considerations**

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# Electronic Procurement Solution (EPS)

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- What is it?

A government-wide electronic procurement solution which includes a cloud-based commercial software as a Service, common business processes and products, a Service Desk providing phone, email and live chat support services and a new Government Electronic Tendering Service (GETS).

- What it will mean as a buyer?

A new « ebay or Amazon like » application allowing shopping through catalogs of goods or services or posting RFX with an interface in near real-time or real-time with clients and suppliers.

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# Electronic Procurement Solution (EPS)

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- EPS continues to progress well
- Initial pilots are expected to begin in the Spring of 2020
- Given the nature of Professional Services and the established methods of supply, professional service procurements are expected to begin Fall 2020
- PSPC is assessing the broader transition of the professional services methods of supply and expect that this will be a longer term activity

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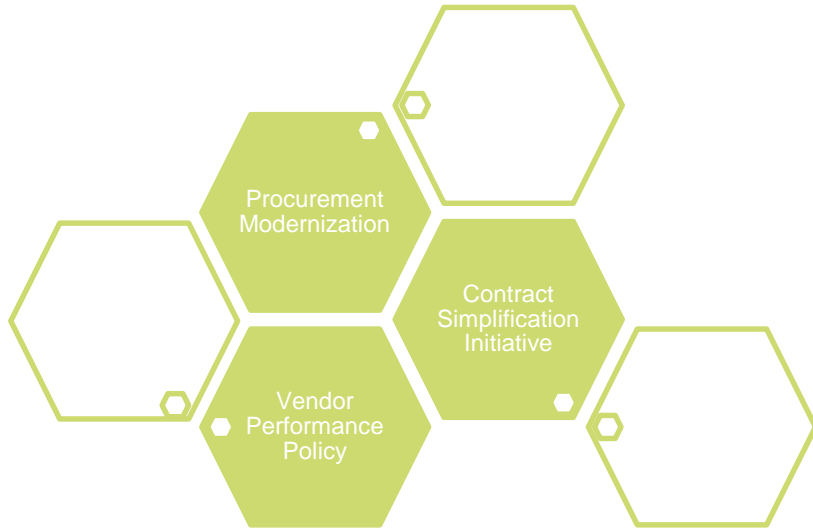


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# Considerations

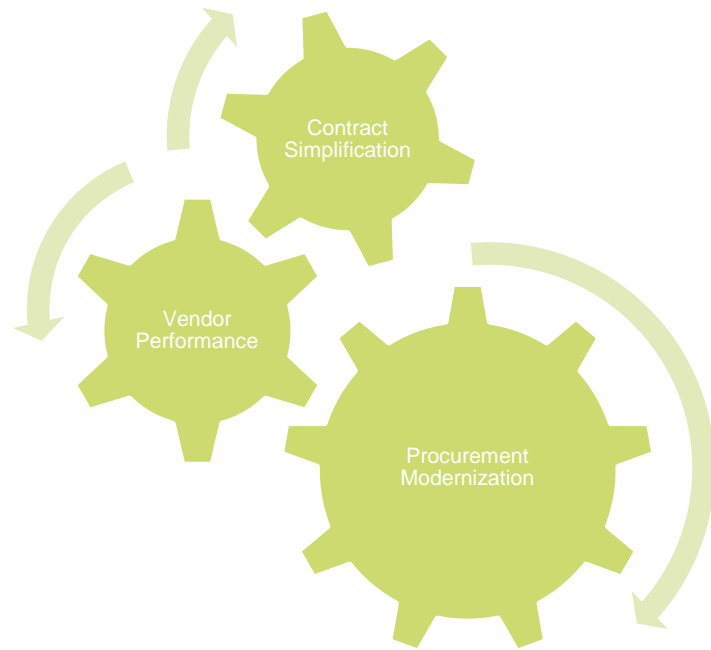


- Procurement Modernization
- Accessibility
- Vendor Performance Policy
- Contract Simplification Initiative
- Electronic Procurement Solution
- IT Services Renewal Initiative
- Socio-economic approach
- Policy Reset
- New Contracting Authority levels
- Others

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# Considerations



- Complete rebuild  
or  
progressive iterations
- Systems capabilities  
and  
accessibilities

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# Next Steps



Date	Objective
October 15, 2019	Finalize the review of proposed workstreams and categories
November 13, 2019	Engagement with TBS CIO Sub-Committee and IPSAC
January 15, 2020	Post Draft Request For Supply Arrangement (RFSA) on Buy & Sell
February 13, 2020	Draft RFSA closes, assess feedback
March 31, 2020	Post Final RFSA on Buy & Sell

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# Thank you!

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# Question?

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