

February 3, 2022

## REQUEST FOR SUPPLIER QUALIFICATIONS (RFSQ) - SQ220-2021-01

### FOR Vendors of Record (VOR) for IT Hardware, Accessories and Supplies

Delete and REPLACE Section 1 Background and Objective, noting the revised details stated in red and issued with this Addendum and Questions and Answers.

## 1.0 BACKGROUND AND OBJECTIVE

This RFSQ is issued by the Canadian Partnership Against Cancer (“Partnership”), with the possibility of other Pan-Canadian Health Organizations (“PCHOs”) entities within Canada, having the ability to access the successful prequalified vendors (“Successful Proponents”) for their organizations. Upon mutual consent, the Successful Proponent(s) shall extend the terms and conditions (including pricing - Appendix B) of this RFSQ to the members of the PCHO organizations noted below, known as the other “Potential Participating PCHOs” who may choose to leverage this procurement process. **This procurement includes the possibility of other Pan-Canadian Health Organizations (“PCHOs”) entities within Canada, having the ability to access the successful vendor Successful Proponent for their organizations.** These PCHOs work together to improve efficiencies within healthcare, which also includes identifying areas that are primed for collaboration. All are not-for-profit corporations funded by Health Canada.

- Canadian Agency for Drugs and Technologies in Health (CADTH): <http://www.cadth.ca/en>
- Mental Health Commission of Canada (MHCC): <http://www.mentalhealthcommission.ca/English>
- Canadian Center on Substance Abuse (CCSA): <http://www.ccsa.ca/Eng/Pages/Home.aspx>
- Healthcare Excellence Canada (HEC), previously from the amalgamation of the Canadian Patient Safety Institute (CPSI) and the Canadian Foundation for Healthcare Improvement (CFHI): <http://www.healthcareexcellence.ca/en>

## CLARIFICATION - QUESTIONS & ANSWERS

Please see the answers below regarding any questions raised in relation to this RFSQ.

### 1. Question:

Regarding the RFSQ APPENDIX A - Reference Form. Given that the business relationship will be between the Partnership and the vendor, is the Partnership seeking to speak with client references for the vendor to discuss the vendor’s capabilities and the quality of the service provided? If so, how is the bidder to populate the following fields:

- Name of Candidate
- Proposed Role?

**Answer: Yes, the Partnership is looking to speak with client references and would require the Account Representative as the Name of Candidate and their role with the organizations to ensure they have exceptional customer service.**

**2. Question:**

In section 6.0 Proposal Evaluation, under the subheading Stage 1 Mandatory Evaluation, the document reads:

"At Stage 1 each Proposal will "Pass" or "Fail", in whole or in part, based on whether or not it meets the Mandatory Proposal Requirements. Proposals that do not comply substantially with all of the Mandatory Proposal Requirements may, subject to the express and implied reserved rights of the Partnership, be disqualified and not be evaluated further."

Are you able to specify what exactly are the Mandatory Proposal Requirements?

**Answer: Appendix B, under Section 2 - Forms, are the Mandatory Requirements required to be met.**

**3. Question:**

Will you also require the Vendors to be able to provide all of the items on the Partnership Standard Technology List? I understand the list is not comprehensive, and could be expanded; however, the concern is that my company is not and cannot become authorized to sell Apple products, as Apple is not adding additional resellers to their list of resellers.

**Answer: It is not necessary to supply all items listed on the Standard Technology List. Yes, we would require the prequalified Proponents to be an authorized reseller of all equipment that they supply.**

**4. Question:**

Reference RFP Document, Section 1.0 Background and Objectives

The Partnership refers to recently joining OEM as an existing "prequalified vendor". Please clarify if the Partnership intends to act as a reseller under the OEM?

**Answer: No.**

**5. Question:**

Reference RFP Document, Section 4.0 Requirements

As one of your requirements, the Partnership references "Electronic Resale & Recycling"; is it the intent of the Partnership to leverage a vendor to help in the coordination or pick up of IT equipment and subsequent delivery to a recycling organization? Please clarify intentions around "Electronic Resale".

**Answer: Yes**

**6. Question:**

Appendix B - Submission Form - Standard Technology List

The Partnership has provided a list of Standard Products along with requesting sample pricing and proposed distribution mark-up; please clarify the following:

Many of the products listed are available as genuine manufacturer-supplied accessories or third-party options (for example, iPhone Headphones - available as genuine Apple productions or a host of alternative suppliers. To ensure the Partnership can evaluate like for like equipment from each vendor, are specific part numbers or product description the Partnership can provide that vendor can provide pricing on?

**Answer: We are only looking for pricing for the specified Lenovo X13, as specified.**

**7. Question:**

Proposal shows evidence that the proponent is stable in terms of billings  
Is it the financial process or financial standing?

**Answer: Financial standing.**

**8. Question:**

Are you just looking for the price of the Lenovo X13 Laptop mentioned in 6.0 Proposal  
Evaluation on your product list at this time?

**Answer: Yes, we are just looking for pricing for the specified X13 specification.**

**9. Question:**

We are able to respond and fulfill most of the supplies on your list, however we are assuming that you are not disqualifying vendors who cannot fulfill each and every product on your list, since it is potentially \*subject to change.

**Answer: If the laptop model (current or newer version) and specification that can be supplied is not below what has been listed, vendors will not be disqualified. Accessories do not need to match what is listed if they are similar to what has been specified.**