



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Assistant Deputy Minister
Acquisitions Branch

Sous-ministre adjointe
Direction générale
des Approvisionnements

Ottawa, Canada
K1A 0S5

NOV 23 2006

Dear Sir/Madam:

On behalf of Public Works and Government Services Canada (PWGSC), I am pleased to follow up on the commitment expressed in my e-mail of October 18, 2006 and to forward you a copy of The Conference Board of Canada's consultation report for Informatics Professional Services. In addition to the report, you will find enclosed PWGSC's response to the suggestions received from industry during the consultation process.

The purpose of PWGSC's new approach to the Informatics Professional Services procurement instrument is to resolve the following issues: the standardization of the categories of personnel; increasing bidding opportunities for qualified suppliers; reviewing the evaluation criteria to focus more on value than price; lowering the process cost for suppliers to support competitive pricing; lowering the process and procurement cost for departments and agencies; ensuring the government receives value for money.

PWGSC recognizes that participants raised many valid points with regard to broader government policy as well as the conduct of purchasing activities across government. Copies of the consultation reports will therefore be forwarded to relevant departments. In addition, we will take the industry's observations into account as we continue to champion better procurement practices across government. The publication of this report and of PWGSC's response represent a step in the evolving relationship of the department with the supplier community for informatics professional services.

The adjustments set out in this PWGSC response have been arrived at after extensive Industry consultation, including those lead by the Conference Board of Canada. In addition, PWGSC is presently meeting individually with Industry Associations to obtain final feedback. As a result, numerous modifications which are perceived to be fair and equitable to both large and small businesses by Industry representatives have been considered and adopted in the proposed IT Professional Service procurement instrument.

As a result of the continued Industry consultations, there are no additional formal consultations planned prior to the release of the solicitation

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documents, however, as with all Government of Canada procurements, interested suppliers will have an additional opportunity to submit questions to PWGSC regarding IT Professional Services during the solicitation period.

I want to take this opportunity to thank you again for participating in the consultations. I hope that this report and PWGSC's response will provide you with valuable information in working with us to improve procurement in the Government of Canada.

Best regards,


Ian Bennett