

June 17, 2008

Mr. Jérôme Thauvette  
Director General  
PWGSC, Services and Technology Acquisition Management Sector  
Place du Portage, Phase III, 10C1  
Gatineau, Quebec K1A 0S5

Dear Jerome,

Thank you for meeting with us on Wednesday, June 11, 2008. It was good to have an opportunity to talk to you, Pierre Paquette and Jason Storm. We appreciate that you are faced with many priorities, with limited staff and tight schedules.

During our meeting, we mentioned some of our concerns with the current and planned procurement environment for consulting services, including:

- Lack of an apparent Federal Government Strategy for consulting services, that explains how proposed procurement initiatives fit within the Government's overall strategy.
- The perception that consulting services have been commoditized, with the focus on lowest cost and SME requirements.
- Concern there isn't sufficient involvement of the actual 'users' of consulting services in the discussion and design process for procurement vehicles. Most input appears to be provided by representatives from the procurement community.
- Lack of Senior Management involvement in the consultation process being used for the Non-IT Professional Services Request for Information (RFI).
- The perception that the consultation process for Non-IT Professional Services is being done late in the decision process. The actual procurement process and principles appear to have been decided: the questions being asked are at a tactical or even operational level.

CMC-Canada represents a number of constituencies: the large global firms that offer depth of expertise and thought leadership; medium-sized firms that have centres of excellence or provide sub-contract resources; and SMEs, the independent consultants and small firms that range from niche specialists to seasoned generalists. These groups offer quite different advisory services to their clients. The procurement environment in the Federal Government needs to support these different methods of operation and their clients' procurement requirements.

As we mentioned, we intend to work on a few fronts:



- **Immediate** - We are consolidating comments on the Non-IT Professional Services RFI from independents, small and some mid-sized firms represented in CMC-Canada. We will send Jason Storm our results within the next week.
- **Short term**: CMC-Canada's Large Firm Community of Interest has identified significant issues with the procurement environment in the Federal Government, identified during our review of the proposed Non-IT Professional Services RFI. We plan to develop a presentation that will be used to explain our concerns to key stakeholders in the Federal Government, including senior management in PWGSC when meetings can be arranged. One of our recommendations will be to defer or cancel the Non-IT Professional Services procurement vehicle until concerns have been addressed.
- **Long term**: We want to work with PWGSC and major users of consulting services to improve the procurement climate and processes in the Federal Government.

On behalf of Michel René de Cotret, Leigh Harris Fowell, Mike Appleton and me, thank you for meeting with us. We look forward to having additional discussions with you and your team in the future.

Yours sincerely,

Dorothy Milburn-Smith, CMC  
Federal Government Lead  
CMC Advocacy Task Force  
*Perfortics Consulting Inc.*