

We want reforms to sole-source contracts

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Since the 2004-2005 Task Force on Government-Wide Review of Procurement, CMC-Canada (certified management consultants) has been participating in discussions with federal officials about difficulties experienced with government contracts.

We have noted much activity, but little real progress.

Our organization has advocated that Canadian citizens should expect best value from management consultants procured by government. It makes no sense for the federal government to expend \$30,000 to procure and oversee a \$50,000 contract, which is often the case given this low sole-source limit. Maintaining the \$25,000 limit on sole-source contracts creates large overhead on small contracts – often more than 50% of the original contract value - not best taxpayer value.

The \$25,000 limit on sole-sourced contracts, established in the 1970s, now has a value of \$80,000 according to Consumer Price Index changes. CMC-Canada has long advocated that this sole-source limit be changed from \$25,000 to the NAFTA limit, \$76,500. This permits best value for the small contracts the federal government procures.

The vast majority of federal bureaucrats are intelligent, dedicated and capable professionals who work hard to deliver programs and services within their mandate. However, they are often restricted in doing so by antiquated regulations and business processes, such as the \$25,000 sole-source contract limitation. Small contracts for targeted, specific, high-value expertise are necessary; however, executives in government are often prevented from obtaining these services. Let them do their jobs, and then hold accountable those who fail to deliver effectively.

Canadian citizens should expect a high degree of professionalism in all aspects of management consulting services procured by their government.

The Certified Management Consultant (CMC) designation provides independent validation of a consultant's education, experience and capabilities. CMC-certified consultants are also subject to our exacting code of ethics.

Sincerely,

Ken Davies, FCMC

Chair, CMC-Canada