



# Proposed Professional Services National Procurement Strategy

**Presented to:**  
**CIPMM Breakfast Session**

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Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada



# Objective

- Get your input as to whether the Professional Services National Strategy meets the needs of departments while reducing barriers for suppliers.



# The Case for Change

- We invite 70 suppliers and get no bids
- We go through 15 rights of first refusal before issuing a contract
- We impose 7 sets of rules to the same supplier
- We can require up to 3 months to define a routine requirement
- We draft hundreds of nearly identical documents with no automation



# What is needed

- Invite and receive bids from the best suppliers
- Minimize the time required to award a contract
- Predictable rules for all professional services procurement
- Shared lessons learned in requirement definition
- Automation of routine tasks



# Proposed National Strategy

Strategy Elements	Benefits for Client Departments & SMEs
<ul style="list-style-type: none"><li>• Common business rules</li><li>• Single governance</li><li>• Single training</li><li>• Support for statements of work and evaluation criteria</li><li>• Single e-portal</li></ul>	<ul style="list-style-type: none"><li>• Create a predictable environment</li><li>• Improve clarity and consistency</li><li>• Make knowledge transferable</li><li>• Reduce efforts and simplify the contracting process</li><li>• Improve usability and reduce reporting burden</li></ul>

# Phase I Build the Foundation

Winter 2012

## The Foundation

- Single Governance
- Harmonized Business Rules Phase I
- Single E-Portal
- Single Training
- Support for Statement of Works / Evaluation Criteria

Spring 2011  
GoC Consultation

Summer 2011  
Single Governance

Fall 2011  
Harmonized Business Rules  
Phase I

Winter 2012  
Single E-Portal, Training and  
Support

NOW

FUTURE

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# Harmonized Business Rules Phase I

(supply arrangements)

	Up to \$25k	From \$25k to \$76.6k*	From \$76.6k* to \$2M**	Over \$2M**
Current	Various business rules	Competition using different business rules	Competition using different business rules	Contracting by PWGSC
Fall 2011	According to GCRs*** Departments decide # of bidders and # of days Within existing supply arrangements		Competition Minimum 15 bidders Minimum 15 days	Contracting by PWGSC

\* NAFTA threshold: currently \$76,6k

\*\* Departmental Authority: As per TB Contracting Policy (usually \$2M)

\*\*\* See Annex B



# Harmonized Business Rules Phase I

(supply arrangements)

- No ceiling rates
- Financial evaluation only at the RFP stage
- More frequent opportunity to qualify
- Harmonized communication process



# Phase II Engage the industry

Summer 2012

## Industry engagement

- Supplier consultation using MERX™
- Industry consultation
- Harmonized Business Rules Phase II

Summer 2011  
Supplier consultation  
Industry consultation

NOW

September 2011  
Approval

Winter/Spring 2012  
Integration

FUTURE

Summer 2012  
Harmonized Business Rules  
Phase II

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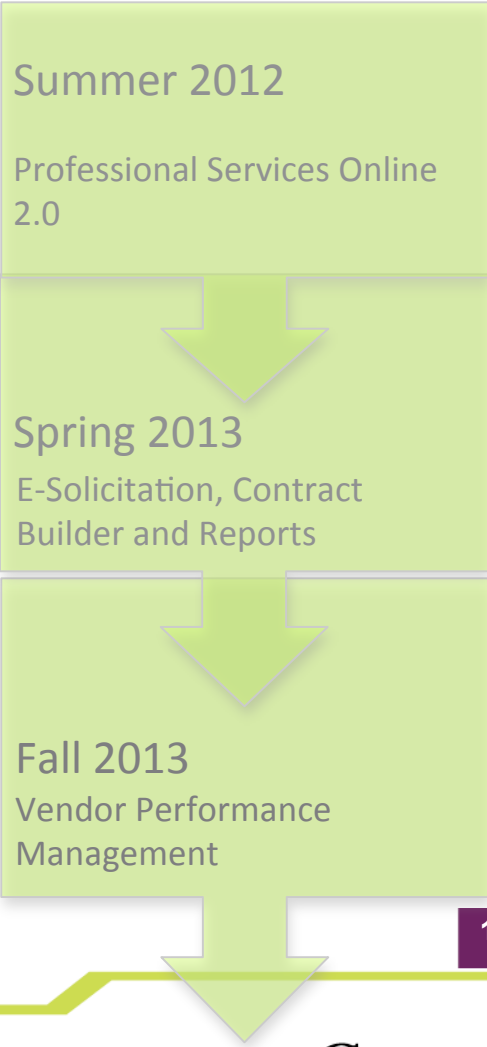


# Phase III Automate

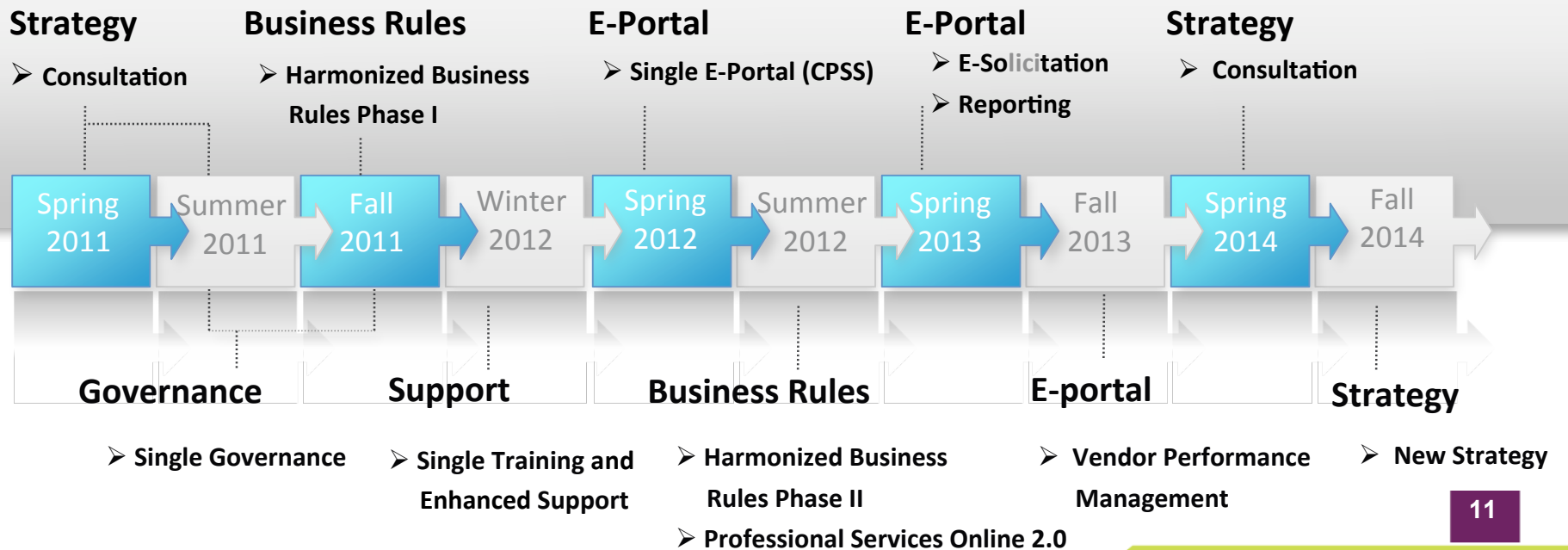
**Fall 2013**

**Single E-Portal**

- Professional Services Online 2.0
- E-Solicitation, Contract Builder and Reports
- Vendor Performance Management



# Proposed National Strategy



# Discussion

- Does the proposed strategy address the issues?
- How would this strategy impact your organization?
- Are there implementation issues that should be taken into consideration?



## Annex A

### National Procurement Instruments Professional Services

<b>Task-Based Informatics Professional Services (TBIPS)</b> <b>Fall 2011**</b>	\$294M per year*
<b>Solutions-Based Informatics Professional Services (SBIPS)</b> <b>Spring 2011**</b>	\$6.6M per year*
<b>Task and Solution Professional Services (TSPS)</b> <b>Spring 2011**</b>	\$300M per year*
<b>Professional Audit Support Services (PASS)</b> <b>Summer 2011**</b>	\$50M per year*
<b>Professional Services On-Line (PSO)</b> <b>Ongoing**</b>	\$20M per year*
<b>Cyber Protection Professional Services (CPSA)</b> <b>Winter 2011**</b>	\$32M per year*
<b>Learning Services (LS)</b> <b>Late Spring 2011**</b>	\$1M per year*
<b>Communication Writing Services</b> <b>Spring 2012 **</b>	\$40M per year*
<b>Language Training Services</b> <b>Fall 2011 or later **</b>	\$65M per year*

\* **Source: Approximation based on suppliers reports**

\*\* **Indicates when next refresh is expected**

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## Annex B

### Government Contracts Regulations

(...)

5. **Before any contract is entered into, the contracting authority shall solicit bids therefore in the manner prescribed by section 7.**
  
6. **Notwithstanding section 5, a contracting authority may enter into a contract without soliciting bids where**
  - (a) the need is one of pressing emergency in which delay would be injurious to the public interest;
  - (b) the estimated expenditure does not exceed \$25,000 (...)
  - (c) the nature of the work is such that it would not be in the public interest to solicit bids; or
  - (d) only one person is capable of performing the contract.
  
7. **A contracting authority shall solicit bids by**
  - giving public notice, in a manner consistent with generally accepted trade practices, of a call for bids respecting a proposed contract; or
  - inviting bids on a proposed contract from suppliers on the suppliers' list.

(...)



# Annex C

## Proposed Definition of “Regions” – National Strategy

### **Proposed Definition of Regions**

6 regions with sub regions for metropolitan area. If no sufficient market exists within an SO or SA, clients will be allowed to ask for an exemption from PWGSC.

### **Pacific Region:**

British Columbia and Yukon Territory.

### **Western Region:**

Alberta, Manitoba and Saskatchewan, Northwest Territories **Ontario**

### **Ontario:**

The province of Ontario with the exception of the National Capital Region.

### **Quebec Region:**

The province of Quebec with the exception of the National Capital Region.

### **Atlantic Region:**

Nova Scotia, New Brunswick and Prince Edward Island. Newfoundland and Labrador.

### **National Capital Region**

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## Travel and Living

**Regions** – T&L is included in the per diem at the work location (plus within 100km of the work location), T&L will be paid for work required 100 km outside the work location

**Sub-regions** – T&L is included in the per diem for work within the sub-region, T&L will be paid for work required outside the sub-region

**Contractor's Location** – T&L is included in the per diem for work within 100 km of the Contractor's location, T&L will be paid for work required 100km outside of the contractor's location

**Travel Time**: Contractors will be paid at 50% of their T&L expenses during travel time

