

Friday, September 14, 2018

Daniel Lamothe
Senior Policy Analyst
Public Services and Procurement Canada
11 Laurier Street, Gatineau, Quebec
K1A 0S5

Re: Sub-Working Group on Contract Simplification

Dear Mr. Lamothe,

The Canadian Association of Management Consultants (CMC-Canada) is pleased to submit this response at the request of the PSPC Supplier Advisory Committee seeking input on the desired objectives and outcomes of the sub-working group on contract simplification.

In response to your call email titled '*RAPPEL: Sous-groupe de travail sur la simplification des contrats / REMINDER: Sub-Working Group on Contract Simplification*' dated September 6, 2018, CMC-Canada is pleased to provide the following responses to the call letter issued.

1. What are your desired objectives for this sub-working group?

The desired objective of CMC-Canada, in its role representing the professional certified management consulting industry and its members, is to productively contribute and to support the Crown to simplify and improve access to Federal Government procurement, and to ensure the best possible outcomes for citizens.

2. What items related specifically to simplifying the content of contracts are you interested in discussing?

Specific content relating to the simplification of federal contracts that CMC-Canada would like to highlight include, but are not limited to:

- Reducing the overall complexity of the criteria, with greater emphasis and weighting to quality-based selection practices, competency and capability demonstration.
- Assisting with establishing criteria standards, associated and relevant qualifications, and professional designations in appropriate categories.

- Striving towards greater consistency in government contracting practices and processes that recognize and incentivize quality and value and reducing a potential of perceived emphasis and preference for lowest cost as the driving factor or measure.
- Simplifying and replacing complicated and obtuse language with more concise and generally acceptable and understandable language.

3. What other topics are you interested in addressing with respect to contract simplification?

Other topics we would be interested in elevating with respect to contract simplification include, but are not limited to:

- Improved end-to-end procurement elapsed time (from invitation to bid to contract award), ensuring vendor eligibility and qualification across Canada (as CMC-Canada represents CMCs coast to coast to coast).
- Improved use and optimization of procurement methods such as standing offer agreements (and/or pre-qualified firms lists) to support and further allow for value building with industry and to achieve administrative efficiencies and effectiveness for industry and the Crown.
- Recognition of the relevant and appropriate designations for the procurement of professional management consultant services.

4. Please indicate your interest in participating in the contract simplification working group.

CMC-Canada, on behalf of its membership, would like to indicate a strong interest and support for participating on this working group and further supporting efforts of the Crown to achieve its objectives with respect to contract simplification.

CMC-Canada appreciates the opportunity to provide input to the Supplier Advisory Committee on contract simplification and remains supportive of this and other measures with respect to supporting PSPC in this capacity.

Yours sincerely,

Leigh Harris, FCMC,
Representative for CMC-Canada,
Vice Chair, National Board