



**THE
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**Bob Mornan, Executive Director,
Treasury Board Secretariat, CIO Branch**
**Future of Procurement in the Government of Canada:
A Personal Perspective**

March PD Meeting Presentation, reported by Dave Edmunds

PD Presentation Report

Mr Mornan opened his presentation with a view of a road sign with a prominent warning that the sign has dangerously sharp edges. The wording includes, in small letters, "also, the bridge is out ahead." Keeping this in mind, he said that he would be discussing his view of the general direction in which the Government should be headed, on the future organization of the Government of Canada Marketplace (GoCM), and on future professional services contracting.

He said that the Minister of Public Works and Government Services (PWGSC) committed on 21 February to \$1 billion in annual savings from procurement, had acknowledged that there is a role for small and medium enterprises, but had stated categorically that value for money is overriding and that the GoC will not pay a premium to foster Canadian businesses. He has also significantly increased the mandate and role of PWGSC in that the recommendations of the Parliamentary Secretary's Task Force, Government-Wide Review of Procurement, have been accepted, a new services procurement mandate is being developed, and there will be much more centralization of procurement activity with fewer supply instruments (fewer suppliers) and more 'consolidated' buys. There will be improved supply instruments created, with higher integrity. There will also be a much higher authorization delegation—to a \$2 million general limit to departments (continued on page 2)

Upcoming Events

Luncheons:

April 5th, 2005, Army Officers' Mess

Laurie Mack, IBM

May 3rd, 2005, Army Officers' Mess

Alice Sturgeon, Treasury Board

Golf:

May 19th, 2005, The Meadows

Chapter website: www.afcea.ca/ottawa.htm

Web Services by:



Future of Procurement in the Government of Canada

(continued from page 1) (versus \$90K today), and between \$2M and \$20/\$40M, when PWGSC authority is invoked. At the same time, the Deputy Minister of PWGSC has set goals calling for a 50% reduction in procurement process cycle time, a 10% reduction in administrative cost of procurement, a 10% reduction in cost of goods and services purchased, a \$2.5 billion in savings over five years from acquisitions, and \$1.0 billion in real property savings. There will be five-year mandatory spending reductions starting April 1, 2005, which will be modest in the first two years, and significant in the last three years. Mr Mornan said that he saw three huge caveats: essential instruments such as a Standing Offer Index and the GoCM must be in place; PWGSC procurement officials must be able to morph from administrators to procurement professionals; and that there is a real political will to reduce the number of suppliers.

Mr Mornan described the GoCM as essentially a catalogue and workflow (compliance) engine. The catalogue comprises 'legitimate' methods of supply, but has no influence on qualifying methods of supply. Culling of thirty thousand standing offers is needed. Compliance will deliver 5% and 2% reductions respectively in the costs of goods and services purchased. The percentages have been vetted by an analysis of 'off instrument' buying. There is the potential for significant additional benefits, such as further reductions in prices through data mining, and rebates from BMO and CIBC through aggressive payment strategies. It is a creative 'deal' with the private sector. Task 1 (due diligence on the business case) was funded by the Crown. Tasks 2-4 (build, populate, operate) is to be funded by the contractor on a benefits realization plan. The contractor has agreed to forego revenue guarantees in favour of 'mandatory' use by Treasury Board. An economic partnership agreement (EPA) is pending, and the funding strategy is under review. The Implementation strategy involves nine 'commodities': Information Technology (IT) equipment, software, supplies and support equipment; office supplies and devices; office machines, text processing systems and visible recording equipment; telecommunications equipment and accessories; instruments and lab equipment; office furniture; vehicles; professional services (excluding Informatics); and temporary help services. There will be four 'lead' government departments: PWGSC; RCMP; Transport Canada; and Social Development Canada (SDC). The project will ultimately spend eight billion dollars annually.

As for Informatics Professional Services, the Government On-Line Supply Arrangement (GOL SA) is being 'sunsetted.' The current best before date is the end of the calendar year, although it could be extended for one more calendar year. A new instrument is being contemplated, which will be GoCM enabled. It will embody the same principle of a competitive first stage and a downstream competitive stage for contracts exceeding \$75K (the new proposed sole source limit). Two million dollars will be delegated to departments, and there will be many professional skills categories. In Mr Mornan's opinion, the financial evaluation is flawed by the elimination criterion set for the upper end and by discretionary scrutiny at the low end, creating an invitation for 'gaming' with no chance of prevention. It is platform based, and there are several skill categories missing, including Human Resources, Business Partner, and Management Consulting.

Mr. Mornan concluded by pointing out that an opportunity exists for AFCEA input on the subject of Informatics Professional Services through Mr. Sylvain Cardinal, Supply Manager of the Government On-Line Project, PWGSC: Sylvain.cardinal@pwgsc.gc.ca, telephone 819-956-1200.

*[Mr. Mornan's presentation slides will be found at:
www.afcea.ca, Ottawa Chapter.]*

AFCEA CANADA IT SECURITY COURSE 2005 NOVEMBER 13 – 18, 2005

NavCanada Training Institute

1950 Montreal Road, Cornwall, Ontario, Canada K6H 6L2

<http://www.navcanada.ca/NavCanada.asp>

Arrival on 13 Nov 05 for check-in & registration

Program starts: 14 Nov 05, 08:30, Wrap-up: 18 Nov 05, 11:30

Check out Friday morning

SPECIAL NOTE:

The Government of Canada information technology security community views this course as a valuable element of information technology security awareness

WHO SHOULD ATTEND?

You should attend if you are in government or the private sector and are mandated to deal with information security issues.

You should possess an introductory level of knowledge in information technology (networking, computers, or telecommunications) to truly benefit from this course.

COMMENTS FROM PREVIOUS ATTENDEES

“The AFCEA Course at NAVCAN’s Cornwall facility is one of the best value introductions to the world of IT security in North America. The range of topics, the quality of instructors & facilities combine to deliver what I found to be an excellent overview of major IT security areas as well as a great survey of the latest trends. Highly recommended as an introduction or a refresher.” Louis S., Bell Canada, IT Security (Student 2003)

“I have been surprised by the fine and complete professional way this course(and the logistic facilities around it) have been prepared and organized. I definitely will send other people over to this course!” December 3rd, LTC Gevels Robert, Belgium Army, Chief INFOSEL

“Recommend to policy people also as a good survey of security. Great intro to TRA, and a good methodology which could be a model for business risk as well.”

“ The food is out of this world and the accommodations are more than sufficient. The atmosphere is relaxed and very good to make you want to learn. Finally I have been to a lot of presentations done by people that were very well paid to do so. To see volunteers doing the same job but 10 times better is outstanding. Thank you to all of you.”

Please visit <http://www.afcea.ca/security-course-flyer-Nov-2005.htm>

for links to the items below:

Course Overview

Registration Form

Sponsorship Form

AFCEA Membership Information

For information about joining AFCEA, or to make changes to your membership profile (e.g. change of address), visit the AFCEA International website at www.afcea.org - click on “Join/Renew” or check the Portal.

If you should encounter problems, call 703-631-6158 or email services@afcea.org.

The AFCEA
Ottawa
Chapter would
like to express its
continuing
gratitude to
TIME ICR for
providing its
voice message
system.



March PD Meeting:

Tuesday, April 5th, 2005 at 12:00 noon

Army Officers' Mess, 149 Somerset Street, Ottawa

Speaker: Laurie Mack, IBM

Topic: Infrastructure Protection

Booking Arrangements:

Please check the Chapter website www.afcea.ca/ottawa.htm or call 721-6031. Space is limited. Cost: \$15.00/person for industry or \$5.00/person for government employees. Pay by credit card in advance, or by cash or cheque at the door.

Registration deadline is Fri., April 1st

AFCEA OTTAWA / EDUCATION FUND ANNUAL GOLF TOURNAMENT and DINNER



Thursday, May 19, 2005

The Meadows Golf and Country Club, 4335 Hawthorne Road, Gloucester, Ontario

To register, go directly to www.afcea.ca/ottawa.htm to get the registration form and review sponsorship opportunities.

Reader Feedback and Newsletter Submissions

In keeping with Chapter direction to bring more discussion to the areas of professional development and to broaden the scope of the AFCEAN newsletter, we would welcome your comments, articles and other contributions. All are encouraged to submit items of topical or general AFCEA interest (contracts and awards, promotions, upcoming events and courses) to the Editor for publication. Original articles which you the members may wish to submit or comment upon for publication are most welcome. Please take advantage of this opportunity to let AFCEANs worldwide know what you and your Chapter are doing. If you have any questions concerning the appropriateness of a submission please contact the AFCEAN Editor Bill Hawken at 841-2912 or hawkenw@hotmail.com