

BACKGROUND INFORMATION

Donald R. Powell - A brief biographical profile

Mr. Powell is President of TPG Technology Consulting Ltd., an organization specializing in information technology professional services. TPG is a major supplier of IT services to the Federal Government.

Mr. Powell's career started in 1968 at Statistics Canada, where he was employed for 10 years. Throughout the 1970s, he gained extensive knowledge of both the computer industry and government operations.

In the early 1980s, Mr. Powell worked for several large computer service companies providing services to major organizations in Canada and the United States. This experience expanded Mr. Powell's knowledge of business relationships within the computer services industry.

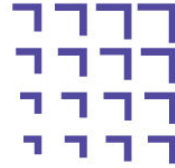
From 1984 until 1987, Mr. Powell worked as an independent consultant, in association with major IT suppliers such as DMR and Amdahl Corporation. In 1987, Mr. Powell formed a partnership, Thurgur Powell Associates, to provide computer services in the Ottawa area.

Mr. Powell founded TPG Technology Consulting Ltd., in 1991, and in the last 15 years TPG has been successful in obtaining government contracts as has expanded to become one of the major suppliers of highly skilled computer staff in the Ottawa area.

In the early 1990s, Mr. Powell was a founding member of CABINET, an association of small and medium sized IT professional services enterprises in the National Capital Region. CABINET's members supply thousands of professionals to government organizations on a contract basis. Over the last 12 years, CABINET has continued to represent SME interests relating to a variety of procurement initiatives undertaken by the government.

A proponent of procurement reform with a strong commitment to providing value to the Canadian taxpayers, Mr. Powell has participated in several procurement reviews relating to the evolution of improvements in delivering computer services to government departments. These reforms have included Common Purpose Procurement, Benefits Driven Procurement, and the new Method of Supply procurement vehicle.

Mr. Powell has also pioneered a highly successful Contractual Joint Venture (CJV) model that has allowed Small and Medium Enterprises (SME) Canadian companies to participate in large government contracts on an equal basis with the largest information technology companies in the world. This model provides high quality and responsive services, without the high overhead costs of very large companies. Over the last few years, the CJV model, often involving as many as 10 partner companies, has been successful in winning competitive procurements at DND, CCRA, PWGSC, RCMP, and other organizations.



The business model of smaller companies cooperating to provide large scale IT services has emerged as a significant competitive alternative to large multi-national companies. In the Federal Government, the larger companies have a mixed track record in terms of cost overruns and lack of delivery, as recently seen in the gun registry system.

Mr. Powell also has a significant role in leading the innovative Engineering and Technical Services (ETS) Contract within PWGSC. The ETS contract provides a wide range of services to the ITSB branch within PWGSC using a model of "functional solutions contracting". This unique approach to contracting brings private sector management expertise to the Crown, working on a cooperative basis with internal PWGSC management and staff.

The ETS contract provides technical support for some of the largest and most critical systems operated by the Government, including Canada Pension Plan (CPP), Old Age Security (OAS), Online Pay, and many others. The services for the ETS contract have always been provided within budget, and Mr. Powell has negotiated cost reductions to PWGSC at several times throughout the contract.

Mr. Powell has an interest in participating in the development of emerging procurement methodologies that will provide the Government of Canada with substantial economies, while also protecting the interests of all stakeholders, and providing appropriate alignment with the Government of Canada's broader objectives.

Mr. Powell fully supports the new government's approach to procurement based on open, fair and transparent procurement processes.