

GENERAL INFORMATION

Engineering and Technical Services Public Works and Government Services Canada (PWGSC)

Request for Proposals

On May 31st 2006, PWGSC issued a Request for Proposals (RFP) for Engineering and Technical Services (ETS). The RFP was closed on September 5th 2006.

TPG Technology Consulting (TPG) is an Ottawa-based enterprise which has efficiently delivered these required services for the Government of Canada for a number of years. TPG has submitted a proposal which used a number of subcontractors, such as IBM, Hewlett-Packard, Microsoft and other capable Ottawa-based SMEs.

IBM also submitted proposals.

It is interesting to note that, despite being the present service provider and the Government of Canada's oft stated policy on improving access for SMEs to compete for procurement (such as the "Procurement Transformation" document from PWGSC and in a speech by Minister Fortier on July 7th, 2006), TPG was first not allowed to bid on this RFP as there was a clear intent to favour much larger companies. The policy goes even further when stating that "joint bids from consortia of small firms would be treated equally to bids from large firms".

Evaluation

The evaluation process was staged in two phases with the first being the technical evaluation to be followed by the financial evaluation. The two were to be consecutive with the process designed to ensure that the technical review would not be influenced by the financial evaluation.

Information indicated that the scores for the technical evaluation were very close.

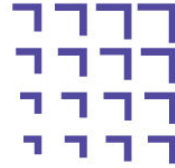
Further information revealed that TPG's proposal was much lower financially than the other proposals (by tens of millions of dollars).

Based on these facts, TPG should have been awarded the contract.

However, officials within PWGSC changed the process by requesting that the scores be looked at again. The evidence suggests that the scores were changed.

TPG's Position

TPG contends that it was the clear winner of the RFP. It also believes that the process was changed to favour another company, which has direct and indirect relations with public servants involved in the RFP process.



TPG is concerned that while the Honourable Minister of Public Works and Government Services, Senator Michael M. Fortier, PC, has made efforts to clean up the procurement process within PWGSC, his own relationship with a competing company's president and his previous business dealings that company (while he was employed at Crédit Suisse First Boston) and the fact that he was very recently on the Board of Directors and still owns shares in a company (Delphes Technology) which identifies the company as a strategic partner, may create a perception that he himself was involved in the unfair award of the contract. This will certainly create doubts in the minds of Canadians regarding Canada's New Government's objectives in the creation of a fair, open and transparent procurement process.

Finally, the unfair decision could result in a significant loss of jobs in the Ottawa region.

TPG thereby requests that a thorough review be done of the RFP process to ensure it was undertaken following the policies announced by the government and the terms announced at the beginning of the RFP.

TPG further requests that the Treasury Board committee not approve the contract at their meeting on April 19th and wait until a full investigation prior to reconsidering the matter.