
Newsletter, March 2019

Consulting to Government sparks debate

Government clients are a big part of many of our consulting practices. As government policies and priorities change, so too do our opportunities and the ways we deliver value. This was the focus of our Wellington event this month and resulted in a lively debate.

Grant Lyons from Link Consulting presented on the All of Government consulting procurement process including its aims, implementation and effects. Most consultants in the Capital do at least some of their work for Government agencies and for many it is core business. When government changes the rules there is a follow on impact - and there are plenty of opinions on the positive and not so positive aspects of that.

Key positive points from the discussion included:

- The AOG panel does allow engagements to get off the ground more quickly – which means issues are addressed more promptly and risks can be reduced
- Agencies can see a list of consulting firms and their capabilities quickly
- In some respects there is more transparency.

Some of the negative points noted were:

- Objective evaluation of consulting engagements by agencies is the exception, not the rule
- There is no evidence of a rating system to allow agencies to judge the relative success of different members of the panel
- Some agencies appear to be picking who they want to do the work then plucking a couple of random consultants from the list for comparison to pay lip service to due process
- Some RFPs appear to be carefully tailored to match a particular pre-selected firm
- Some agencies use the panel to conduct fishing expeditions for ideas and do not award contracts at the end of the process
- Some work is awarded to large multinational firms at 3-4 times the price then the work is assigned to recent graduates with little knowledge or experience - a smaller firm could have offered a higher level of expertise and greater value for money but was locked out of the procurement process.

Some of our member CMC's are actively engaged with MBIE and agency forums working to address these concerns and we invite any member who finds themselves facing an issue to let us know. While we cannot solve the issue, we can ensure it is raised in the right forum and we have the relationships in central government to ensure that any member concerns are heard.

Part of the discussion also focussed on MBIE's proposed supplier code of conduct. Members saw an opportunity to promote the CMC point of difference with our professional code of conduct and formal complaints procedure. I agree completely and that is why it is great to be able to present both an updated Code of Professional Conduct and an updated Complaints Procedure to our members at our AGM next month.



These updates have been developed with input from many of our members and I would like to thank you all for your engagement. We are also particularly grateful to Jerry Ball CMC and Dr Jason Price CMC for their significant contributions.

**Jacquie Hamer CMC,
President**

Annual General Meeting

We look forward seeing you at the Annual General Meeting (AGM) on Thursday April 4th at 5:30pm. Attendance is via Zoom or in person in Wellington. The full agenda and background papers will be circulated in the next few days – including nominations for Council and the Constitution Review.

General update

Constitution Review

The second stage of the Constitution review has now been completed and the proposed changes will be voted on at the AGM. These changes focus on the Complaints Procedures and the Code of Professional Conduct – with other minor tidy up changes where necessary. We have endeavoured to ensure the Constitution is written clearly in plain English and unnecessary legalese has been removed.

We appreciate the feedback members have provided and this has helped influence the proposed changes. This is your Constitution and the guidelines under which we all operate, so please do take the time to review the changes and to attend and vote at the AGM.

IMC New Zealand Website

We are undertaking a number of updates to the IMC New Zealand website – in particular integrating the membership database, adding a members area and event registration. If you have suggestions for content or functionality that you would like to see added, please do let us know. Likewise if you would like to be involved.

Invoices and Professional Development Returns

The 2019 invoices have now been sent out so if you have not yet paid please do so.

Also a reminder to submit your annual PD return. Professional members must complete a minimum of 30 hours professional development per year, and Associates 20 hours, to retain active membership. Attendance at our regular events counts towards this. If you have not yet registered your hours for 2018 please do so here <https://www.imcnz.org.nz/annual-pd-report>

ICMCI Asia Pacific Hub Meeting

Registrations are now open for the Asia Pacific Hub Meeting in Tokyo, 27 – 28th May 2019. The conference theme is *The Transformation Driver – Technology and our Future* and will focus on the inevitability of change and the need to drive rather than follow the process. More information is available here <https://aphub2019.com/index.html>

Joining Council

Members will be voted on to Council at the upcoming AGM. If you are interested in being nominated for Council please get in touch.

Your Council

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