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2004 June 25

Dear Mr Wong,

**Consultation on the Information Technology
Professional Services Arrangement**

Thank you for your letter dated May 15 inviting the Association to comment on the captioned consultation paper. Sorry for our belated reply and we have the following suggestions for your consideration.

1. Participation by Suppliers

i. We observed that, among the 8 category-groups, the actual distribution of business assigned was highly concentrated in few category-groups such as Category A while the business assigned to other category-groups were too small. We opine that the category-group should be restructured to attain a more balanced distribution of business.

2. Sub-contracting

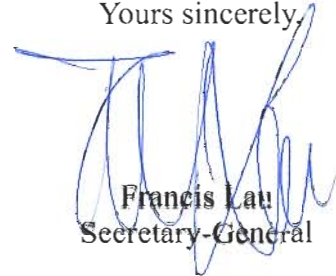
i. We agree that sub-contracting is a common practice in the IT industry. However, the existing non-intervention policy has given complete liberty to the contractors regarding the relationship and operational arrangements between the principal contractors and sub-contractors. In many cases, the services procured are cascaded through a number of sub-contractors, with most of the duties being outsourced by the principal contractors. That in turn runs the risk of inferior direct quality control and management of the projects at hand, having the jobs done by the lowest bidder, hence sacrificing for mediocrity. We recommend that relationship between the principal contractor and sub-contractor should be clearly defined and governed, to avoid excessive outsourcing.

ii. For purpose of increasing transparency and governance, we also recommend that besides the principal contractors, subcontractors should also be included in the supplier list. This also serves to motivate and encourage excellency in performance by subcontractor, and to provide them with a credential reference for business promotion.



Thank you for your kind consideration and please keep us informed of the new developments.

Yours sincerely,



Francis Lau
Secretary-General