

Following are HP's response to the consultation paper of ITPSA issued by HKSAR government: The number in each response is referring to the same number in the consultation paper.

Item 25

Regarding the size of the various service categories/ groups, we believe that it depends much on the business volume of each category. The business for some of each categories/groups have been already too small to be shared by the existing pool of contractors. Even with the category with large business volume, the annual share of each contractor is not considerably big enough in the situation of spreading the revenue among all. Issue will only appear in the area where spits comes to be very uneven. However, this could also happen with more contractors being added. Hence to maintain a fair amount of business volume for contractors' interest in running the program, we believe the current number has already been a good mix.

Item 29

We see that the current duration for the arrangement on ITPSA is suitable and optimistic for the contractors to justify their investment.

Item 39

Additional criteria can be added for awarding work assignment under ITPSA-like arrangement. For example, the measurement of past performance on ITPSA program can be used as a quality measure for future award.

Item 43

Existing categorization and grouping is good enough. Further segregation may complicate the arrangement that consequently creating difficulties to departments to understand and and making more confusion. Also it will drive down the business volume for each category that may affect the investment interest of contractors.

Item 49

For the current ITPSA ranking and pricing structure only applies to the general IT qualification with the length of relevant working experience. Throughout the experience of proposal submission for the assignments, we found that it is not applicable for some projects requiring Subject Matter Expert whose experience should be based on his/her subject area however this expert may not have the same IT qualification being demanded. It makes us difficult to match the most suitable SME for those assignments, or it is unnecessarily increasing up the price to our customers. Hence we would like to suggest that the category for SME should be based on their experience in subject areas instead of IT related qualification.

Item 52

For the subcontracting arrangement, it is better to simplify the current subcontractor approval procedure for adding new subcontractor by building a pool of pre-approved list of subcontractors. Hence any contractors in ITPSA can work with these subcontractors

on any assignment without going through the Government's approval process again. It will very much help the contractor since the given proposal submission lead time is short.

Item 55

We consider that the present arrangement is working well and do not see any issue.

Item 59

We support that it is necessary for the Government to establish guideline or policy to ensure the open and fair competition in the market. However, if such debarment is imposed, the company which is carrying a wide range of products and services will face with a larger potential business loss comparing those with less product or service offerings. Since the market trend is demanding total solution from the providers, enriching company's product and service portfolio is a necessity. With this debarring possibility, it discourages the total solution vendors' involvement in bidding those service assignments due to the business consideration. However, under the current ITPSA arrangement, no-bid for any assignment is not allowed. This introduces conflict for those companys' business decision. Hence, instead of specifying debarment up-front in the assignment, would it be more appropriate to decide the debarment after the service completion since the Government can judge the impartiality of the service deliverables?

Item 63

While we support government to build a better reference database to improve facilitation of IT service providers, we also support the continue need of ITPSA-like arrangement.