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劉達明先生  
Mr Francis Lau

總辦事處  
HEAD OFFICE  
香港中環干諾道中64-66號廠商會大廈  
CMA Building,  
64-66 Connaught Rd Central, H.K.  
電話 Tel: 2545 6168 / 2542 8630  
傳真 Facsimile: 2541 4541  
網址 Web Site: <http://www.cma.org.hk>  
電郵 E-mail: [info@cma.org.hk](mailto:info@cma.org.hk)

旺角辦事處  
MONGKOK OFFICE  
九龍旺角彌敦道664號  
豐華中心701-3室  
Room 701-3, Wai Fung Plaza,  
664 Nathan Road,  
Mongkok, Kowloon  
Tel: 2393 2189  
Fax: 2789 1869

尖沙咀辦事處  
TSMISHATSUI OFFICE  
九龍尖沙咀廣東道5號  
海洋中心521室  
Room 521, Ocean Centre,  
5 Canton Road,  
Tsimshatsui, Kowloon  
Tel: 2736 0269  
Fax: 2730 3799

觀塘辦事處  
KWUN TONG OFFICE  
九龍觀塘巧明街111-113號  
富利廣場23樓B室  
Room B, 23/F, Futura Plaza,  
111-113 Hwa Ming Street,  
Kwun Tong, Kowloon  
Tel: 2344 3380  
Fax: 2790 4650

廠商會檢定中心  
CMA TESTING & CERTIFICATION LABORATORIES  
香港辦事處 HONG KONG OFFICE  
新界沙田火炭黃竹洋街9-13號仁華中心1401-3室  
Room 1401-3, Yan Hing Centre,  
9-13 Wong Chuk Yeung St, Fei Tan, Sha Tin, NT  
Tel: 2698 8196 Fax: 2695 4177  
Web Site: <http://www.cmatd.com>  
E-mail: [info@cmatd.com](mailto:info@cmatd.com)

其他辦事處  
OTHER OFFICES  
上海 深圳  
Shanghai,  
Shenzhen

Mr Alan Wong  
Director of Information Technology Services  
15/F Wanchai Tower  
12 Harbour Road  
Wan Chai  
Hong Kong  
(fax no.: 2511 5359)

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