

Management Consulting Services VOR Overview

The Government of Ontario, Ministry of Government Services (MGS) purchases management consulting services through a Vendor of Record (VOR) Request for Proposal (RFP). The VOR is similar to a Supply Arrangement and is used by all Government of Ontario ministries and other entities to procure a range of management consulting services.

The Management Consulting Services (MCS) VOR is a mandatory contract vehicle for contracts in a range of service categories related to Management Consulting Services (see Table 1 on the next page). This VOR is mandatory for Government of Ontario ministries and for Ontario Public Service (OPS) entities that wish to obtain professional services in the categories listed in Table 1. It is optional for Provincially Funded Organizations (which include but are not limited to municipalities, hospitals, and school boards).

Description	Solicitation Highlights
<p>Management Consulting Services VOR As defined in the RFP: “Management consulting services offered through the MCS VOR Arrangement may relate to developing and implementing transformation strategies by analysing existing business problems, aligning strategy and priorities to business objectives and developing plans for improvement.”</p> <p>The VOR qualifies companies according to roles (see Table 2). To bid on the VOR, you are required to demonstrate experience in each proposed role. As a supplier, you can supply services related to your qualified roles within any of the eight service categories in Table 1.</p>	<p>The Management Consulting Services VOR is currently open for refresh with a due date of May 10, 2019.</p> <p>The solicitation can be found at https://ontariotenders.bravosolution.com/esop/guest/login.do?qu=750621600169ECBA0CBA.</p> <p><u>Key Criteria:</u></p> <ul style="list-style-type: none"> • Completed Form of Offer • “Resource Plan” that addresses 10-questions regarding your management processes and practices • Two Project Profiles for each role you propose <ul style="list-style-type: none"> ○ Projects must have been <u>completed</u> between January 1, 2014 and the bid closing date ○ Detailed information is required about the work performed and methodologies used ○ A project may be used for a maximum of three roles ○ The client reference must review and sign the completed profile, which is to be included in your submission <p>The proposal is to be submitted electronically online through Ontario’s electronic tendering system, BravoSolution.</p>

TPC Proposal Support Package for the Management Consulting Services VOR

Level of Support	Services Included	Cost (HST or GST Extra)
Full Turnkey Support	<ul style="list-style-type: none"> • Request for Proposal (RFP) review and amendment monitoring • Coaching and consultation throughout the proposal development effort • Easy-to-use Information Collection templates • Preparation of all aspects of the proposal, including writing the resource plans and project profiles based on the information provided and any follow-up discussions/interviews • Entry of the proposal into the BravoSolution tendering system 	<p>Contact info@theproposalcentre.ca for a quote</p>

Management Consulting Services VOR – Categories and Roles

Table 1: Management Consulting Services VOR Service Categories

1. Business Metrics, Performance Management and Process Improvement Services
2. Business Process Assessment and Integration Services
3. Organizational Effectiveness Services
4. Organizational Transformation Services
5. Procurement Services
6. Program Management Services
7. Project Management Services
8. Strategic Management and Planning Services

Table 2: Management Consulting Services VOR Roles*

1. Business Continuity Planning/Disaster Recovery Planning (BCP/DRP) Specialist
2. Business Risk Management Specialist
3. Business Transformation/Process Improvement Specialist
4. Contract Negotiations Support Specialist
5. General Consultant
6. Fairness Commissioner
7. Financial Analyst
8. Functional Classification Specialist
9. Organizational Effectiveness Specialist
10. Organizational Transformation Capacity Consultant
11. Organizational Transformation Consultant
12. Procurement Specialist
13. Project Analyst/Coordinator
14. Project Manager/Lead
15. Project Management Advisor/Consultant/Specialist
16. Research Analyst
17. Strategic Advisor
18. Strategic Provincial Entity Review Specialist
19. Strategic Public Engagement Specialist
20. Strategic Review and Program Evaluation Specialist

*Vendors are qualified by Role, and can provide services of their awarded role(s) in any Service Category.