

香港特別行政區政府
政府資訊科技總監
辦公室



OFFICE OF THE
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THE GOVERNMENT OF THE HONG KONG
SPECIAL ADMINISTRATIVE REGION

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Ms T P YUE
Ch Council Secy 1(3)
Council Business Division 1
Legislative Council Secretariat
Legislative Council Complex
1 Legislative Council Road
Central
Hong Kong

Dear Ms YUE,

**Panel on Information Technology and Broadcasting
List of Follow-up Actions (Item 5)
Business Opportunities for Local Small Medium Enterprises
in the Information Technology Sector**

In response to the item raised in the ITB Panel Meeting on 20 October 2009, we would like to provide an update on the progress made in providing more business opportunities for the local small and medium enterprises (SMEs) in the information technology sector under the overall Government procurement policy and the Government Procurement Agreement under the World Trade Organization.

It is Government's established procurement policy to obtain the best value for money through open and fair competition, and we will not act in favour of or discriminate against any suppliers. To help SMEs to compete fairly in

Government IT tenders and procurements, we have put in place the following measures.

For the Standing Offer Agreement for the procurement of Quality Professional Services (SOA-QPS), we have divided the system maintenance, development and implementation services into major and minor groups, demarcated by the contract value of HK\$1.3 million. We do not allow a company to bid for both groups under the same service category. Through such an arrangement, large companies usually bid for the major groups leaving the SMEs to have more chance to be contractors in the minor groups. As a result, 15 SMEs have been involved in 134 SOA-QPS contracts as prime contractor or sub-contractor with a total project value of HK\$41 million since 31 July 2009.

In the SOA-QPS, we have removed the requirement of contract deposit. Performance bond is required only when contracts of value greater than HK\$1.3 million are awarded. These reduce the financial burden for SMEs to participate in Government contracts.

Apart from the SOA procurement arrangement, we recently have introduced a listing arrangement for the procurement of government public cloud services. Out of the 40 listed service providers, 14 or 35% of them are SMEs. This new arrangement will provide business opportunities for these SMEs to advance into contemporary cloud computing service providers.

SMEs indicated that they are satisfied with the present arrangement in the recent industry consultation we conducted in preparation for our next SOA-QPS arrangements. We will continue to look for new opportunities to help SMEs to compete fairly in Government IT tenders and procurements.

Yours sincerely,



(H C PANG)

for Government Chief Information Officer