

About GEF

Founded in 1997, GEF Consulting Inc. ("GEF"), with offices across Canada, is a specialized management consultancy that provides consulting services on complex engagements to the Public Sector.

GEF has established, according to our clients, peers, and suppliers, a much-admired client list, a veritable "Who's Who" of Canadian Government Ministries, Agencies, Commissions & Boards predominantly in the Healthcare, Transportation, Energy & Regulatory sectors.

We have been the "go-to" independent consultancy for leading Public Sector institutions for over 25 years.

GEF specializes in three service areas:



GEF does not try to be everything to all people. We stick to what we do best. The high value work we perform for our trusted clients is grounded in our mission statement:

OUR PROMISE

Transformational Procurement.



OUR PURPOSE

Help Government achieve their policy objectives and spend taxpayer's money efficiently.



OUR VISION

Governments everywhere can truly be nimble and responsive to their constituents needs.

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An established innovator in public-sector procurement.

About GEF



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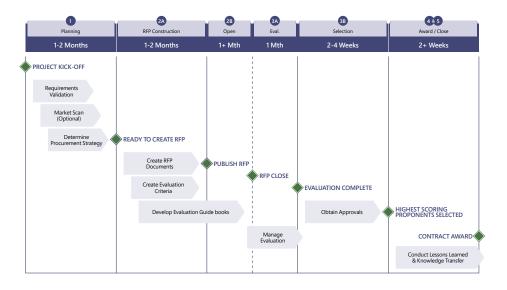
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The Problem Statement: The olds ways do not suffice

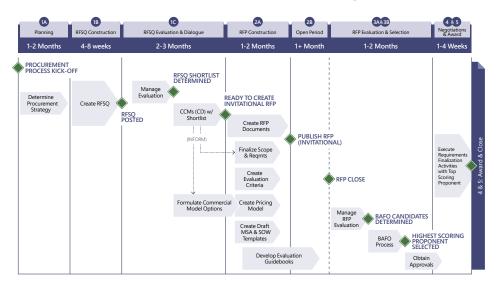
As the public sector continues to be impacted by digitization, modernization and transformational government policies in an increasingly changing world, the nature of what internal procurement organizations are being asked to lead has become far more complicated and fraught with risk.

Traditional procurement approaches are poorly suited to transformational procurements. Internal procurement organizations themselves require skillsets beyond their traditional procurement knowledge and expertise. There is a better way...

Traditional Procurement Process



Advanced Procurement Process Example



A Better Way

Planning the Procurement

'Go To Market' Strategy

Creating the RFx(s)

RFx "in market"

Remainder of Procurement Process

The foundation for success: A procurement needs to start with the end in mind. Planning the procurement concludes with an approved procurement strategy — the cornerstone of a successful project. At the heart of the procurement strategy is the **blueprint**, a comprehensive approach that defines every method, technique, step, and milestone required to get to a successful contract award. It is, quite literally, the plan for how the procurement process will be executed from start to finish. But the procurement strategy also begins by ensuring that critical inputs are in place. Depending on the state of the project, this may include a **current state analysis**, **market research**, and / or an **options analysis**, as forerunner activities to the procurement strategy.

A Critical Yet Overlooked Step in the Procurement Journey: Too often, this aspect of the procurement process is treated as an afterthought. The old ways — relying on a basic Request for Information (RFI) or doing nothing at all — no longer serve the complexity of today's procurements. Modern procurement demands a more strategic approach. It's about viewing the "go-to-market" process through a lens that prioritizes attracting the best possible pool of desirable, viable proponents. This means leveraging advanced market engagement techniques, combined with expert guidance on market dynamics, timing, and tactics — ensuring every opportunity to engage top tier suppliers is fully optimized.

Build it Right, Build it Fast: Defining the right evaluation criteria is both an art and a science — and it's the foundation for any successful RFx. Get it right, and your odds of achieving the best outcome for your procurement initiative rises exponentially. Get it wrong, and you risk a result that delivers what you asked for... but not what you truly needed. And with GEF's agileprocurement™ methodology, you can move from initial RFx definition to posted to market in a matter of weeks — not months or years — ensuring a faster, smarter path to the right result without sacrificing quality.



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