



We Help

**Government  
Consultants  
Business**

Simplify & Navigate Hiring &  
Contract Work  
Engagements so you can  
focus on Core Strengths.



Whether you're Government looking for an expert or an advisor, a Consultant looking for contracting support or a Business looking to gather a team of experts to solve a problem for your client, we have a solution for you. We navigate the challenges regarding connecting the right people to the right problem... We get it!

1-800-667-2740



**“We are master connectors.” It’s as simple as that. People come to us with complex problems and we find the right experts and the right solutions.**

We make it simple for people to add value through our understanding of our client’s core strengths, allowing everyone to focus on what they do best. Linking organisations to the right human capital ultimately results in a better net positive business performance.

This synergy helps the ONPAR team maintain and improve your reputation and access to new opportunities. Creating better experiences and project outcomes due to the right professionals working together.



## **Who Are You?**

Our ecosystem of partners and clients include change to consultants, public servants and businesses. We want to get to know you and your strengths, so we can better support you. Our aim is to become your trusted advisor and business partner. Learn more about what we have to offer and how we can help.



## **You work for the Government. It's great to see you here, you came to the right place.**

We work with clients like you to help you achieve your departmental goals and objectives. We enable you to better focus on your priorities and play to your strengths. We enable you to contract faster, locate hard to find experts and solve organisational problems. We work on projects, deliverables and tasks that are outside your organisation's core area of expertise. It's easy to feel powerless when you can't get the help you need. We've heard it. You're not alone.

## **Ecosystem of Experts, Advisors and Partners.**

Our large network provides you with valuable insights to help meet your personnel goals. ONPAR was founded on a history of solving problems for government departments and agencies. We know government machinery and the procurement process inside out; we also work with industry players: the big four, top three, boutique consultancies, defence contractors, ICT integrators, staffing firms and independent consultants. This combination of partners, knowledge and a philosophy of making it simple for people to add value is what we do. Allow our team to better serve your needs, getting the work done right the first time around.

## **Getting projects underway shouldn't be so hard.**

You can access our trusted experts, advisors and project engagement personnel through pre-approve supply arrangements. Eliminating project risks, such as: delays, proper funding, reputation control and internal moral to name a few. We are a professional firm that will simplify and navigate time consuming processes, such as; procurement, hiring, and problem-solving new issues. This allows you to work on what's most important on your agenda.

## **Benefits of working with ONPAR:**

- Simple prequalified procurement options to get what you need;
- Navigation of the procurement/contracting process;
- Vetted experts, advisors and contractors to help with your projects;
- Contract platforms that help you draw on the resources you need on an as-needed basis;
- Expert knowledge of industry and government machinery;
- Ongoing engagement support to ensure the best results;
- A better experience;
- Access to a large ecosystem of solutions; and
- Best practices.



# Government (Cont'd)



**We work with you to protect your organisation's reputation and help you complete project engagements faster with more value add. This allows you to focus on your departmental needs and the core management of your team.**

## Contracting

We provide full-service contracting and procurement support services to departments and agencies. In short - we grant access to an extensive inventory of supply arrangements with government. However, our primary differentiator is our approach to contracting. We not only give management an easier way to contract with industry, we also help navigate the process. Providing guidance on how best to move forward with the appropriate procurement tools with feedback on policies and justifications according to best practice. This includes the development of statements of work and terms of reference criteria.

## Resourcing

We drive home delayed projects and business initiatives by offering fresh talent qualified to get the work done right the first time. Locating the right talent requires a trusted human resources partner who knows what questions to ask and where to find the hidden talent that is right for you. The ONPAR engagement team applies a consultative approach to identify low-risk high value contract hires. We offer several talent acquisition services and HR management programs designed for your requirements. Bottomline - We can find you experts, advisors and contract employees that others can't due to our resourcing process and existing relationships within our significant partner ecosystem.

## Consulting

We offer clients an easy way to add value within their organisations. This enables customers to focus on priorities while we put together customized consulting teams to solve hard problems within the public sector environment. We also deliver fresh perspectives, while leveraging previous experience and best practices to get the project outcome that works for you and your team. Whether your contemplating your next move concerning a reorganisation or for a way forward on a new initiative, we can work with you to make sure it's a positive experience with the right results.



## **You are a Consultant.**

Chances are your strengths are stronger and your weaknesses weaker than you realize. You need assistance, and you are also precisely the right person to help another organization that needs help.

Let ONPAR ensure you get the right match. We believe in making it simple for consultants to add value. We enable you to focus on the core strengths of your tradecraft. We manage the rest by increasing your value proposition, so clients are happy. We can also provide a significant number of opportunities to ensure you're successful at what you do.

## **Building Powerful Partnerships for Greater Success.**

ONPAR works with consultants like you to facilitate work that is both interesting and meaningful. We take care of managing client relations and identifying new engagements opportunities. Meanwhile, consultants can simply execute on engagements that are tailored to their core strengths.

This approach allows for much more transparency and client control for the consultant. It also offers consultants freedom to direct how much time they work. Working closely with end clients, we ensure the primary focus is on the delivery of high-quality successful outcomes for every project engagement.

## **Benefits of teaming with ONPAR:**

- We help navigate procurement to get engagements started as quickly as possible;
- High quality engagements with interesting clients;
- High flexibility and full control on timing and type of work;
- Consultants are independent, but still part of a team;
- Extensive list of contracting mechanisms to give clients options; and
- Help you build a team to grow your business.

## **We work with you to help you realise the engagements you'd like. Enabling your business to focus on what you do best.**

### **Contracting**

We provide full-service contracting and procurement support services to independent consultants and boutique consulting firms. In short – we grant access to an extensive inventory of supply arrangements with governments and large corporations. However, our primary differentiator is our approach to contracting. We not only enable independent consultants to offer easier ways to contract with their clients, we also help navigate the process. We can provide guidance on how best to move forward with the appropriate procurement tools with feedback on policies and justifications according to best practice. This includes the development of statements of work and terms of reference criteria.



## Resourcing

In our role, we can facilitate delayed engagements and business initiatives by offering qualified and highly talented individuals to complete a variety of projects. Locating the right talent requires a trusted human resources partner who knows what questions to ask and where to find that hidden talent. The ONPAR engagement team applies a consultative approach to identify low-risk high value qualified candidates. We offer several talent acquisition services and HR management programs designed specifically for your requirements. Bottomline – We can help you grow your business and help scale your growth by offering the right partnering opportunities and resources.

## Consulting

We also offer independent consultants high quality engagements with interesting clients. We believe in supporting our consultants and ensuring our qualified advisor's independence by delivering engagements that are supported and not project managed. We also give our consultants autonomy to control the workflow directly with the client and can add more value by providing support where you need it, while simplifying the process.

## Challenges Faced by Consultants in the Marketplace.

We understand the challenges with working with governments and larger corporations. Engagements take a long time to initiate and there is little chance that your projects will move forward without a procurement or a contracting plan in place. Even then, for the average consultant this can be a nightmare and impossible to navigate. It can leave you feeling powerless and can seem too unpredictable.

We take a proactive approach and work with independent consultants and boutique firms to offer higher value to clients by enabling consultants to focus on their strengths while we provide plans that include expediting contract and HR administration. With our support the work gets started on time and we ensure its an ideal fit with the capabilities showcased by our consultant client.

## Your Trusted Advisor on Contracts and Procurement.

We work to smooth challenges for you by delivering trusted advice on how to move contract engagements forward. We also can increase your chances of starting the project you're after. This allows you to do meaningful work on behalf of your client rather than being bogged down by administrative tasks associated with contracting and procurement. This provides a win/win. Allowing you to build on your tradecraft and deliver more value to the end client.



## **Managing a business is hard. We strive to make it easier for you.**

We want to get to know you better. We work with business leaders like you to help you achieve your goals and objectives. We enable you to better focus on priorities and play to your strengths, growing business. Let us help simplify and navigate your hiring options. Whether you're looking for a new employee, an expert, need help with contracting with Government or support on a critical engagement we are here to support you every step of the way.

## **Do more business with clients.**

ONPAR works with businesses like yours to help you succeed in your work with your clients, in particular the government. We understand the challenges around finding the right person for the right position quickly; opportunities can pass by in an instant! We sense your need for speed and to get it right; needing a person right away for a position. We've been there. We get it.

## **Challenges Faced by Business in the Marketplace.**

We understand the challenges with working with government and industry partners. Engagements take a long time to initiate and there is zero guarantee your projects will move forward without a procurement or a contracting plan in place. Even then this can be a nightmare and impossible to navigate. It can leave you feeling powerless and can seem too unpredictable to budget time and resources around.

We take a proactive approach and work with businesses to offer higher value to clients by enabling business owners to focus on their strengths while we provide plans that include expediting contract and HR administration. With our support the work gets started on time and we ensure it's an ideal fit with the capabilities showcased by our business client.

## **Your Trusted Advisor on HR Resourcing and Contracting with Government.**

We work to smooth challenges for you by delivering trusted advice on how to move engagements forward. We increase your chances of starting a project you're after. This allows you to do meaningful work on behalf of your client rather than being bogged down by administrative tasks associated with HR, contracting and procurement. This helps you become more profitable by building on your value proposition and delivering more value.

## **Benefits of teaming with ONPAR:**

- We help navigate procurement to get work started as quickly as possible;
- We help you save money and gain new sales opportunities;
- Give access to a large ecosystem of experts, people looking for work in your field;
- We solve both HR and contracting challenges;
- We help your business focus on core strengths; and
- Help you build a team to grow the value your business.



## Services include:

### Contracting

We provide full-service contracting and procurement support services to business. In short – we grant access to an extensive inventory of supply arrangements with governments and large corporations. However, our primary differentiator is our approach to contracting. We not only enable businesses to offer easier ways to contract with their clients, we also help navigate the process. We also provide guidance on how best to move forward with the appropriate procurement tools and can provide feedback on policies and contract justifications according to best practice. This also includes the development of statements of work and terms of reference criteria and of course proposal response.

### Resourcing

We can also help facilitate delayed projects and business initiatives by providing fresh talent qualified to assist in getting the work completed. Locating the right talent requires a trusted human resources partner who knows what questions to ask about your business and where to find hidden talent. The ONPAR engagement team applies a consultative approach to identify low-risk high value hires. We offer several talent acquisition services and HR management programs designed for your requirements. Bottomline – We can help grow your small business and make you scalable with the right resources.

### Consulting

We offer clients an easy way to save money and secure new revenue. Enabling customers to focus on priorities while we put together customized solutions to solve hard problems within your business. We offer big firm consulting at a quarter of the cost. Delivering fresh perspectives, while leveraging previous experience and best practices to grow your business. Whether you are contemplating your next move concerning a reorganisation or for a way forward on a new initiative, we can work with you to make sure it's a positive experience with the right results.





# ONPAR

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