

GC PROCUREMENT ADVISOR

A governed advisory workflow for the pre-procurement stage.

Helping Government of Canada business and IT teams arrive at procurement, legal, security, and privacy reviews better prepared — with structured analysis, visible unknowns, and a record of how they got there.

THE PROBLEM WE ADDRESS

The most persistent point of risk in federal procurement is the period before procurement is formally engaged. Business areas and IT teams are still shaping the requirement, exploring possible solutions, and forming assumptions. This is where files drift in ways that surface later as findings: unclear business needs, requirements unduly influenced by particular solutions, weak documentation of options considered, incomplete threshold analysis, missed policy overlays, or premature assumptions about the right procurement vehicle. These are recurring themes in reports from the Office of the Procurement Ombud (formerly Ombudsman), the Office of the Auditor General, and departmental internal audit functions.

WHAT THE APPLICATION DOES

GC Procurement Advisor provides a structured advisory workflow that helps business and IT teams move from informal solution exploration to a more disciplined procurement starting point — one their procurement officer, contracting authority, security advisor, privacy advisor, and accessibility advisor can build on. In a typical session, the application works through the considerations that shape the file: threshold analysis, trade agreement coverage, competition method, vehicle selection, and applicable policy overlays and governance triggers. The user leaves with a structured record of the analysis performed, assumptions made, unknowns flagged, and issues requiring confirmation.

The tool is not a substitute for the procurement officer, contracting authority, legal counsel, security or privacy advisor, accessibility specialist, or any formal departmental approval. It is a structured way for requirement owners to prepare for those conversations.

GC Procurement Advisor is not a generic chatbot built on document retrieval. The compliance logic follows the structure of Government of Canada procurement rules, not the structure of a language model. The AI layer explains, asks better scoping questions, and translates complexity into plain language — it does not define compliance paths, override the rule engine, or treat missing facts as known.

WHAT MAKES IT DIFFERENT

Compliance logic is rule-based, not generated

The AI layer explains the result; it does not produce it.

Built inside the GC operating context

Designed by a consultant with 25+ years in GC procurement reform and transformation — not retrofitted from a generic AI product.

Unknowns stay visible

The system does not silently fill in missing facts. Gaps are surfaced to the user.

Designed to support auditability

Every session produces a structured record of the analysis performed and the unknowns flagged.

DEPLOYMENT AND SECURITY POSTURE

The solution is hosted on Google Cloud Montréal, with all operational data held in Canada. Operational records — sessions, audit logs, and decisions — are architecturally separated from the policy data the application reasons over. The policy layer is identity-free by design.

The deployment implements foundational controls a federal department would expect to review at the start of a Security Assessment and Authorization conversation: encryption in transit and at rest, comprehensive database and application audit logging, network access restricted to authenticated proxy connections, automated backups with point-in-time recovery, account lockout aligned with ITSG-33 AC-7, and circuit-breaker protection across data tiers. For pilots, the platform includes bilingual user acknowledgements confirming the classification of information that may be entered, with each acknowledgement recorded in the session audit trail.

Control selection has been informed by ITSG-33 and is designed to support Protected B Medium Medium alignment, subject to formal departmental Security Assessment and Authorization. The current posture supports discovery, demonstration, and unclassified advisory use today. A technical assurance note describing the full control set and proposed SA&A path is available to evaluators under appropriate non-disclosure arrangements.

PROVIDER

Daniel Fallon Consulting Inc.

An Ontario corporation. GC Procurement Advisor was architected by Daniel Fallon, a senior management consultant with over 25 years of experience leading Government of Canada procurement, IT modernization, and enterprise transformation initiatives. He has delivered work across ESDC, TBS, PWGSC/PSPC, DND, CRA, the Public Service Commission, the Office of the Comptroller General, and other GC departments, typically reporting at the DG and ADM level.

Relevant engagements include transformation planning and procurement strategy for the Canada.ca Managed Web Service; enterprise professional services procurements at ESDC; PMO leadership for the IT Shared Services Major Crown Project at PWGSC that became Shared Services Canada; advisory work on DND's ACCORD procurement reform initiative; business transformation at CRA in response to an Auditor General's report; and service as Chief Negotiator for Newfoundland and Labrador on the Canadian Internal Trade Agreement, with Cabinet-conferred authority to bind departments and agencies to legislative and regulatory change. Former contributor to TBS policy on project management. Holds a Government of Canada Secret clearance.

EVALUATION ACCESS

Proposed evaluation path

To support the GC scan and capability assessment, we propose beginning with a **guided demonstration session** using representative GC procurement scenarios, followed — if useful — by **time-limited evaluator access** to a dedicated assessment environment.

This ensures the evaluation is grounded in realistic departmental use cases while protecting the integrity of the assessment. We will align scenarios to the capability requirements you draft from today's discussion.

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This document describes the GC Procurement Advisor solution at a capabilities level. Detailed technical, architectural, and security documentation is available to evaluators under appropriate non-disclosure arrangements.