

15 February 2018

Luke Duane Oldfield  
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Dear Mr Oldfield

### Official Information Act request

Thank you for your request dated 2 February 2018 requesting information pertaining to the process of, and cost of services being outsourced to Madison Recruitment (Madison) as part of the 2018 New Zealand Census. Specifically:

1. Please advise how the selection process for outsourcing was undertaken, and if any consideration was made to make use of other public sector resources prior to outsourcing the work to Madison. For example, was there a tender among recruitment agencies?
2. What is the value of the contract to Madison and how are they remunerated for their services, particularly the provision of 'field officers' and 'team leaders' roles which make up the overwhelming majority of the temporary workforce. For example, does Madison garnish a portion of each hour worked, or are they paid for each successful hire, or was the provision of services set at a fixed rate for the entire contract?

In regards to your first question, Stats NZ conducted a compliant competitive tender process to select Madison to deliver recruitment and associated services for the 2018 Census. More specifically, Stats NZ undertook a secondary procurement process on the All-of-Government (AoG) External Recruitment Services (ERS) panel, formally inviting providers selected from that panel to respond to a Request for Proposals (RFP). Further information about the AoG ERS panel can be found on the New Zealand Government Procurement website: [www.procurement.govt.nz](http://www.procurement.govt.nz).

In regards to your second question, the value of the contract with Madison is commercially sensitive, however the costs include a project management fee and a percentage-based fee, calculated as 10% or 12% (depending on role) of the rate (hourly or daily) payable to each Madison-recruited resource.

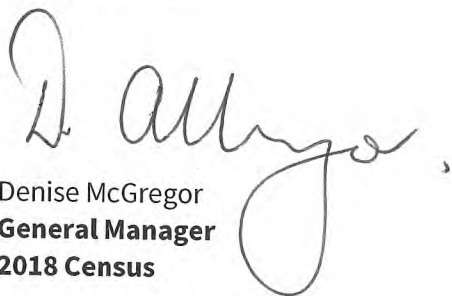
You have the right, by way of complaint to the Office of the Ombudsman under section 28(3) of the Act, to seek an investigation and review of this response to your request.

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Stats NZ intends to publish its response to your request made under the Act on the Stats NZ website. This letter, with your personal details removed, will be published in its entirety. Consistent with the Act, publishing responses increases the availability of information to the public and helps promote balanced public debate.

Yours sincerely,



Denise McGregor  
**General Manager**  
**2018 Census**