

Approved By: Mark Gilmartin Director, Support Services	Classification of Paper:
Report to PCC	Report reference number <i>KEBR05012 – Support of LAN Infrastructure Hardware</i> <i>Pcc/0023/13</i>
Date of Report <i>17th April 2013</i>	Area of County/Stakeholders affected <i>Local Area Network infrastructure across Essex and Kent</i>
Title of report – Support of LAN Infrastructure Hardware	
Report by – Barry Rimmer, Procurement Services	
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1. Purpose of report

This report is to inform the Head of Procurement, Director of Support Services and the Police and Crime Commissioners of a recommendation to appoint a Contractor for the support and maintenance of local area network hardware across the counties of Essex and Kent.

2. Recommendations

Agree to award a contract for the support and maintenance of Essex Police and Kent Police local area network hardware to Freedom Communications. Contracts with previous suppliers have now expired and it is necessary to ensure a swift

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transition to this new arrangement in order to reduce the risks involved in accessing information and services.

3. Benefits of Proposal

This contract will secure the on-going support and maintenance of an important element of the overall networking infrastructure as well as providing increased efficiency and reduced costs.

Planned savings over the proposed 5 year contract term are expected to be £262K across the combined forces.

This proposal is not linked to any other IT or operational initiatives but the consequences of not proceeding are the non-realisation of budget savings and the high risk of network failure resulting from the lack of support and maintenance.

4. Background and proposal

Please refer to Contract Award Recommendation paper – KEBR05012 Support of LAN Infrastructure Hardware.

5. Police and Crime Plan

N/A

6. Police Operational Implications

The contract will serve to maximise the reliability, availability and serviceability of the current infrastructure by supporting the continued access to information and services by all police officers and staff

7. Financial Implications

In the last financial year, the combined forces incurred costs of ██████ for the support of ██████ equipment. In the current financial year, because of increased volumes of hardware, both forces have an authorised budget of ██████ and the total combined budget for the next five years is therefore ██████

As a result of this contract award recommendation, the costs of the combined forces can be managed down to a projected ██████ over the same period. Net savings are therefore £262K.

8. Legal Implications

There are no known legal implications arising as a result of this proposal.

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9. Staffing and other resource implications

There are no resourcing implications as a result of this proposal.

10. Equality and Diversity implications

There are no equality and diversity implications as a result of this proposal.

11. Background papers



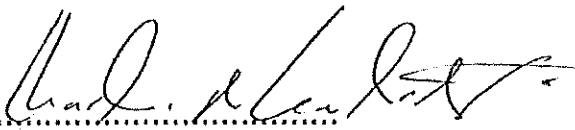
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The report recommends that the contract should be awarded to Freedom Communications largely on the basis of their low cost bid proposed in conjunction with their sub-contractor Intrinsic Technology. In order to satisfy any concerns regarding value for money and the sub-contractor's ability to successfully meet its obligations, I am able to confirm that:

- *they have explicitly confirmed that their bid and price proposal does include all the aspects of support requested in the tender document and that there will be no additional costs.*
- *they are an approved [redacted] Gold Partner*
- *they currently have contracts with 5 other Police Forces and we have sought references from [redacted] and [redacted]. Both forces have been extremely satisfied with technical competence, performance and value for money demonstrated by Intrinsic Technology.*

Report Approval

The report will be signed off by the Chief Executive and CFO and the PCC Solicitor where legal implications arise.

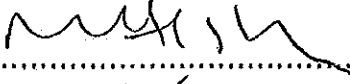
Chief Executive/M.O 

Chief Financial Officer

PCC Legal Advisor (As necessary)

Decision

I agree the recommendations to this report


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PCC/Deputy PCC

I do not agree the recommendations to this report because

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Publication

Reasons for non-publication (*state 'None' if applicable*)

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Signed/Print name

Report for publication

YES

NO

If the report is not for publication, the Chief Executive will decide if and how the public can be informed of the decision.

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TITLE OF TENDER: Support of LAN Infrastructure Hardware
REF: KEBR05012

CONTRACT AWARD RECOMMENDATION – Part A (Essex)

Number of Suppliers Invited to Tender	16
No. of Bidders	4
Bidders details:	[REDACTED] Freedom Communications [REDACTED]
Tender Issued Date	1st March 2013
Tender Closing Date	18 th March 2013
Evaluation Period	March/April 2013
Evaluation Team	Barry Rimmer, Tim Thomas (Essex), Rob Payne, Jon McKinlay (Kent)
Contract Award Date	TBC
Contract Awarded To	Freedom Communications Ltd
Contract Period	60 months + optional 24 months extension
Estimated Contract Value over the contract period	[REDACTED]
Collaborative Contract	Yes

1. Purpose of this Report

This report is to inform the Head of Procurement, Director of Support Services and the Police and Crime Commissioners of a recommendation to appoint a Contractor for the support of LAN infrastructure hardware across the counties of Kent and Essex.

2. Background/Introduction

- Purpose of Contract*

To maintain and improve the reliability, availability and serviceability of the local area networks throughout Essex and Kent Police premises. This will support the continued access to information and services by all police officers and staff.

- Brief overview of Goods/Services/Works and why it is required for policing needs*

The Contract is to maintain the forces' networking infrastructure in support of the wider IT and information sharing collaborative objectives.

- Procurement Procedure undertaken*

Using the Government Procurement Services, Public Services Network framework (RM1498/Lot8), 16 suppliers were invited to respond. Tenders were issued on 1st March 2013 and four responses received on 18th March 2013.



3. Tender Evaluation

- Evaluation Criteria and weightings*

In view of the current focus on cost reduction, price was a key element of the evaluation criteria but inventory management and problem management requirements were also assessed.

Price		65%
	• <i>Service Costs</i>	65%
Quality		35%
	• <i>Inventory Management</i>	18%
	• <i>Problem Management</i>	11%
	• <i>Added Value</i>	6%

- Tender Evaluation Panel*

The Tender Evaluation Panel comprised of representatives from Kent and Essex Procurement Department and members from Kent and Essex IT Departments.

Following evaluation, the scores awarded to each supplier were as follows:

	Award Criteria	[REDACTED]	[REDACTED]	Freedom Comms	[REDACTED]
Service Costs	65	32.36	41.24	65	38.49
Inventory Mgmt	18	12	15	15	15
Problem Mgmt	11	7.33	11	11	10.08
Added Value	6	4	6	5	4
Total Score	100	55.70	73.24	96.00	67.57
Ranking		4	2	1	3

Contract costs for the 5-year term are as follows:

[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
Freedom Comms	[REDACTED]
[REDACTED]	[REDACTED]

In the last financial year, the combined forces incurred costs of [REDACTED] for the support of [REDACTED] equipment and for the current financial year, because of an increased volume of hardware, both forces now have an authorised budget of [REDACTED]. The total combined budget for 5 years is [REDACTED].



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Awarding the contract to Freedom Communications will provide a potential budget saving of £261,787 over the contract term or £26,178 per force per annum.

4. Recommended Supplier

In view of the fact that the cost proposal received from Freedom Communications was significantly lower than the other three suppliers, we sought further assurances before accepting their bid as a reasonable, acceptable and competitive bid.

We contacted procurement and network specialists in [REDACTED] Police and [REDACTED] Police seeking their views and levels of satisfaction with the service and support offered by Freedom's sub-contractor, Intrinsic Technology during the on-going contracts they have with Intrinsic.

[REDACTED] and [REDACTED] were both extremely satisfied with the levels of service and the technical competence of staff involved in supporting their contracts. They also both stated that they would have no hesitation in recommending Intrinsic Technology as a supplier of service in this area of network support.

Whilst this was not part of the evaluation process, this validated that the supplier was an expert in this field.

Finally, all suppliers were requested to confirm that their proposed pricing included every aspect of support requested by the forces, they were asked to confirm that there would be no additional costs or degradation in service and support as a result of the failure of maintained equipment and finally that they had made no assumptions in completing their tender response. All bidders provided these assurances.

Consequently, on the basis of cost and evidence which confirmed their capabilities, the Tender Evaluation Panel recommends that the Contract be awarded to Freedom Communications.

5. Period of Contract

The Contract will be for a term of 60 months plus two optional 12 month extensions (total of 7 years) and will commence immediately. Contracts with previous suppliers have now expired and it is necessary to ensure a swift transition to this new arrangement.

6. Experian Report

An Experian Report was run on 16th April 2013 and this confirmed the following:

The company is considered to be very low risk with a five star Delphi rating and a Delphi score of 100 out of 100.

Experian would have no hesitation in recommending credit transactions up to [REDACTED]

7. Terms and Conditions

There are no known risks to highlight.



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8. Recommendation

In conclusion approval is sought for Essex Police and Kent Police to engage Freedom Communications for the specific work associated with supporting the LAN Infrastructure Hardware across the two counties.

Total cost of the contract across both counties over the 5-year period is [REDACTED]

Name: Barry Rimmer

Contracts Officer

Date: 16th April 2013

Comments:

Head of Procurement:

Date:

Comments:

Director of Support Services: *MW Gilmart*

Date: 19 APRIL 2013

Comments:

Police and Crime Commissioner for Essex:

Date:
