

Approved By: Mark Gilmartin Chief Officer	Classification of Paper:
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Report to PCC	Report reference number <i>KEBR06613 – Renewal of ADSL-based Network Connections</i> <i>PCC/0028/13</i>
Date of Decision Date of Report	Area of County/Stakeholders affected <i>ADSL-based Connections across Essex and Kent</i>
Title of report – <i>Renewal of ADSL-based Network Connections</i>	
Report by – <i>Barry Rimmer, Procurement Services</i>	
Enquiries to - <i>Barry Rimmer, Essex Police HQ</i> <i>Email – barry.rimmer@essex.pnn.police.uk</i> <i>Internal – 185002</i> <i>External – 01245 452358</i>	

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 engage BT for the renewal of specific network services..

2. Recommendations

Agree to award a contract for the renewal of Kent and Essex ADSL-based network connection to BT.

3. Benefits of Proposal

NOT PROTECTIVELY MARKED

There is a need to upgrade and expand the existing network infrastructure. This contract will secure the on-going support and maintenance of an 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 £118K 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 risk of network communications failure resulting from product obsolescence.

4. Background and proposal

There is a need to upgrade and expand the existing network infrastructure. Please refer to Contract Award Recommendation paper – KEBR066013 Renewal of ADSL-based Network Communications.(Essex/Kent).

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

8. Legal Implications

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

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

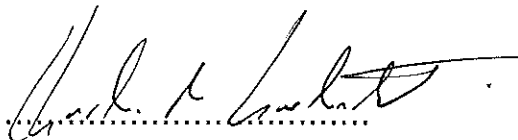
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Please refer to document KEBR06613 – Renewal of ADSL-based Network Connections

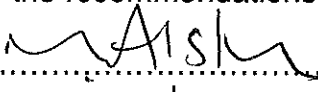
- The report provides a justification supporting the recommendation that the contract should be awarded to BT via the DFTS Framework

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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PCC/Deputy PCC

Publication

NOT PROTECTIVELY MARKED

NOT PROTECTIVELY MARKED

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

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.....
Signed/Print name

Report for publication	YES	<input type="checkbox"/>
	NO	<input type="checkbox"/>

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

NOT PROTECTIVELY MARKED

TITLE OF TENDER: Renewal of ADSL-based Network Connections
REF: KEBR06613

Contract Award Recommendation – Part A (Essex)

<i>Number of Suppliers Invited to Tender</i>	1
<i>No. of Bidders</i>	1
<i>Bidders details:</i>	BT plc
<i>Tender Issued Date</i>	N/A DFTS Framework
<i>Tender Closing Date</i>	N/A
<i>Evaluation Period</i>	April 2013
<i>Evaluation Team</i>	Barry Rimmer, Tim Thomas (Essex), Jon McKinlay (Kent)
<i>Contract Award Date</i>	TBC
<i>Contract Awarded To</i>	BT plc
<i>Contract Period</i>	60 months
<i>Estimated Contract Value over the contract period</i>	£462,175
<i>Collaborative Contract</i>	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 renewal of ADSL-based network connections in Kent and Essex..

2. Background/Introduction

- *Purpose of Contract*

Historically both Essex and Kent have had a requirement to provide network connections to a number of small sites and locations, typically these locations support from one to five workstations and a small element of telephony. To satisfy this need, Kent procured services from BT Wholesale. Since implementation it has proved to be effective and very reliable and as a result, over the last twelve months it has also been implemented in approx. 30 Essex locations.

In the Essex locations the technical approach has been similar but the various lines in use do not form part of a common contract and support is currently managed by different areas in ITD and BT.

The business services supported by these network connections are;

- Small Police stations/offices
 - ANPR Cameras situated at roadside or in 3rd party locations
 - Office sharing schemes which provide secure access to police applications
 - Temporary/short term connections (recently used in sites awaiting closure but needing a police presence on a temporary basis)
 - Temporary/short term connections in support of specific police operations
- *Brief overview of Goods/Services/Works and why it is required for policing needs*

[NOT PROTECTIVELY MARKED]

The existing solution used by Kent is IP Clear and supplied by BT wholesale. There are currently 104 Kent locations and 31 Essex locations connected to the facility. Taking account of all cost elements annual costs are **£99,646** (based on PSTN and IP Clear cost for the 135 sites), approximately £738 per annum per site.

BT Wholesale is actively withdrawing the IP Clear service with certain exchanges being taken out of service from June this year. BT Wholesale are not accepting any new orders, and we already have a small number of pending requests from ANPR that we cannot service.

Essex ANPR sites do not use the IP Clear service and therefore won't be affected at this time. However with a new solution in place there would be benefits in migrating Essex ANPR sites to the same solution. There are approximately 50 ANPR or other Essex sites using an alternative ADSL based solution. These are funded from various budgets and the estimated annual cost is **£39,500**, approximately £790 per annum per site.

- *Procurement Procedure undertaken*

The Procurement process has been simplified and expedited through the use of the DFTS (Fixed Telecom Services) framework managed by the Ministry of Defence and available to Government and Local Government organisations.

This contract is available to 2015 and in addition to Kent and Essex Police forces, other current users from the Police sector include NPIA, Metropolitan, West Yorkshire and Northamptonshire Police forces. This framework contract was recently used by Kent and Essex Police to procure an upgrade to our network SIP trunking providing increased efficiency, reduced rental costs and reduced call tariffs.

Although BT is the only supplier on this framework, regular bench marking by the National Audit Office ensures that customers continue to receive best value.

A similar quote requested from Udata served to confirm the cost effectiveness of the DFTS framework as a similar implementation would incur annual costs of £75K (DFTS £66K) and first year setup costs of £80K (DFTS £23K)

3. Tender Evaluation

- N/A

4. Recommended Supplier

In view of the success and reliability of the BT IP Clear service, our proposal is that we establish a new contract with BT and migrate to their '21st Century Network' based IP Connect product. This product offers the same levels of service with improved and expanded connection options.

In support of this we have engaged with BT Retail to understand costs and options for a replacement service. Based on a migration to IP Connect for 135 sites, we have

a high level annual cost proposal of **£66,000** and first year set-up cost of **£23,475**. Annually this is approximately £488 per site. Allowing for contingency it would be wise to add 7.5% to these costs.

Allowing for contingency, year 1 costs for the 135 sites would be **£96,185**, showing a marginal saving in year one. However subsequent years show a saving of **£28,700** per annum.

Overall saving, over an assumed 5 year period is estimated at **£118,000**

In addition to the savings outlined above, further annual savings of **£15,000** could be achieved if we migrate Essex ANPR sites to this new solution.

The proposed procurement route for Essex and Kent to establish this new contract would be via the DFTS framework which has already been approved by Essex and Kent PCC's for SIP telephony services earlier this year. This framework was established following a full OJEU process, including all Police Forces and is therefore a legitimate route to market.

5. Period of Contract

The Contract will be for a term of 60 months and will commence immediately.

6. Terms and Conditions

There are no known risks to highlight.

8. Recommendation

Based on this information, my recommendation and request is that we be permitted to engage with BT in order to request a detailed quotation for the necessary service, and subject to the new prices falling within expectations, be permitted to establish a new contract with BT via the DFTS framework.

It is requested that approval be given to deal with this requirement under a Single Tender Action for the following reasons;

- there is a genuinely justifiable case to use an existing contractor/supplier to maintain continuity of supply or site experience;
- tendering procedures that comply with all relevant legislation have been undertaken by any consortium, public procurement agency or similar body and the contracts are available for use by the PCC
- to take advantage of special offers where the terms are more favourable than an existing contract.

Total cost of the contract across both counties over the 5-year period is £462,175

Name: Barry Rimmer

Contracts Officer



Saving money through
joint procurement

Name: Barry Rimmer

Contracts Officer

Date: 22nd May 2013

Comments:

Head of Procurement:

Date:

22/5/13

Comments:

Director of Support Services:

Date:

24/5/13

Comments:

Police and Crime Commissioner for Essex

Date:
