



## THE POLICE & CRIME COMMISSIONER FOR CLEVELAND DECISION RECORD FORM

<b>REQUEST:</b> CPC-0001594 approval for the contract award for Cloud Data Centre WAN Links			
<b>Title:</b> Cloud Data Centre WAN Links			
<b>Executive Summary:</b> The Police & Crime Commissioner for Cleveland (PCC) has already selected a partner to host a Cloud IaaS Platform with the partner deploying services in two defined Data Centres.  Procurement and the Cloud Data Centre Project Team worked together to compile a specification that detailed the following main points; each Data Centre required a non-resilient WAN Link to be deployed. The WAN Link will be capable of 10G but deployed as 1G on day one of the service, the size of the link may be increased as workloads are better understood. These links will also be migrated to the new Community Safety Hub (CSH) when completed.  A tender process was carried out a few months ago to award the WAN Rationalisation Contract; provider is BT and investigation has been carried out to add the two new links to this contract.  Indicative costs from BT were exceptionally high and therefore the decision was taken to carry out a further mini competition for these two links in an effort to reduce the costs.  Crown Commercial Services have a Network Services Framework RM1045 which enables a compliant route to market. Using such a Framework reduces the procurement costs and also reduces the timescales in the tendering process as suppliers on the Framework are already commercially compliant. Lot 1 – Data Access Services was chosen and a mini competition was carried out with all 26 suppliers within this Lot.			
<b>Decision:</b> The PCC is asked to approve the procurement methods used and award the contract to Bidder 2 for 3 years with an optional 1 year extension.			
<b>OPCC Lead Officer:</b> Michael Porter			
<b>Contractor Details (if applicable):</b> Virgin Media			
<b>Implications:</b>			
<b>Has consideration been taken of the following:</b>	Yes	No	
Financial	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Legal	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Equality & Diversity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Human Rights	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Sustainability	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Risk	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
<b>(If yes please provide further details below)</b>			

## Decision Required – Supporting Information

**Financial Implications:** (Must include comments of the PCC's CFO where the decision has financial implications)

The initial specification requested pricing for commencing the service with 1G and upgrading to 10G as and when the Force required this upgrade.

The Evaluation Team agreed that both Bidders should be scored on a like for like basis and therefore pricing has been submitted and evaluated for commencing the service at 10G with both Bidders.

Bidder 2 has submitted costs for a 3+1 year contract at £472,720.00 – all 4 years at 10G.

Bidder 2 has also provided an option to commence Year 1 at 1G and upgrade to 10G from Year 2 at a cost of £412,720.00.

The financial implications of this decision are within the LTFP and therefore affordable within the current and forecast budget.

**Legal Implications:** (Must include comments of the Monitoring Officer where the decision has legal implication)

Terms and Conditions used for this service is Crown Commercial Service Framework RM1045.

## Equality and Diversity Implications

There are no diversity & equal opportunity implications associated with the award of this contract.

## Human Rights Implications

There are no Human Rights implications associated with this contract.

## Sustainability Implications

There is no sustainability implications associated with the award of this contract.

## Risk Management Implications

Both Bidders pricing submitted for Year 1 is subject to a site survey being completed

Subject to a site survey; Bidder 2 has confirmed their standard lead time is 65 days which is backed up with their High Capacity Services SLA. This SLA defines thresholds missed and credits available, attached as Appendix A.

Bidder 1 submitted and confirmed a lead time for full implementation of 106 days, which inevitably had a negative effect on their scoring for Question 1.

**OFFICER APPROVAL**

**Chief Executive**

I have been consulted about the decision and confirm that financial, legal, and equalities advice has been taken into account. I am satisfied that this is an appropriate request to be submitted to the Police and Crime Commissioner.

Signed:  Date: 29/11/16

**Police and Crime Commissioner:**

The above request HAS my approval.

Signed:  Date: 29/11/16

## **Report of the Chief Constable to the Police and Crime Commissioner for Cleveland – November 2016**

**Status: For Decision**

### **Procurement Report for the Cloud Data Centre WAN Links**

#### **1. Purpose**

- 1.1 The Police & Crime Commissioner for Cleveland (PCC) has already selected a partner to host a Cloud IaaS Platform with the partner deploying services in two defined Data Centres.
- 1.2 Procurement and the Cloud Data Centre Project Team worked together to compile a specification that detailed the following main points; each Data Centre required a non-resilient WAN Link to be deployed. The WAN Link will be capable of 10G but deployed as 1G on day one of the service, the size of the link may be increased as workloads are better understood. These links will also be migrated to the new Community Safety Hub (CSH) when completed.
- 1.3 A tender process was carried out a few months ago to award the WAN Rationalisation Contract; provider is BT and investigation has been carried out to add the two new links to this contract.
- 1.4 Indicative costs from BT were exceptionally high and therefore the decision was taken to carry out a further mini completion for these two links in an effort to reduce the costs.
- 1.5 Crown Commercial Services have a Network Services Framework RM1045 which enables a compliant route to market. Using such a Framework reduces the procurement costs and also reduces the timescales in the tendering process as suppliers on the Framework are already commercially compliant. Lot 1 – Data Access Services was chosen and a mini competition was carried out with all 26 suppliers within this Lot.

## 2. Recommendations

- 2.1 That the Police and Crime Commissioner note the Procurement process used to appoint a supplier for the Cloud Data Centre WAN Links and award the contract to Bidder 2 for a period of three years with an option to extend for a further 1 year period. This period coincides with the Cloud Data Centre Services contract.
- 2.2 The Police and Crime Commissioner approve the procurement methods investigated and recommendations put forward by the Evaluation Team.

## 3. Background

- 3.1 The route to market chosen was a mini competition and all 26 suppliers within Lot 1 were invited to respond.
- 3.2 Two suppliers responded to the mini competition and submitted a bid.
- 3.3 The two bids were evaluated by the Evaluation Team using the published evaluation criteria of 70% Price and 30% Quality.
- 3.4 Clarification questions were issued to both Bidders and as a result both Bidders also adjusted their pricing.
- 3.5 Bidder 1 has submitted a response that provides 10G from day one of the service and as a result of the clarification questions they have confirmed that their solution is only to provide 10G. The implementation of a full service has been confirmed as 106 days
- 3.6 Bidder 2 submitted a response that provided 1G from day one and then upgrade to 10G after 12 months. If the Force required 10G within Year 1 then there would be an additional cost to ensure 10G could be achieved. The implementation of a full service has been confirmed as 65 days.
- 3.7 In order to evaluate both Bidders equally, the Evaluation Team agreed that the additional costs to upgrade Bidder 2's response to provide 10G from Year 1 should be included.
- 3.8 The Evaluation scores were:

Bidder	Quality	Price	Total
1	11.5%	70.00%	81.50%
2	22%	60.10%	82.10%

## 4. Implications

### 4.1 Finance

- 4.1.1 The agreed budget for the install is £50K and the annual rental running costs is £100K.
- 4.1.2 The initial specification requested pricing for commencing the service with 1G and upgrading to 10G as and when the Force required this upgrade.
- 4.1.3 The Evaluation Team agreed that both Bidders should be scored on a like for like basis and therefore pricing below has been submitted for commencing the service at 10G with both Bidders.
- 4.1.4 The below figures are the final costs submitted for this tender commencing the service at 10G:

Bidder	Year 1 inc Install & rental 10G	Year 2 inc migration & rental 10G	Year 3 inc rental 10G	Year 4 inc rental 10G	Total Cost (3years)	Total Cost (3+1 Years)
1	£135,246.00	£95,246.000	£95,246.00	£95,246.00	£325,738.00	£420,984.00
2	£150,000.000	£122,720.00	£100,000.00	£100,000.00	£372,720.00	£472,720.00

- 4.1.5 The below figures are the costs submitted for this tender commencing the service with 1G and upgrading to 10G after 12 months:

Bidder	Year 1 inc Install & rental 1G	Year 2 inc migration & rental 10G	Year 3 inc rental 10G	Year 4 inc rental 10G	Total Cost (3 years)	Total Cost (3+1 Years)
1	£135,246.00	£95,246.000	£95,246.00	£95,246.00	£325,738.00	£420,984.00
2	£90,000.00	£122,720.00	£100,000.00	£100,000.00	£312,720.00	£412,720.00

### 4.2 Legal

Terms and Conditions used for this service is Crown Commercial Service Framework RM1045.

### 4.3 Diversity & Equal Opportunities

There are no diversity & equal opportunity implications associated with the award of this contract.

### 4.4 Human Rights Act

There are no Human Rights implications associated with the award of this contract.

### 4.5 Sustainability

There are no sustainability implications associated with the award of this contract.

## 4.6 Risk

- 4.6.1 Both Bidders pricing submitted for Year 1 is subject to a site survey being completed.
- 4.6.2 Subject to a site survey; Bidder 2 has confirmed their standard lead time is 65 days which is backed up with their High Capacity Services SLA. This SLA defines thresholds missed and credits available, attached as Appendix A.
- 4.6.3 Bidder 1 submitted and confirmed a lead time for full implementation of 106 days, which inevitably had a negative effect on their scoring for Question 1.

## **5. Conclusions**

- 5.1 The Evaluation Team is confident that the procurement exercise has been conducted in a fair, comprehensive, thorough and transparent process.
- 5.2 The Evaluation Team is confident that the procurement exercise has achieved value for money. The process has confirmed that carrying out the procurement exercise instead of adding these links to the existing WAN Rationalisation contract has resulted in value for money over a 3 year term. The process has also identified that a lead time of 65 days is achievable.
- 5.3 The Evaluation Team recommends that the PCC awards the contract for Cloud Data Centre WAN Links to Bidder 2.
- 5.4 Bidder 2 has the option of taking the service at 1G initially and then in 12 months' time upgrading to 10G.
- 5.5 Bidder 2 can provide full implementation within 65 days and if this fails the Force has the back up of their SLA.
- 5.6 The contract term is 3 years with the option to extend for a further 1 year.

Iain Spittal  
T/Chief Constable

### Evaluation team:

Procurement Category Leader – Cleveland Police  
Solutions Architect – SopraSteria (on behalf of Cleveland Police)  
Project Manager – SopraSteria (on behalf of Cleveland Police)  
Network Manager – SopraSteria (on behalf of Cleveland Police)