



## Mobile Phone Handsets

**Subject:** Procurement Report  
**Date:** 15<sup>th</sup> October 2019  
**Reference:** HWFRS/84

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### 1. Background

Hereford & Worcester Fire and Rescue Service (HWFRS) have developed an ICT Strategic Programme, which will deliver the requirements set out in the 2017 ICT Strategy, to increase productivity through flexible and accessible systems, whilst delivering continued cost savings. See **Appendix 1** ICT Strategy 2017 for full strategy.

HWFRS must keep pace with modern, user-oriented models of operating in order to address changes in the expectations of our workforce and providing our communities with sustainable, high quality firefighting, rescue and preventative services more efficiently through helping the organisation deliver a modern ICT service that is resilient, effective and scalable. A core part of this strategy is to support and update our current mobile device estate.

This document aims to provide a clear and transparent rationale for how the appropriate supplier has been selected. The service has assessed the appropriate procurement routes, the appropriate available partners and the relevant costs of those partners.

### 2. Service Review

HWFRS currently have a mixed economy of device types which is a cause for concern when it comes to supporting those devices from a technical perspective, with different models makes and age of devices all adds to the complexity over and around the support and performance of those devices.

HWFRS have over the last few months (June – August 2019) been trialling two mobile phones that meet the specific requirement for a more modern operating system that supports many of the applications that are currently in use within the Fire Service with greater functionality provided by a modern smart phone.

Two phones tested were

- Samsung Galaxy A40
- Samsung Galaxy S10

Following the testing and user acceptance testing whereby scenarios were designed based on overall usability and network coverage further being supported for Wi-Fi calling by both current service providers EE and Vodafone, the completion of a number of technical tests carried out by our ICT department for our specific environment, after consideration the Authority have reached a decision based on the outcome of test scenarios and budget constraints, to purchase the following device Samsung Galaxy A40 x 200 Handsets.

The winning device was derived from the test score quality and usability based on the scoring given by the test users the scenario used which was supported by the specification. See **Appendix 2**.

The Authority requires a one off purchase for the supply and delivery 200x Samsung Galaxy A40 Mobile Phones with access to parts & spares.

### 3. Procurement

Based on our requirement there is a compliant government framework that can meet our requirements, therefore legitimately negating the need to undergo a quotation exercise. Crown Commercial Services (CCS), RM3733 Technology Service 2 Framework; Lot 6- Catalogue. CCS, a national public sector procurement framework, it offers a wide range of options and suppliers with heavily discounted public sector specific products. This framework complies with all appropriate and relevant legal requirements.

The catalogue offers an extensive range of commoditised technology hardware and software products sourced through an online catalogue via a direct award platform; this offers a best of breed approach to product information, search, selection and purchasing.

In order to achieve the best price the catalogue's intelligent search function has been built to meet the direct award on price evaluation. Therefore although the Service see a list of suppliers prices which match our requirement, the service is only allowed to buy at the lowest price- depending on stock availability.

### 4. Recommended Decision

It is recommended that Banner Group Limited is directly awarded from the catalogue for the purchase of the 200x Samsung Galaxy A40- Black mobile phones.

Contract Value for HWFRS in 2018/19 is £34,276; Purchased on 09/10/2019

### 5. Project Efficiencies

HWFRS has benefited from using the Catalogue as it is: quick and easy to use, no sign up fee, and prices are benchmarked daily.

The Authority also made non cashable savings due to using the catalogue and not having to run a full tender process, which can involve an extensive and lengthy process with high demands on staff and additional risks of legal challenge from suppliers.

The chosen device type and manufacturer also bring us in line with our alliance partner (Shropshire Fire and Rescue Service; (SFRS)) this will aid future joint procurement should further phones be required.

### 6. Full Audit trail (including Specification/Scoring matrix)

<http://sharepoint1/sites/Procurement/Contracts/ICT/HWFRS84%20Mobile%20Phones/Forms/AllItems.aspx?RootFolder=%2Fsites%2FProcurement%2FContracts%2FICT%2FHWFRS84%20Mobile%20Phones%2FSamsung%20A40&FolderCTID=0x0120001A09D81CB900914FB12A9DDCC3E43456&View={8F665E2A-F88D-4C9F-AD7F-3F13C695C77F}>

Appendix 1- ICT Strategy



ICT Strategy.pdf

**Appendix 2- Specification**



Organisational  
Specification Mobile H