



Server Hardware

Subject: Procurement Report
Date: 23rd August 2018
Reference: HWFRS/53

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.

The government has mandated Public sector bodies look at collaborative ways of cutting costs through shared services. The Authority has made the decision to forge closer ties with Warwickshire Police & West Mercia Police (WP&WMP). One result of these initiatives is that the Authority has agreed to co-locate its SHQ with the WP&WMP at their site in Hindlip.

Following a series of technical design workshops, server architecture has been agreed to allow services to be provisioned at the new location. The new architecture has also been designed to fit in with existing infrastructure and equipment. As a result, specific lists of server hardware items are required to deliver the new service. Additionally, a number of enhanced support warranties may also be required for the new server hardware.

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

2. Service Review

HWFRS consists of, in addition to its headquarters (SHQ), 27 fire stations strategically located across the two counties. Nineteen of these stations are Retained and predominantly located in Hereford. The remaining 8 stations consist of 3 day crewed and 5 whole time.

The chosen solutions will meet the aspirational goals of the Authority to deliver a modern ICT service that is resilient, effective and scalable.

Based on the deliverable the Project Officer and Head of ICT reviewed and agreed based on the Authorities operational requirements a user specification inline with current legislation.

As part HWFRS review and finalising the process the following documents were agreed.

Finalising of Tender Documents

1. Invitation to Tender **Appendix 2**
2. Appendix A- Evaluation Criteria **Appendix 3**

The specification structure was agreed and the following criteria would be used to assess the overall economic advantages of the tender proposals:-

- **Price (75%)**
- **Quality (25%)**

The Authority requires a one off purchase for the hardware with warranties.

3. Procurement

The Tender for the provision of Server Hardware and Warranties was advertised on 1st June 2018, with a closing date for applications on 21st June 2018.

This was undertaken as a further competition under the Crown Commercial Services Agreement RM3733 Technology Products 2 - Lot 1- Hardware , via the Bluelight EU Supply e-Tendering Portal. Crown Commercial Services (CCS), a national public sector procurement, offers a wide range of options and suppliers with heavily discounted public sector specific products. This framework also significantly reduces the costs and capacity otherwise required to undertake a full procurement (tender) process. This framework complies with all appropriate and relevant legal requirements.

Lot 1- Data Access Services

1. ANS Group
2. Banner Group Ltd
3. Bechtle Direct Ltd (UK)
4. BT plc
5. Capita IT Services Ltd
6. CCS Media Ltd
7. CDW Limited
8. Centerprise International Ltd
9. Comparex UK Ltd
10. Computacenter UK Ltd
11. Ergo Computing UK Ltd
12. Esteem Systems Ltd
13. European Electronique Ltd
14. Fujitsu Services Ltd
15. Galtec Solutions Ltd
16. Insight Direct UK Ltd
17. Milgate Limited
18. Phoenix Software Limited
19. Proact IT UK Ltd
20. Proband Group
21. Q Associates Ltd
22. Softcat Ltd
23. Software Box Limited
24. Specialist Computure Centres Plc
25. Stone Computures Limited
26. Total Computure Network Ltd
27. Transputec Limited

- 28. Trustmarque Solutions Ltd
- 29. XMA Ltd

4. Evaluation Stage

Evaluation Stages

- Stage 1- Evaluated Price (75%)
- Stage 2- Quality (25%)
- Stage 3- No further clarification/amplification were requested by HWFRS

Evaluation questions were based on the following overarching criteria and weighted scores:

Award Criteria	Weightings
Price	75%
Quality	25%
TOTAL	100%

Four bids were received from the suppliers listed below.

Suppliers

1. Insight Direct UK Ltd
2. Milgate Limited
3. Phoenix Software Limited
4. Software Box Limited

Stage 1- Price (75%)

A full cost evaluation was carried out on all of the suppliers returned pricing schedules based on the hardware purchase price and warranties.

Stage 2- Quality (25%)

The suppliers tenders submissions were reviewed against the above criteria and specification (**Appendix 2-3**) with the evaluation panel consisting of Project Officer and Head of ICT, agreeing, through consensus, an overall score for each question.

The below table summaries the weighted scores achieved by each of the four suppliers

Question	Insight	Milgate	Phoenix	Software
Price (75%)	17.9%	25.7%	17.9%	27.2%
Quality (25%)	15%	22.1%	17.9%	20.7%
Total score	96%	95%	95%	67%

5. Recommended Decision




Insight Direct UK Ltd is appointed for the provision of Server Hardware and warranties. Contract Value would be £114,731.22 (one off purchase) which will commence 6th July 2018.

6. Projected Efficiencies

HWFRS will benefit from using the CCS Framework as it is: quick and easy to use and no sign up fee and discounted products/services.

7. Full Audit trail (including Specification/Scoring matrix)

<http://sharepoint1/sites/Procurement/Contracts/ICT/HWFRS53%20Server%20Hardware%20and%20Support/Forms/AllItems.aspx?RootFolder=%2Fsites%2FProcurement%2FContracts%2FICT%2FHWFRS53%20Server%20Hardware%20and%20Support%2FInsight%20Direct%20UK&FolderCTID=0x012000359F1586ABF9AD4080FFA8DB61BA1E6D&View={F54186CA-63B6-40FF-AC0F-C28BAE2C58B4}>

Appendix 1- ICT Strategy 2017	 HWFire ICT Strategy v1.0.pdf
Appendix 2- Instructions To Tender	 Instructions To Tender Server Hardw
Appendix 3- Marking Scheme	 HWFRS Hindlip Servers ITT Scoring M