

**TITLE OF REPORT:** Tenders for the Supply of Goods and Services

**REPORT OF:** Mike Barker, Strategic Director Corporate Services and Governance

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### **Purpose of the Report**

1. The purpose of this report is to ask Cabinet to consider the tenders received for the Mobile Voice and Data Services.
2. The background to this contract is contained in the attached appendix.

### **Proposal**

3. Cabinet is asked to agree and note the recommendations below.

### **Recommendations**

4. It is recommended Cabinet agree that the tender received from Telefonica UK Limited (O2) be accepted for the Contract for Mobile Voice and Data Services for an initial period of 60 months with the option to extend for a further 2 x 12 month periods.

For the following reason:

A comprehensive evaluation of the tenders received has been undertaken. The recommended tender is the most economically advantageous tender submitted.

**Policy Context**

1. The contract for Mobile Voice and Data Services has been organised in accordance with the Council's Consolidated Procurement Policy.

**Background**

2. The contract is being arranged on behalf of Corporate Resources, IT Services.
3. The Council recently undertook a mini-competition under Lot 6 Mobile Voice and Data Services of the Crown Commercial Services (CCS) RM1045 Network Services Framework, the outcome of which was approved at Cabinet on 17<sup>th</sup> July 2018 to be awarded to Telefonica UK Ltd (O2).
4. During the 10 day standstill period that is required for all public procurements, the Council received a challenge from an unsuccessful Supplier which highlighted a technical error in the Council's process. There was no way to correct this error in line with the Public Contract Regulations and therefore a decision was taken to cancel that process and carry out a separate mini-competition under the same Framework.
5. The contract is for an initial period of 60 months with the option to extend for a further 2 x 12 month periods
6. There were no changes to the scope of the contract which provides the Council with Mobile voice and/or data services, including voice calls, SMS, voicemail services, mobile data connectivity, mobile e-mail services, mobile data applications, value added mobile services and mobile device management.
7. The estimated annual value of the contract is £164,000.
8. Tenders were received from the following companies:  
  
EE Ltd, Hertfordshire  
Telefonica UK Ltd (O2), Slough  
Virgin Media Business Ltd, Hook  
Vodafone Ltd, Berkshire
9. A comprehensive evaluation of the tenders has been undertaken against the following criteria:
  - Mandatory requirements: Grounds for Exclusion
  - Contract approach including Coverage within the Borough, Transition Plan, Billing, Online Portal Access, Support Services, Device Recycling Scheme and Exit Strategy.
  - Value for money.

## **Consultation**

10. There has been no external consultation

## **Alternative Options**

11. The anticipated value of this contract exceeded the threshold requiring competitive tenders to be invited in accordance with the EU Public Procurement Directives. The Council had the option to tender directly to the market, however there are a number of benefits of utilising existing frameworks including:
- Speed of process
  - Utilising a list of suppliers that have been pre-approved by Crown Commercial Services
  - Terms and Conditions of contract have been pre-determined
  - Potential economies of scale

## **Implications of Recommended Option**

### **12. Resources:**

**a) Financial Implications –.** The Strategic Director, Corporate Resources, confirms that there are no additional financial implications arising from this report. It is anticipated that this contract will deliver savings in the region of 40% on the existing contract. The second mini-competition resulted in improved prices from the initial mini-competition.

**b) Human Resources Implications – Nil**

**c) Property Implications - Nil**

### **13. Risk Management Implication – Nil**

**14. Equality and Diversity Implications –** The recommended tenderer meets the legal obligations of the Equality Act 2010.

**15. Crime and Disorder Implications – Nil**

**16. Health Implications - Nil**

**17. Sustainability Implications – Nil**

**18. Human Rights Implications - Nil**

**19. Area and Ward Implications -Nil**