

**REPORT TO: POLICY AND RESOURCES COMMITTEE – 14 MARCH 2016**

**REPORT ON: TENDER FOR MOBILE, VOICE AND DATA SERVICES**

**REPORT BY: EXECUTIVE DIRECTOR OF CORPORATE SERVICES**

**REPORT NO: 87-2016**

## **1.0 PURPOSE OF THE REPORT**

1.1 The purpose of this report is to seek Committee approval for the appointment of a new supplier for the Council's mobile voice and data services.

## **2.0 RECOMMENDATIONS**

2.1 The Committee is asked to approve the following:

- a) Agree the outcome of the Crown Commercial Services mini competition and award the contract for the Council's mobile, voice and data services for a three year period with the option to extend for a further year to Vodafone Ltd.
- b) Agree the undernoted annual amount for the contract.
- c) Note the financial savings associated with this contract.

## **3.0 FINANCIAL IMPLICATIONS**

3.1 The Executive Director of Corporate Services has confirmed that annual funding for the Council's mobile, voice and data services of £48,780 is available from existing budgets

3.2 It is estimate that full year savings associated with this award will be £115,000.

## **4.0 MAIN TEXT**

4.1 Following a review of mobile, voice and data services within the Council, it was agreed that the Council would participate in the Crown Commercial Services mini-competition due to the current mobile contract coming to an end.

4.2 The mini competition included a wide range of tariffs, connections, devices and additional services for mobile, voice and data that reflected customer and user requirements and that are within the scope of the framework.

4.3 The resulting arrangement is available to call off only by those Scottish public sector organisations that committed to use the resultant arrangement in advance. 21 organisations across the Central Government, Local Authority and HE/FE sectors have provided commitment to call-off against the resultant arrangement.

## **5.0 PROPOSAL**

5.1 The mini competition was carried out through Lot 6 of the CCS Network Services framework – RM1045.

5.2 All suppliers were issued with a draft copy of the Statement of Requirements and Instructions to Tenderers prior to tender issue and asked for feedback including any potential showstoppers. Eight suppliers confirmed their interest in participating and were issued with the full tender pack as below:-

- Airwave Solutions Ltd
- British Telecommunications Plc
- Daisy Communications Ltd
- EE Ltd
- Pinacl Solutions UK Ltd (SME)
- Telefonica UK Ltd
- Udata Infrastructure (UK) Ltd
- Vodafone Ltd

5.3 The following tender submissions were received by the tender return date of 9 November 2015:-

- Vodafone Limited
- Daisy Communications Ltd
- EE Ltd
- Pinacl Solutions UK Ltd

5.4 Pricing was sought for a range of call bundles, data bundles and devices. Bidders were provided with a spreadsheet detailing volumes of each and asked to populate a unit price for each item.

5.5 The table below summarises the overall evaluation (incorporating Quality & Price scores).

<b>Ranking</b>	<b>Bidder</b>	<b>Quality Score</b>	<b>Price Score</b>	<b>Combined Score</b>
1	Vodafone	31.20	60.00	91.20
2	EE	23.90	58.51	82.41
3	Daisy	19.60	43.66	63.26
4	Pinacl	13.40	21.96	35.36

5.6 The Vodafone Limited tender is recommended for approval, based on quality and price.

5.7 The winning tender has secured average savings of around 50% when compared with the CCS Network Services framework pricing across the range of items. This compares favourably with the estimate of 30% savings which was made at the Strategy stage.

5.8 Prices achieved will be held for the entire period of the contracts.

5.9 It is proposed that the contract commences on 1 June 2016.

## **6.0 POLICY IMPLICATIONS**

6.1 This report has been screened for any implications in respect of Sustainability, Strategic Environmental Assessment, Anti-Poverty, Equality impact Assessment and Risk Management. There are no major issues.

**7.0 CONSULTATIONS**

7.1 The Chief Executive and the Head of Democratic and Legal Services have been consulted in the preparation of this report.

**8.0 BACKGROUND PAPERS**

8.1 None.

Marjory Stewart  
Executive Director of Corporate Services

Date: