

FURTHER COMPETITION

FOR

HMC 006 – MICROSOFT ENTERPRISE AGREEMENT

CONTRACT

UNDER CCS FRAMEWORK RM1054 LOT 2

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1. GLOSSARY

1.1 In this Further Competition Invitation the following words and phrases have the following meanings:

“**Authority**” means Shropshire Council, Shirehall, Abbey Foregate, Shrewsbury SY2 6ND;

“**CCS**” means Crown Commercial Service;

“**Contract**” has the meaning set out in Framework Agreement;

“**Further Competition**” means the process used to establish a Contract that facilitates the provision of Microsoft Enterprise Agreement;

“**Further Competition Invitation**” means this document and all related documents published by the Authority in relation to this Further Competition;

“**Marking Scheme**” means the range of marks that may be given to a Potential Provider depending on the quality of its response to a question which is located in the boxes below the applicable question;

“**Minimum Total Score**” means the minimum score that the Potential Provider must obtain in order to be awarded the Contract;

“**Total Score Available**” means the maximum potential score that can be awarded for a response to a question;

“**Potential Provider**” means a company that submits a Tender in response to the Further Competition Invitation;

“**Supplier**” means the Potential Provider with whom the Authority has concluded the Contract;

“**Tender**” means the Potential Provider’s formal offer in response to the Invitation to Tender;

“**Tender Clarifications Deadline**” means the time and date set out in paragraph 4 for the latest submission of clarification questions; and

“**Tender Submission Deadline**” means the time and date set out in paragraph 4 for the latest uploading of Tenders.

2. INTRODUCTION

2.1 This Further Competition Invitation relates to the Further Competition to award a Microsoft Enterprise Agreement Contract to a sole Supplier.

2.2 This Further Competition Invitation contains the information and instructions the Potential Provider needs to submit a Tender.

2.3 This Further Competition is being conducted under the CCS, Mod and Pro5 technology products framework agreement (reference RM1054).

3. OVERVIEW OF INVITATION TO TENDER

3.1 The following appendices accompany this ITT:

3.1.1 Appendix A – Terms of the Further Competition

Sets out rights and obligations which apply to the Potential Provider and the Authority during this Further Competition.

3.1.2 Appendix B – Lot Specification

A detailed description of the services that the Supplier will be required to supply to the Authority.

3.1.3 Appendix C – Tender Questionnaire

A template containing questions which the Potential Provider is required to respond to

4. FURTHER COMPETITION TIMETABLE

- 4.1 The timetable for this Further Competition is set out in the table below.
- 4.2 This timetable may be changed by the Authority at any time. The Potential Provider will be informed if changes to this timetable are necessary.
- 4.3 All Tenders must be received by the Authority before the Tender Submission Deadline.
- 4.4 Tenders received on or after the Tender Submission Deadline may be rejected by the Authority to ensure that all Potential Providers are treated fairly. The decision whether to reject a Tender received after the Tender Submission Deadline is made entirely at the Authority's discretion.

DATE	ACTIVITY
Wednesday 20/01/2016	Publication of the Further Competition Invitation
Wednesday 20/01/2016	Clarification period starts
Monday 25/01/2016	Clarification period closes (" Tender Clarifications Deadline ")
Tuesday 25/01/2016	Deadline for the publication of responses to Tender Clarification questions
Friday 29/01/2016	Deadline for submission of a Tender to the Authority Contract (" Tender Submission Deadline ")
Monday 22/02/2016	Expected commencement date for the Contract

5. QUESTIONS AND CLARIFICATIONS

- 5.1 Potential Providers may raise questions or seek clarification regarding any aspect of this Further Competition at any time prior to the Tender Clarification Deadline.
- 5.2 If you are unsure of any section/question and require further clarification, please contact us via our Delta Tenderbox. You are recommended to keep a copy of all tender documents and supporting documents for your own records.
- 5.3 The Authority will not enter into exclusive discussions regarding the requirements of this Further Competition with Potential Providers.
- 5.4 To ensure that all Potential Providers have equal access to information regarding this Further Competition, the Authority will publish all its responses to questions raised by Potential Providers on an anonymous basis.
- 5.5 Responses will be published in a Questions and Answers document to all companies who expressed an interest and were subsequently invited to tender.
- 5.6 At times the Authority may issue communications to the email address for the tender contact provided in Appendix C (Tender Questionnaire), therefore please ensure that this mailbox is reviewed on a regular basis.

6. PRICE

Our indicative requirements have been provided to provide a "basket". Tenders will be assessed on the total price of the basket (which is unit price x quantity).

The most competitively priced tender will receive the maximum mark for price being **70%/700. Less competitive tenders** will receive a % of the maximum mark that represents the difference in cost between that tender and the most competitively priced tender.

7. SUBMITTING A TENDER

7.1 Tenders should be made on the enclosed Tender Response Document. Your Tender must be completed, returned through our Delta Tenderbox. You are recommended to keep a copy of all tender documents and supporting documents for your own records.

7.2 The deadline for returning tenders is **noon on, 29th January 2016** any tenders received after this time will not be accepted

7.3 Tender are to be submitted through Delta, our electronic tender portal

7.3.1 Please ensure that you allow yourself at least two hours when responding prior to the closing date and time, especially if you have been asked to upload documents. If you are uploading multiple documents you will have to individually load one document at a time or you can opt to zip all documents in an application like WinZip. Failure to submit by the time and date or by the method requested will not be accepted.

7.3.2 **Once you upload documentation ensure you follow through to stage three and click the 'response submit' button. Failure to do so, will mean the documents won't be viewable by the Council.**

7.3.3 Tenders **cannot** be accepted if:

- Tenders are received by post, facsimilie or email
- Tenders are received after **12 noon on the given deadline**

7.4 A Tender must remain valid and capable of acceptance by the Authority for a period of 90 days following the Tender Submission Deadline. A Tender with a shorter validity period may be rejected.

8. TENDER EVALUATION

8.1 Tenders will be evaluated in line with the Marking Scheme set out in Appendix C (Tender Questionnaire).

8.2 The tender receiving the highest mark for Quality Criteria overall will receive the full 30% /300 marks available for Quality. Other tenders will receive a % mark that reflects the difference in the marks between those tenders and the tender receiving the highest mark for Quality overall.

8.3 The Total Score Available for each question set out in Appendix C (Tender Questionnaire) is as follows:

QUESTION NUMBER	QUESTION	TOTAL SCORE AVAILABLE
[1]	Company Information	Information Only
[2]	Potential Provider Contact	Information Only
[3]	Mandatory Questions	Pass / Fail

QUESTION NUMBER	QUESTION	TOTAL SCORE AVAILABLE
[4]	Quality – Contract Management Question	3
[5]	Quality – Approach to Renewals Question	4
[6]	Quality – Microsoft Licencing Advice Question	3
[7]	Quality – Additional Benefits Question	15
[8]	Quality – Maximising Benefits Question	5
[9]	Price	70
Total		100

9. CONTRACT AWARD

- 9.1 The Potential Provider that achieves the highest total score will be awarded the Contract.
- 9.2 If two or more Potential Providers obtain the highest total score, the Potential Provider with the highest score for the '9 Price Question' element will be deemed the winner and awarded the Contract.
- 9.3 If the Authority receives only one Tender in relation to this Further Competition, the Potential Provider will be awarded the Contract provided that the evaluation panel judges the tender satisfactory in terms of both quality and price.

APPENDIX A – TERMS OF THE FURTHER COMPETITION

1. INTRODUCTION

- 1.1 These Terms of the Further Competition regulate the conduct of the Potential Provider and the Authority throughout the Further Competition. These terms also grant the Authority specific rights and limit its liability.
- 1.2 In these Terms of the Further Competition any reference to 'person' includes, but is not limited to, any person, firm, body or association, corporate or incorporate.

2. CONDUCT

The Potential Provider agrees to abide by these Terms of the Further Competition and any instructions given in the Further Competition Invitation and agrees to ensure that any of its staff, contractors, subcontractors, consortium members and advisers involved or connected with the Further Competition abide by the same.

2.1 Contact during the Further Competition exercise and canvassing

The Potential Provider must not directly or indirectly canvass any Minister, public sector employee or agent regarding this Further Competition or attempt to procure any information from the same regarding the Further Competition (except where permitted by the Further Competition Invitation). Any attempt to do so may result in the Potential Provider's disqualification from this Further Competition.

2.2 Collusive Behaviour

- 2.2.1 The Potential Provider must not (and shall ensure that its subcontractors, consortium members, advisors or companies within its Group do not):

- 2.2.1.1 fix or adjust any element of the Tender by agreement or arrangement with any other person;
- 2.2.1.2 communicate with any person other than the [insert Customer name] the value, price or rates set out in the Tender or information which would enable the precise or approximate value, price or rates to be calculated by any other person;
- 2.2.1.3 enter into any agreement or arrangement with any other person, so that person refrains from submitting a Tender;
- 2.2.1.4 share, permit or disclose to another person, access any information relating to the Tender (or another Tender to which it is party) with any other person; or
- 2.2.1.5 offer or agree to pay or give or does pay or give any sum or sums of money, inducement or valuable consideration directly or indirectly to any other person for doing or having done or causing or having caused to be done in relation to the Tender any other Tender or proposed Tender, any act or omission,

except where such prohibited acts are undertaken with persons who are also participants in the Potential Provider's Tender, such as subcontractors, consortium members, advisors or companies within its group, or where disclosure to such person is made in confidence in order to obtain quotations necessary for the preparation of the Tender or obtain any necessary security.

- 2.2.2 If the Potential Provider breaches paragraph 2.2.1, the Authority may (without prejudice to any other criminal or civil remedies available to it) disqualify the Potential Provider from further participation in the Further Competition.
- 2.2.3 The Authority may require the Potential Provider to put in place any procedures or undertake any such action(s) that the Authority in its sole discretion considers necessary to prevent or curtail any collusive behaviour.

3. COMPLIANCE

The Potential Provider agrees that in cases where their Tender is deemed non-complaint when compared with the requirements set out within the Invitation to Tender (e.g. budget, terms and conditions) they will be excluded from the Further Competition.

4. RIGHT TO CANCEL OR VARY THE FURTHER COMPETITION

- 4.1 The Authority reserves the right:
 - 4.1.1 amend, clarify, add to or withdraw all or any part of the Further Competition Invitation at any time during the Further Competition;
 - 4.1.2 to vary any timetable or deadlines set out in the Further Competition Invitation;
 - 4.1.3 not to conclude a contract for some or all of the goods and/or services (as applicable) for which Tenders are invited; and
 - 4.1.4 cancel all or part of the Further Competition at any stage at any time.
- 4.2 The Potential Provider accepts and acknowledges that by issuing the Further Competition Invitation, the Authority is not bound to accept a Tender or obliged to conclude a contract with the Potential Provider at all.

APPENDIX B – SERVICE DESCRIPTION

1. INTRODUCTION AND BACKGROUND TO THE AUTHORITY

- 1.1 Shropshire Council is coming to the end of its current Enterprise subscription agreement and is looking to procure a new Microsoft agreement via this reseller tender process.

2. BACKGROUND TO REQUIREMENT/OVERVIEW OF REQUIREMENT

- 2.1 Shropshire Council has explored the current Microsoft agreements available and has decided that an Enterprise Cloud Subscription service (ECS) is the best fit solution. The term of the agreement will be in line with normal Microsoft /cabinet office negotiated subscription agreements and be a three year term with additional options for years 4 and 5.
- 2.2 It should be noted that one element of the schedule (Office 365 E5 licensing) is negotiated with Microsoft, fixed element for the life of the 3 year term and is not subject to true up / down alterations at agreement anniversary.
- 2.3 Local government funding is subject to extreme pressure so we will look to our reseller to provide support in maximising the value of the agreement and provide flexibility in delivery as council services and organisation change to reflect budgetary pressure.

3. SPECIFICATION

- 3.1 The Authority is seeking the provision of a Microsoft Enterprise Agreement for a period of 3 years from 22 February 2016 to 21 February 2019 with an option to extend for a further 2 years (3 years + 1 year + 1 year).
- 3.2 All quotations are to be sourced from Lot 2 of the CCS, MoD and Pro5 technology products framework agreement (RM1054).
- 3.3 As part of this tender we would be looking for the best value proposition from a reseller based on price and quality. Price will be assessed on the overall cost of the agreement over the main 3 year term

4. LETTER OF APPOINTMENT AND CALL OFF CONTRACTS

- 4.1 The award to the successful contractor will be confirmed using the letter of appointment and call off contract provided by CCS under this framework.

APPENDIX C – FURTHER COMPETITION QUESTIONNAIRE

1. INTRODUCTION

- 1.1 Appendix C sets out the questions that will be evaluated as part of this Further Competition.
- 1.2 The following information has been provided in relation to each question (where applicable):
 - 1.2.1 Weighting – highlights the relative importance of the question;
 - 1.2.2 Guidance – sets out information for the Potential Provider to consider when preparing a response; and
 - 1.2.3 Marking Scheme – details the marks available to evaluators during evaluation.

2. DOCUMENT COMPLETION

- 2.1 Potential Providers **must** provide a response to every question in the blue shaded boxes. All responses must be in Arial font, no less than size 11.
- 2.2 Potential Providers **must not** alter / amend the document in any way.
- 2.3 Potential Providers **must not** submit any additional information with your Tender other than that specifically requested in this document.

3. RESPONSE TEMPLATE

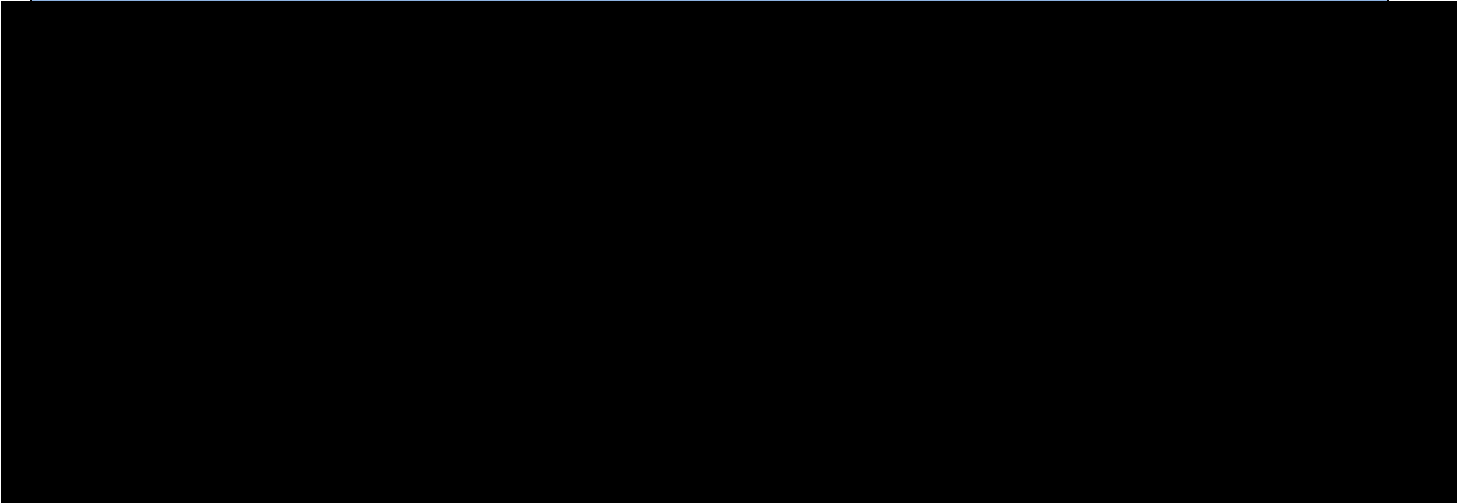
[1] COMPANY INFORMATION	
[1.1]	Please state your full company name
COMPAREX UK Limited	

[2] POTENTIAL PROVIDER CONTACT	
[2.1]	Please state the contact's name
[REDACTED]	
[2.2]	Please state the contact's telephone number
[REDACTED]	
[2.3]	Please state the contact's e-mail address
[REDACTED]	

[3] PASS/FAIL QUESTIONS	Pass/Fail
<p>Please Note: The following questions are a Pass / Fail question, therefore if a Potential Provider cannot or is unwilling to answer 'Yes', their Tender will be deemed non-compliant and they will be unable to be considered for this requirement. The Potential Provider should confirm by deleting the inappropriate answer.</p>	

[3.1]	The Contractor agrees that where requested in writing during the term of any Agreement for the supply Goods Works or Services it will ensure that an appropriately authorised representative of the Contractor shall attend a Committee meeting of the Council upon being invited to do so by the Council	Yes	
[3.2]	Please confirm that your company will undertake engineer scheduling and customer notification of device delivery and installation dates at no extra cost to Shropshire Council.	Yes	

[4] Contract Management Question	Weighting 3%
Guidance:	
A Microsoft Enterprise agreement is a living engagement and requires an ongoing relationship between the customer, the reseller and Microsoft. In the question below show how you will effectively manage this relationship, highlighting roles and responsibilities and experience of any staff involved. Highlight any activity that has a fee or charge.	
Question:	
Shropshire Council would expect support and assistance from its reseller to effectively manage the Microsoft Software agreement. Please outline your account management and licensing support arrangements including relevant staffing qualifications	
<p>COMPAREX will assign Danny George as the Council's dedicated Account Manager, and he will</p> <div style="background-color: black; height: 20px; width: 100%;"></div> <div style="background-color: black; height: 20px; width: 100%;"></div>	



Maximum 400 words

Marking Scheme:

The following marking scheme will be used to assess the response provided to this question:

Questions within the quality sections shown above will be scored using the following scoring scheme. Each answer from the questions identified below will be given a mark between 0 and 10 with the following meanings:

Assessment	Mark	Interpretation
Excellent	10	<i>Exceeds the requirement. Exceptional demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	9	
Good	8	<i>Satisfies the requirement with minor additional benefits Above average demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response</i>

		<i>identifies factors that demonstrate added value, with evidence to support the response.</i>
	7	
Acceptable	6	<i>Satisfies the requirement. Demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures, with evidence to support the response.</i>
	5	
Minor Reservations	4	<i>Satisfies the requirement with minor reservations Some minor reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with limited evidence to support the response.</i>
	3	
Serious Reservations	2	<i>Satisfies the requirement with major reservations. Considerable reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>
	1	
Unacceptable	0	<i>Does not meet the requirement Does not comply and/or insufficient information provided to demonstrate how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>

The use of odd numbers indicates an answer's allocated mark lies between definitions.

[5] Approach to Renewals Question Weighting 4%

Guidance:

The anniversary of the agreement requires detailed work to ensure the customer is compliant with the agreement and is correctly and appropriately licensed. What processes, actions, support or tools would you use to support the annual renewal. Highlight any activity that has a fee or charge.

Question:

Please outline your processes to support Shropshire Council at the annual Software agreement true up /down anniversary and end of agreement re-procurement.



[Redacted content]

[Redacted content]

[Redacted content]

[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]

[Redacted content]

[Redacted content]

Maximum 400 words

Marking Scheme:

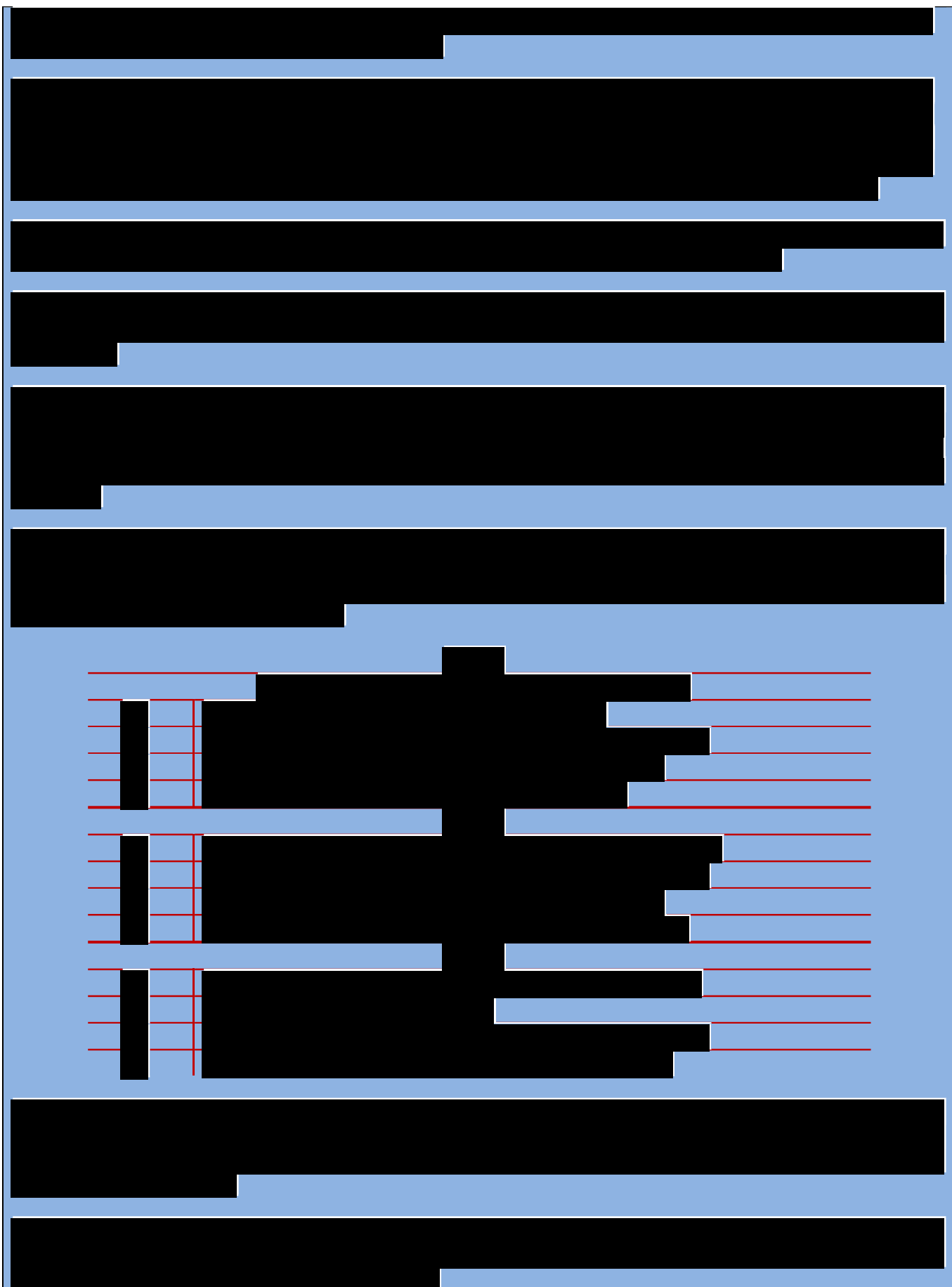
The following marking scheme will be used to assess the response provided to this question:

	<p>Questions within the quality sections shown above will be scored using the following scoring scheme. Each answer from the questions identified below will be given a mark between 0 and 10 with the following meanings:</p>	
	Assessment	Mark
	Excellent	10
		9
	<p><i>Exceeds the requirement. Exceptional demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i></p>	

	Good	8	<i>Satisfies the requirement with minor additional benefits Above average demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
		7	
	Acceptable	6	<i>Satisfies the requirement. Demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures, with evidence to support the response.</i>
		5	
	Minor Reservations	4	<i>Satisfies the requirement with minor reservations Some minor reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with limited evidence to support the response.</i>
		3	
	Serious Reservations	2	<i>Satisfies the requirement with major reservations. Considerable reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>
		1	
Unacceptable	0	<i>Does not meet the requirement Does not comply and/or insufficient information provided to demonstrate how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>	

The use of odd numbers indicates an answer's allocated mark lies between definitions.

[6] Microsoft Licensing Advice Question	Weighting 3%
Guidance:	
Licensing will change over the course of the agreement and so as a customer we would wish to keep abreast of those changes for compliance and the ability to optimise any new licensing models. Please provide information on how you would do this. Highlight any activity that has a fee or charge.	
Question:	
Please outline your approach to supporting Shropshire Council in future Microsoft licensing advice and queries.	



Marking Scheme:

The following marking scheme will be used to assess the response provided to this question:

Questions within the quality sections shown above will be scored using the following scoring scheme. Each answer from the questions identified below will be given a mark between 0 and 10 with the following meanings:

Assessment	Mark	Interpretation
Excellent	10	<i>Exceeds the requirement. Exceptional demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	9	
Good	8	<i>Satisfies the requirement with minor additional benefits Above average demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	7	
Acceptable	6	<i>Satisfies the requirement. Demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures, with evidence to support the response.</i>
	5	
Minor Reservations	4	<i>Satisfies the requirement with minor reservations Some minor reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with limited evidence to support the response.</i>
	3	
Serious Reservations	2	<i>Satisfies the requirement with major reservations. Considerable reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>
	1	
Unacceptable	0	<i>Does not meet the requirement Does not comply and/or insufficient information provided to demonstrate how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>

The use of odd numbers indicates an answer's allocated mark lies between definitions.

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[7] Additional Benefits Question	Weighting 15%
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Guidance:

Please list any additional benefits either from yourselves or Microsoft that are provided on the commencement and duration of the licensing agreement. Indicate longevity, number, price, qualifying conditions etc. Highlight any activity that has a fee or charge.

Question:

Please outline any additional benefits you would provide to Shropshire council above the delivery of the MS licensing agreement. Typically such benefits would be training resources, staff software purchase, e-learning, TechNet, developer support.

[Redacted content]

[Redacted content]

Maximum 500 words

Marking Scheme:

The following marking scheme will be used to assess the response provided to this question:

Questions within the quality sections shown above will be scored using the following scoring scheme. Each answer from the questions identified below will be given a mark between 0 and 10 with the following meanings:

Assessment	Mark	Interpretation
Excellent	10	<i>Exceeds the requirement. Exceptional demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	9	
Good	8	<i>Satisfies the requirement with minor additional benefits Above average demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	7	
Acceptable	6	<i>Satisfies the requirement. Demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures, with evidence to support the response.</i>
	5	
Minor Reservations	4	<i>Satisfies the requirement with minor reservations Some minor reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with limited evidence to support the response.</i>
	3	

	Serious Reservations	2	<i>Satisfies the requirement with major reservations. Considerable reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>
		1	
	Unacceptable	0	<i>Does not meet the requirement Does not comply and/or insufficient information provided to demonstrate how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>

The use of odd numbers indicates an answer's allocated mark lies between definitions.

[8] Maximising Benefits Question Weighting 5%

Guidance:

The agreement has inherent benefits to us as a customer, it may also have additional benefits provided by you the reseller. Indicate how you would help up us to achieve maximum use and benefit from these additional features. Highlight any activity that has a fee or charge.

Question:

How would you ensure Shropshire council derides the maximum benefit from its licensing agreement to ensure best value is achieved and to reduce costs to the council overall?



Maximum 500 words

Marking Scheme:

The following marking scheme will be used to assess the response provided to this question:

Questions within the quality sections shown above will be scored using the following scoring scheme. Each answer from the questions identified below will be given a mark between 0 and 10 with the following meanings:

Assessment	Mark	Interpretation
Excellent	10	<i>Exceeds the requirement. Exceptional demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	9	
Good	8	<i>Satisfies the requirement with minor additional benefits Above average demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures. Response identifies factors that demonstrate added value, with evidence to support the response.</i>
	7	

	Acceptable	6	<i>Satisfies the requirement. Demonstration by the Tenderer of how they will meet this requirement by their allocation of skills and understanding, resources and quality measures, with evidence to support the response.</i>
		5	
	Minor Reservations	4	<i>Satisfies the requirement with minor reservations Some minor reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with limited evidence to support the response.</i>
		3	
	Serious Reservations	2	<i>Satisfies the requirement with major reservations. Considerable reservations regarding how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>
		1	
	Unacceptable	0	<i>Does not meet the requirement Does not comply and/or insufficient information provided to demonstrate how the Tenderer will meet this requirement by their allocation of skills and understanding, resources and quality measures, with little or no evidence to support the response.</i>
<p>The use of odd numbers indicates an answer's allocated mark lies between definitions.</p>			

[9] PRICE				Weighting 70%
Guidance:				
Please enter the total cost for each product (unit cost x quantity required) All prices shall be in GBP and exclusive of VAT.				
Question:				
Items for the Enterprise Agreement Subscription				
SKU	Product Description		Quantity	
D75-01979	BztkSvrStd ALNG LicSAPk MVL 2Lic CoreLic	Biz Talk server Standard	5	
H04-00232	SharePointSvr ALNG LicSAPk MVL	SharePoint Server	10	
N9J-00523	DynCRMSvr ALNG LicSAPk MVL	CRM Server	10	
QYA-00222	DynCRMProAddCAL ALNG LicSAPk MVL UsrCAL	CRM CALs	166	
AAA-10756	EntCloudSuite ShrdSvr ALNG SubsVL MVL PerUsr	Enterprise Cloud Suite	100	

AAA-10726	EntCloudSuiteFromSA ShrdSvr ALNG SubsVL MVL PerUsr		3,200
395-02412	ExchgSvrEnt ALNG LicSAPk MVL	Exchange server enterprise	2
312-02177	ExchgSvrStd ALNG LicSAPk MVL	Exchange server standard	2
3VU-00043	MSDNPltfrms ALNG LicSAPk MVL	Developer platform	5
VD2-00020	O365PlanE5w/oPSTN ShrdSvr ALNG SubsVL MVL Promo AddOn toEntCloudSte		750
076-01776	Prjct ALNG licsapk MVL	Project on Premise	48
4QT-00002	PrjctProforO365 ShrdSvr ALNG SubsVL MVL PerUsr	Project Pro for Office 365	1
5HU-00215	SfBSvr ALNG LicSAPk MVL	Skype for Business Server (Lync server)	4
AAA-11392	SfB Plus CAL Addon ShrdSvr ALNG SubsVL MVL AddOn toEntCloudSte	Skype for Business Plus CAL (enterprise telephony)	2,550
4ZF-00033	VDA ALNG SubsVL MVL Pltfrm PerDvc	Virtual Desktop Application	1
N9U-00002	VisioProforO365 ShrdSvr ALNG SubsVL MVL PerUsr	Visio online	91
D86-01175	VisioStd ALNG LicSAPk MVL	Visio standard on prem	6
6VC-01252	WinRmtDsktpSrvcsCAL ALNG LicSAPk MVL UsrCAL	Remote desktop services	500

Items for inclusion within your Server Cloud Enrolment (SCE)

SKU	Product Description		Quantity
6QK-00001	AzureMonetaryCommit ShrdSvr ALNG SubsVL MVL Commit	Azure	65
FUD-00937	CISDataCtr ALNG SubsVL MVL 2Proc	Windows server Datacenter and System Center Datacenter	43
7JQ-00663	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic	SQL Server Enterprise Core (no CALs required)	20
7NQ-00476	SQLSvrStdCore ALNG SubsVL MVL 2Lic CoreLic	SQL server Standard Core (no CAL's required)	4

Total

Marking Scheme:

The maximum mark available for Price will be 700. This mark will be awarded to the lowest priced Potential Provider. Remaining Potential Providers will receive a mark out of this maximum mark on a pro rata basis dependent on how far they deviate from the lowest price.

The calculation that will be used to determine marks is as follows:

$$\text{Score} = \frac{\text{Lowest Tender Price}}{\text{Tender Price}} \times 700 \text{ (maximum mark available)}$$



personal info

Comparex UK Ltd

Emailed to technologyproducts@comparex.co.uk

Shropshire Council
Shirehall
Abbey Foregate
Shrewsbury
Shropshire SY2 6ND

Date: 9 February 2016

Dear Tenderer

**HMC 006 – Microsoft Enterprise Agreement Contract
(RM1054 Lot 2 Mini Competition under Framework)**

SUBJECT TO CONTRACT

Further to your recent submission of a Tender for the above Further Competition carried out under the Crown Commercial Service Technology Products (RM1054) framework, I am writing to advise that the Further Competition is now complete.

I am pleased to inform you that your company ranked first in our evaluation and therefore we would like to award the Microsoft Enterprise Agreement Contract to you.

We are holding a 10 day standstill period for this Further Competition, therefore you are strongly advised not to incur any expense or enter into any binding arrangements during this pre-contract period.

You are requested not to make any press announcements regarding the award of this Further Competition until the contract has been signed by both parties.

A copy of the completed Contract will be forwarded to you shortly for your signature and return.

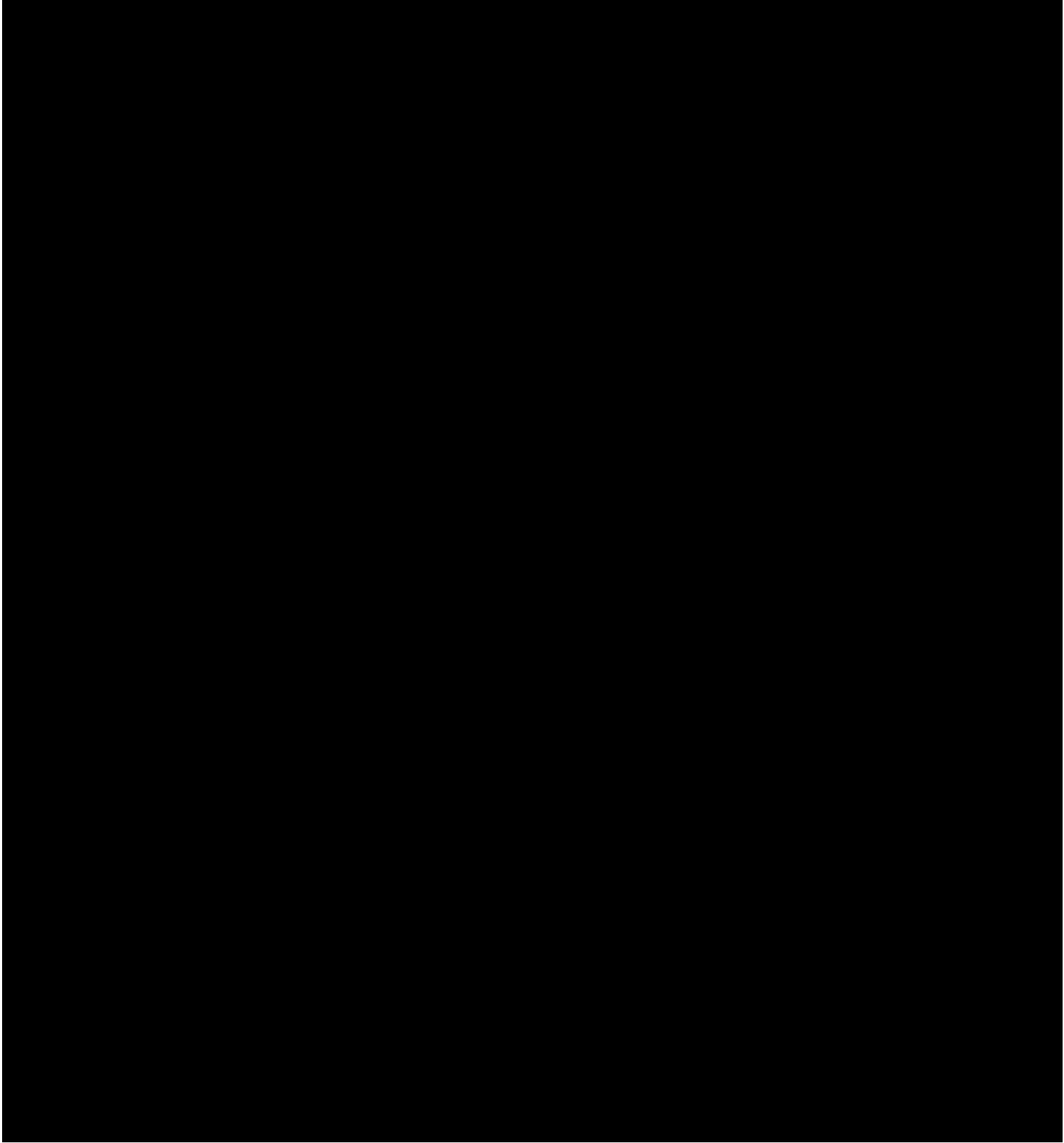
For your information, please also find attached a Debrief Report which sets out the scores achieved by your company during the evaluation.

Yours sincerely

ICT Team Leader
Shropshire Council

Interim ICT Manager
Shropshire Council

commercial info



commercial info

