



9 March 2017

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Please ask for: [REDACTED]

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RMNI 001

Dear Sirs

**RMNI 001 – SUPPLY OF ICT STORAGE UPGRADE
TENDERED UNDER RM3733 LOT 1**

SHROPSHIRE COUNCIL

You have been invited to tender for the above requirement. With this letter please find copies of the following documents:

1. Further Competition
2. Instructions to Tenderers

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

Please pay particular attention to the points below concerning the returning of tenders.

Returning of Tenders

- The deadline for returning tenders is **noon on Tuesday 17 January 2017** any tenders received after this time will not be accepted
- Tenders are to be submitted through Delta, our electronic tender portal
 - 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.
 - **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.**

Tenders **cannot** be accepted if:

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

personal info

Freedom of Information

Under the provisions of the Freedom of Information Act 2000 from 1 January 2005, the public (included in this are private companies, journalists, etc.) have a general right of access to information held by public authorities. Information about your organisation, which Shropshire Council may receive from you may be subject to disclosure, in response to a request, unless one of the various statutory exemptions applies.

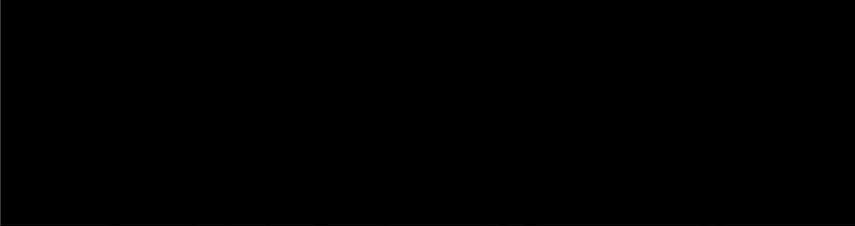
Therefore if you provide any information to Shropshire Council in the expectation that it will be held in confidence, you must make it clear in your documentation as to the information to which you consider a duty of confidentiality applies. The use of blanket protective markings such as "commercial in confidence" will no longer be appropriate and a clear indication as to what material is to be considered confidential and why should be given.

Other Details

Please note that if supplementary questions are raised by any tenderer prior to the closing of tenders and Shropshire Council decides that the answers help to explain or clarify the information given in the Tender Documents, then both the questions and the answers will be circulated to all enterprises invited to submit a tender.

If you have any queries relating to this invitation to tender, please contact us through the Delta Portal.

Yours faithfully



Commissioning Development & Procurement Manager
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Enc



INSTRUCTIONS FOR TENDERING

**RMNI 001 – SUPPLY OF ICT STORAGE
INFRASTRUCTURE**

**UNDER FRAMEWORK RM3733 TECHNOLOGY
PRODUCTS 2**

Shropshire Council Instructions for tendering

All quotations are to be sourced from lot 1 - Hardware of the CCS, MoD and Pro5 technology products framework agreement (RM3733).

Please note the Council cannot give any guarantee in relation to the value of business to be awarded under this contract.

Shropshire Council is looking for a provider to supply and install the relevant equipment listed within this tender and upgrade the VMWare environment. The appointed provider will also provide professional services to migrate the current estate to the new hardware non disruptively. Suitable documentation and knowledge transfer will be provided by the successful company to support the upgrade.

- Setup and integration of the new NetApp FAS storage system at Live and DR sites configured with OnTap cluster mode version 9 with all the latest software, firmware updates and security patches
- Setup and configure networking on the FAS solution to connect to an existing Cisco data centre switching infrastructure ensuring high availability of all components. This will accommodate all existing VLAN's
- Setup of the new vCenter 6 environment at live and DR sites, including the latest vRealize OpsManager (at live ensuring compatibility), Platform Services Controller and Virtual Storage Console with the latest updates and security patches
- Migrate required configuration in Virtual Center 5 to the new version 6, including clusters, virtual networks, security groups and roles etc. (Unless there are any settings which are identified as detrimental to the new setup by either the supplier or Shropshire Council)
- Update and migrate all 20 existing and replacement hosts at both sites including firmware to vSphere 6 with all the latest updates and security patches. Add to the newly updated vCenter 6 environment at their respective sites
- Migration of Virtual Machines from the old storage to the new NetApp solution mostly stored on NFS data stores but will also include iSCSI presented data
- Configure SRM, including configuration workshop, test recovery group setup and SAT testing
- All hardware and software related to the upgrade will have the latest validated firmware, software updates and security patches applied including peripheral components such as NetApp SnapDrive
- The solution will have detailed supporting documentation of the configuration and skills transfer will be included as part of the implementation phase
- Testing is required before migration and for all areas after upgrade and details validated and then shown within the documentation

The contract will be for a period of 3 years with the option to extend the contract for a further 2 year period

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- Setup and integration of the new NetApp FAS storage system at Live and DR sites configured with OnTap cluster mode version 9 with all the latest software, firmware updates and security patches
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- Setup of the new vCenter 6 environment at live and DR sites, including the latest vRealize OpsManager (at live ensuring compatibility), Platform Services Controller and Virtual Storage Console with the latest updates and security patches
- Migrate required configuration in Virtual Center 5 to the new version 6, including clusters, virtual networks, security groups and roles etc. (Unless there are any settings which are identified as detrimental to the new setup by either the supplier or Shropshire Council)
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1.0 Invitation to Tender

- 1.1 You are invited to tender for the provision of supply of ICT storage infrastructure as detailed in the Tender Response Document. The contract will be for an initial period of 3 years commencing on the 13th February 2017 with the option to extend up to the 12th February 2022.
- 1.2 Tenders are to be submitted in accordance with the CCS Framework General Terms and Conditions and the instructions outlined within this document.
- 1.3 Tenders must be submitted in accordance with the following instructions. Tenders not complying in any particular way may be rejected by Shropshire Council (the Council) whose decision in the matter shall be final. Persons proposing to submit a Tender are advised to read the Invitation to Tender documentation carefully to ensure that they are fully familiar with the nature and extent of the obligations to be accepted by them if their Tender is accepted.
- 1.4 The Invitation to Tender documents must be treated as private and confidential. Tenderers should not disclose the fact that they have been invited to tender or release details of the Invitation to tender document other than on an “in confidence” basis to those who have a legitimate need to know or who they need to consult for the purpose of preparing the tender as further detailed in these Instructions for Tendering.
- 1.5 Tenderers shall not at any time release information concerning the invitation to tender and/or the tender documents for publication in the press or on radio, television, screen or any other medium without the prior consent of the Council.
- 1.6 The fact that a Tenderer has been invited to submit a tender does not necessarily mean that it has satisfied the Council regarding any matters raised in the pre-tender questionnaire submitted. The Council makes no representations regarding the Tenderer’s financial stability, technical competence or ability in any way to carry out the required services. The right to return to any matter raised in any pre-tender questionnaire submitted as part of the formal tender evaluation is hereby reserved by the Council.
- 1.7 The Invitation to Tender is issued on the basis that nothing contained in it shall constitute an inducement or incentive nor shall have in any other way persuaded a tenderer to submit a tender or enter into a Contract or any other contractual agreement.
- 1.8 Shropshire Council is purchasing on behalf of itself and any wholly owned local authority company or other entity that is deemed to be a contracting authority by virtue of the Council’s involvement

2.0 Terms and Conditions

- 2.1 Every Tender received by the Council shall be deemed to have been made subject to the Terms and Conditions of the CCS Framework RM3773 and these Instructions

for Tendering unless the Council shall previously have expressly agreed in writing to the contrary.

- 2.2** The Tenderer is advised that in the event of their Tender being accepted by the Council, they will be required to supply the required goods.

3.0 Preparation of Tenders

3.1 Completing the Tender Response Document

- 3.1.1** Tenders should be submitted using the 'Tender Response Document' following the instructions given at the front of the document. The Tenderer's attention is specifically drawn to the date and time for receipt of Tenders and that no submission received after the closing time will be considered.

- 3.1.2** All documents requiring a signature must be signed;

- a) Where the Tenderer is an individual, by that individual;
- b) Where the Tenderer is a partnership, by two duly authorised partners;
- c) Where the Tenderer is a company, by two directors or by a director and the secretary of the company, such persons being duly authorised for the purpose.

- 3.1.3** The Invitation to Tender Documents are and shall remain the property and copyright of the Council

3.2 Tender Preparation and Costs

- 3.2.1** It shall be the responsibility of Tenderers to obtain for themselves at their own expense all information necessary for the preparation of their Tender. No claim arising out of want of knowledge will be accepted. Any information supplied by the Council (whether in the Tender Documentation or otherwise) is supplied only for general guidance in the preparation of tenders.

- 3.2.2** Any Tenderer considering making the decision to enter into a contractual relationship with the Council must make an independent assessment of the Tender opportunity after making such investigation and taking such professional advice as it deems necessary.

- 3.2.3** Tenderers will be deemed for all purposes connected with their Tender submission where appropriate to have visited and inspected the Council, its assets, all the locations in respect of the delivery of the services/supplies/works and to have satisfied themselves sufficiently as to the nature, extent and character of the services supplies/works sought, and the human resources, materials, software, equipment, machinery, and other liabilities and other matters which will be required to perform the contract.

- 3.2.4** The Council will not be liable for any costs incurred by Tenderers in the preparation or presentation of their tenders.

- 3.2.5** Tenderers are required to complete all pricing schedules in the Invitation to tender documents. The terms "Nil" and "included" are not to be used but a zero or figures

must be inserted against each item. Unit rates and prices must be quoted in pounds sterling and whole new pence.

- 3.2.6** It shall be the Tenderer's responsibility to ensure that all calculations and prices in the Tender documentation are correct at the time of submission.
- 3.2.7** The Tenderer is deemed to have made him/herself acquainted with the Council's requirements and tender accordingly. Should the Tenderer be in any doubt regarding the true meaning and intent of any element of the specification he is invited to have these fully resolved before submitting his Tender. No extras will be allowed for any loss or expense involved through any misunderstanding arising from his/her failure to comply with this requirement.
- 3.2.8** Any Tender error or discrepancy identified by the Council shall be drawn to the attention of the Tenderer who will be given the opportunity to correct, confirm or withdraw the Tender.
- 3.2.9** The Tender Documents must be treated as private and confidential. Tenderers should not disclose the fact that they have been invited to tender or release details of the Tender document other than on an In Confidence basis to those who have a legitimate need to know or whom they need to consult for the purpose of preparing the Tender.

3.3 Parent Company Guarantee

It is a condition of contract that if the tendering company is a subsidiary then its Ultimate Group/Holding Company must guarantee the performance of this contract and provide a letter to that effect signed by a duly authorised signatory of the Ultimate Group/Holding Company if requested to do so by the Council. Where the direct parent company cannot provide an adequate guarantee in the opinion of the Council, the Council will look to another group or associate company, with adequate assets, to be the guarantor. In cases where the contract is with a Joint Venture Company (JVC) or a Special Purpose Vehicle (SPV) company, which may have two or more parent companies and which may not be adequately capitalised or have sufficient financial strength on its own to support the risk and obligations it has under the contract, 'joint and several' guarantees / indemnities from the parent companies of the JVC or SPV may be sought.

3.4 Warranty

The Tenderer warrants that all the information given in their Tender and if applicable their Request to Participate Questionnaire is true and accurate. The information provided will be deemed to form part of any contract formed under this contract.

The Tenderer warrants that none of their current Directors have been involved in liquidation or receivership or have any criminal convictions

4.0 Tender Submission

- 4.1** Tenders must be submitted strictly in accordance with the letter of instruction accompanying this Invitation to Tender. Tenders must be submitted by the deadline of **noon, 17 January 2017**.

- 4.2** No unauthorised alteration or addition should be made to the Specification and Tender Response Document, or to any other component of the Tender document. If any such alteration is made, or if these instructions are not fully complied with, the Tender may be rejected.
- 4.3** Qualified tenders may be submitted, but the Council reserves the right not to accept any such tender. The Council's decision on whether or not a Tender is acceptable will be final.
- 4.4** Tenderers should note that their Tender must remain open and valid and capable of acceptance for a period of at least 90 days.
- 4.5** Tenderers should note that Tenders and supporting documents must be written in English and that any subsequent contract, which may or may not be entered into, its formation, interpretation and performance, shall be subject to and in accordance with the laws of England and subject to the jurisdiction of the Courts of England and Wales.
- 4.6** Where Tender submissions are incomplete the Council reserves the right not to accept them.

5.0 Variant Bids

- 5.1** The Council is interested in alternative solutions which would provide and develop opportunities for savings in service costs, service improvement or other financial benefits. In particular, the Council wishes to encourage solutions which also deliver benefits and added value to the local economy, residents and the business community.
- 5.2** Tenderers may submit, at their discretion, a Tender offering a different approach to the project as a "Variant Bid". However, to permit comparability, at least one bid must be submitted strictly in accordance with the Invitation to Tender Documents (the "Compliant Tender") . Any Tender variant proposed must clearly state how it varies from the requirements of the Compliant Tender Documents, and be explicit in demonstrating the benefits that will accrue to the Council from adopting this approach. Tenderers will be required to identify which submission, in their view, demonstrates best value to the Council.
- 5.3** Variant Bids must contain sufficient financial and operational detail to allow any Variant Bid to be compared with the standard Tender, permitting its considerations in written form.

6.0 Tender Evaluation

- 6.1** The Tenderers may be called for interview to seek clarification of their tender or additional or supplemental information in relation to their tender. The presentations will not carry any weighting to the final score achieved by Tenderers, but will be used to clarify and moderate issues raised in the Tenderer's submissions. Any areas of discrepancy between submissions and information gained from the presentations will be reviewed and scores previously awarded will be amended if necessary.

- 6.2** If the Council suspects that there has been an error in the pricing of a Tender, the Council reserves the right to seek such clarification, as it considers necessary from the Tenderer in question.

7.0 Clarifications

- 7.1** Tenderers are responsible for clarifying any aspects of the tendering process and/or the Invitation to Tender documents in the manner described below.
- 7.2** If you are unsure of any section and require further clarification, please contact via our Delta Tenderbox.
- 7.3** Where appropriate, the Authorised Officer named above may direct the Tenderer to other officers to deal with the matter.
- 7.4** All queries should be raised as soon as possible (in writing), in any event not later than 6 January 2017.
- 7.5** All information or responses that clarify or enhance the tendering process will be supplied to all Tenderers on a uniform basis (unless expressly stated otherwise). These responses shall have the full force of this Instruction and where appropriate the Conditions of Contract. If a Tenderer wishes the Council to treat a question as confidential this must be expressly stated. The Council will consider such requests and will seek to act fairly between the Tenderers, whilst meeting its public law and procurement duties in making its decision.
- 7.6** Except as directed in writing by the Authorised Officer, and confirmed in writing to a Tenderer, no agent or officer or elected Member (Councillor) of the Council has any express or implied authority to make any representation or give any explanation to Tenderers as to the meaning of any of the Tender Documents, or as to anything to be done or not to be done by a Tenderer or to give any warranties additional to those (if any) contained in the ITT or as to any other matter or thing so as to bind the Council in any way howsoever.

8.0 Continuation of the Procurement Process

- 8.1** The Council shall not be committed to any course of action as a result of:
- i) issuing this Invitation to Tender;
 - ii) communicating with a Tenderer, a Tenderer's representative or agent in respect of this procurement exercise;
 - iii) any other communication between the Council (whether directly or through its agents or representatives) and any other party.

- 8.2** The Council reserves the right at its absolute discretion to amend, add to or withdraw all, or any part of this Invitation to Tender at any time during the tendering stage of this procurement exercise.
- 8.3** At any time before the deadline for receipt of tender returns the Council may modify the Invitation to Tender by amendment. Any such amendment shall be numbered and dated and issued by the Council to all participating tenderers. In order to give prospective Tenderers reasonable time in which to take the amendment into account in preparing its Tender return, the Council may in its sole discretion, extend the deadline for submission of the tender returns. The Council reserves the right to amend, withdraw, terminate or suspend all or any part of this procurement process at any time at its sole discretion.

9.0 Confidentiality

- 9.1** All information supplied by the Council in connection with or in these Tender Documents shall be regarded as confidential to the Council unless the information is already within the public domain or subject to the provisions of the Freedom of Information Act 2000.
- 9.2** The Contract documents and publications are and shall remain the property of the Council and must be returned upon demand.
- 9.3** Tenderers shall ensure that each and every sub-contractor, consortium member and/or professional advisor to whom it discloses these papers complies with the terms and conditions of this ITT.
- 9.4** The contents of this Invitation to Tender are being made available by the Council on condition that:
- 9.4.1** Tenderers shall at all times treat the contents of the Invitation to tender and any related documents as confidential, save in so far as they are already in the public domain and Tenderers shall not, subject to the provisions relating to professional advisors, sub-contractors or other persons detailed below, disclose, copy, reproduce, distribute or pass any of the contents of the Invitation to tender to any other person at any time or allow any of these things to happen;
- 9.4.2** Tenderers shall not use any of the information contained in this Invitation to tender for any purpose other than for the purposes of submitting (or deciding whether to submit) the tender; and
- 9.4.3** Tenderers shall not undertake any publicity activity within any section of the media.
- 9.5** Tenderers may disclose, distribute or pass this Invitation to tender to their professional advisors, sub-contractors or to another person provided that:
- 9.5.1** this is done for the sole purpose of enabling an Invitation to tender to be submitted and the person receiving the Information undertakes in writing to keep the Invitation to Tender confidential on the same terms as if that person were the Tenderer; or
- 9.5.2** the Tenderer obtains the prior written consent of the Council in relation to such disclosure, distribution or passing of the Invitation to Tender; or

9.5.3 the disclosure is made for the sole purpose of obtaining legal advice from external lawyers in relation to the procurement or to any Contract(s) which may arise from it; or

9.5.4 the Tenderer is legally required to make such a disclosure.

9.6 The Council may disclose detailed information relating to the Invitation to Tender to its officers, employees, agents, professional advisors or Governmental organisations and the Council may make any of the Contracts and procurement documents available for private inspection by its officers, employees, agents, professional advisors, contracting authorities or Governmental organisations.

9.7 Transparency of Expenditure

Further to its obligations regarding transparency of expenditure, the Council may be required to publish information regarding tenders, contracts and expenditure to the general public, which could include the text of any such documentation, except for any information which is exempt from disclosure in accordance with the provisions of the Freedom of Information Act to be determined at the absolute discretion of the Council.

10.0 Freedom of Information

10.1 Please note that from 1 January 2005 under the provisions of the Freedom of Information Act 2000, the public (included in this are private companies, journalists, etc.) have a general right of access to information held by public authorities. One of the consequences of those new statutory responsibilities is that information about your organisation, which Shropshire Council may receive from you during this tendering process may be subject to disclosure, in response to a request, unless one of the various statutory exemptions applies.

10.2 In certain circumstances, and in accordance with the Code of Practice issued under section 45 of the Act, Shropshire Council may consider it appropriate to ask you for your views as to the release of any information before we make a decision as to how to respond to a request. In dealing with requests for information under the Act, Shropshire Council has to comply with a strict timetable and it would therefore expect a timely response to any such consultation within five working days.

10.3 If, at any stage of this tendering process, you provide any information to Shropshire Council in the expectation that it will be held in confidence, then you must make it clear in your documentation as to the information to which you consider a duty of confidentiality applies. The use of blanket protective markings such as “commercial in confidence” will no longer be appropriate and a clear indication as to what material is to be considered confidential and why should be given.

10.4 Shropshire Council will not be able to accept that trivial information or information which by its very nature cannot be regarded as confidential should be subject to any obligation of confidence.

10.5 In certain circumstances where information has not been provided in confidence, Shropshire Council may still wish to consult with you as to the application of any other exemption such as that relating to disclosure that will prejudice the commercial

interests of any party. However the decision as to what information will be disclosed will be reserved to Shropshire Council.

For guidance on this issue see: <http://www.ico.gov.uk>

11.0 Disqualification

- 11.1** The Council reserves the right to reject or disqualify a Tenderer's Tender submission where:
- 11.1.1** The tenderer fails to comply fully with the requirements of this Invitation to tender or is in breach of clause 15 of the Council's General Terms and Conditions relating to Bribery and Corruption or is guilty of a serious or intentional or reckless misrepresentation in supplying any information required; or
- 11.1.2** The tenderer is guilty of serious or intentional or reckless misrepresentation in relation to its tender return and/or the procurement process.
- 11.1.3** The tenderer directly or indirectly canvasses any member, official or agent of the Council concerning the award of the contract or who directly or indirectly obtains or attempts to obtain information from any such person concerning any other Tender or proposed Tender for the services. The Canvassing Certificate must be completed and returned as instructed.
- 11.1.4** The Tenderer :
- a) Fixes or adjusts the amount of his Tender by or in accordance with any agreement or arrangements with any other person; or
 - b) Communicates to any person other than the Council the amount or approximate amount of his proposed Tender (except where such disclosure is made in confidence in order to obtain quotations necessary for preparation of the Tender for insurance purposes); or
 - c) Enters into an agreement or arrangement with any other person that he shall refrain from tendering or as to the amount of any Tender to be submitted; or
 - d) Offers or agrees to pay or give or does pay or gives any sum of money, inducement or valuable consideration directly or indirectly to any person for doing or having done or causing or having caused to be done in relation to any Tender or proposed Tender for the services any act or omission.
- 11.2** Any disqualification will be without prejudice to any other civil remedies available to the Council and without prejudice to any criminal liability which such conduct by a Tenderer may attract. The Non-Collusive Tendering Certificate must be completed and returned as instructed.
- 11.3** The Council reserves the right to disqualify an Applicant from further participating in this procurement process where there is a change in the control or financial stability of the Tenderer at any point in the process up to award of a contract and such change of control or financial stability has a materially adverse effect on the Tenderer's

financial viability or ability to otherwise meet the requirements of the procurement process.

12.0

E-Procurement

As part of its procurement strategy Shropshire Council is committed to the use of technology that can improve the efficiency of procurement. Successful Tenderers may be required to send or receive documents electronically. This may include purchase orders, acknowledgements, invoices, payment advices, or other procurement documentation. These will normally be in the Council's standard formats, but may be varied under some circumstances so as not to disadvantage small and medium suppliers.

13.0

Award of Contract

13.1 Award Criteria

The Award Criteria has been set out within the Tender Response Document accompanying this invitation to tender. The Council is not bound to accept the lowest or any Tender.

13.2 Award Notice

The Council will publish the name and addresses of the successful Tenderers in the Official Journal of the European Union (OJEU) where appropriate. The Contracting Authority reserves the right to pass all information regarding the outcome of the Tendering process to the Office of Fair Trading to assist in the discharge of its duties. Additionally, the Council will adhere to the requirements of the Freedom of Information Act 2000 and Tenderers should note this statutory obligation.

13.3 Transparency of Expenditure

Further to its obligations regarding transparency of expenditure, the Council may also be required to publish information regarding tenders, contracts and expenditure to the general public, which could include the text of any such documentation, except for any information which is exempt from disclosure in accordance with the provisions of the Freedom of Information Act to be determined at the absolute discretion of the Council.

14.0

Value of Contract

Shropshire Council cannot give any guarantee in relation to the value of this contract.

15.0

Acceptance

- 15.1** Tenders must be submitted strictly in accordance with the terms of the Council's Invitation to Tender documentation and acceptance of the tender shall be conditional on compliance with this Tender Condition.
- 15.2** The Tender documentation including, the General and Special Terms and Conditions of Contract, the Tender Response document, these Instructions to Tender, together with the formal written acceptance by the Council will form a binding agreement between the Contractor and the Council.
- 15.3** The Tenderer shall be prepared to commence the provision of the supply and services on the start date of the contract arrangement being 13th February 2017.

16.0

Payment Terms

Tenderers should particularly note that the principles governing public procurement require that, as far as is reasonably possible, payments for Goods, Works or Services are made after the provision. Therefore any indication of a pricing strategy within a Tender which provides for substantial payments at the outset of the Contract will be examined carefully to decide whether or not a Tender in such form can be accepted. If in the opinion of the Council such substantial payments appear excessive in relation to the requirements of the Contract the Council reserves, without prejudice to any other right to reject any Tender it may have, the right to require the Tenderer to spread such proportion of the costs as are considered excessive over the duration of the Contract.

17.0

Liability of Council

- 17.1** The Council does not bind himself to accept the lowest or any tender.
- 17.2** The Council does not accept any responsibility for any pre-tender representations made by or on its behalf or for any other assumptions that Tenderers may have drawn or will draw from any pre-tender discussions.
- 17.3** The Council shall not be liable to pay for any preparatory work or other work undertaken by the Tenderer for the purposes of, in connection with or incidental to this Invitation to Tender, or submission of its Tender response or any other communication between the Council and any other party as a consequence of the issue of this Invitation to Tender.
- 17.4** The Council shall not be liable for any costs or expenses incurred by any Tenderer in connection with the preparation of a Tender return for this procurement exercise, its participation in this procurement whether this procurement is completed, abandoned or suspended.
- 17.5** Whilst the Tender Documents have been prepared in good faith, they do not purport to be comprehensive nor to have been formally verified. Neither the Council nor any of its staff, agents, elected Members, or advisers accepts any liability or responsibility for the adequacy, accuracy or completeness of any information given, nor do they make any representation or given any warranty, express or implied, with respect to the Tender Documents or any matter on which either of these is based (including, without limitation, any financial details contained within the Specification and

Contract Documentation). Any liability is hereby expressly disclaimed save in the event of fraud, or in the event of specific warranties provided within the Contract Documentation.

18.0

Committee Meeting

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

19.0

Declaration

We, as acknowledged by the signature of our authorised representative, accept these Instructions to Tender as creating a contract between ourselves and the Council. We hereby acknowledge that any departure from the Instructions to Tender may cause financial loss to the Council.

Signed (1) Status.....

Signed (2) Status.....

(For and on behalf of)

Date



Crown
Commercial
Service

FURTHER COMPETITION

FOR

RMNI 001 – ICT Infrastructure Storage Upgrade

CONTRACT

UNDER FRAMEWORK RM3733 TECHNOLOGY PRODUCTS 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 Schedule 4;

“**Further Competition**” means the process used to establish a Contract that facilitates the provision of Shropshire Council’s Infrastructure Upgrade;

“**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 the Shropshire Council’s Infrastructure Upgrade 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 2 framework agreement (reference RM3733).

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, 21 st December 2016	Publication of the Further Competition Invitation
Wednesday, 21 st December 2016	Clarification period starts
Friday, 6 th January 2017	Clarification period closes (" Tender Clarifications Deadline ")
Tuesday, 10 th January 2017	Deadline for the publication of responses to Tender Clarification questions
Tuesday, 17 th January 2017	Deadline for submission of a Tender to the Authority Contract (" Tender Submission Deadline ")
Tuesday, 24 th January 2017	Potential interview date for shortlisted providers
Monday, 13 th February 2017	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 Please send all clarification questions through Delta, the procurement portal.
- 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

We are evaluating price based on a total fixed price for the life of the contract. Full marks will be awarded to the lowest complete price and others will be awarded proportionally less.

The IT Team hasn't yet identified whether FAS8040 or FAS8200 is the best fit for our requirements. We are therefore asking for prices for Option 1 & Option 2.

7. SUBMITTING A TENDER

7.1 Tenders should be made, as per the letter of invitation to tender, the supplied Instructions to Tenderers and using this Further Competition 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 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.

7.3 The deadline for returning tenders is **noon on 17th January 2017** any tenders received after this time will not be accepted

7.4 Tenders are to be submitted through Delta, our electronic tender portal

7.4.1 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.

7.4.2 **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.**

7.4.3 Tenders **cannot** be accepted if:

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

7.5 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 40% /400 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
[4]	Price	600
[5]	Quality - Order Management	75
[6]	Quality - Warranty, Service & Support	75
[7]	Quality - Professional Services	250
Total		1,000

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 'Quality' 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 Shropshire Council 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 – SPECIFICATION

1. INTRODUCTION AND BACKGROUND TO THE AUTHORITY

Shropshire Council (the Authority) is a unitary authority. The ICT Team is based in the Council's largest office base in Shirehall, Shrewsbury. From there, they support ICT services throughout the county.

Shropshire Council is looking for an organisation to tender for the provision of equipment and professional services so as to upgrade the existing VMWare infrastructure. Currently the VSphere / VMWare platform is loaded as version 5 and we require this to be upgraded to the newer version 6 as part of this contract.

2. BACKGROUND TO REQUIREMENT/OVERVIEW OF REQUIREMENT

The hardware on which the current VMWare / vSphere platform runs is out of general support at our DR site. The Live site will also run out of general support in November 2017. The VMWare version currently running is version 5 and it is recommended that this is upgraded to Version 6, to support this upgrade we need to upgrade the platform. To achieve the upgrade to version 6, the Council's current VMWare / vSphere Platform needs to be upgraded and we have asked that you provide the relevant equipment to allow this upgrade. The Council have an existing Oracle cluster which requires updating and we have purchased replacement servers to enable this, 2 will be a straight replacement for those at the Live site and there are 2 to replace the existing 1 at the DR site. Whilst the hardware for the Oracle cluster has been purchased we will be looking to the successful supplier to undertake the configuration of these servers to ensure that they are following the Oracle licensing structure.

3 SPECIFICATION

2.1 All quotations are to be sourced from Lot 1 - Hardware of the CCS, MoD and Pro5 Technology Products 2 framework agreement (RM3733).

2.2 We are looking to work alongside professional service providers to strengthen internal competences on this platform, therefore during the works our staff will be closely involved and we would require full documentation to support us together for the upgrade.

The successful service provider will supply and install the relevant equipment listed within this tender and upgrade the VMWare environment. They will also provide professional services to migrate the current estate to the new hardware non disruptively. Suitable documentation and knowledge transfer will be provided by the successful provider to support the upgrade.

- Setup and integration of the new NetApp FAS storage system at Live and DR sites configured with OnTap cluster mode version 9 with all the latest software, firmware updates and security patches
- Setup and configure networking on the FAS solution to connect to an existing Cisco data centre switching infrastructure ensuring high availability of all components. This will accommodate all existing VLAN's
- Setup of the new vCenter 6 environment at live and DR sites, including the latest vRealize OpsManager (at live ensuring compatibility), Platform Services Controller and Virtual Storage Console with the latest updates and security patches

- Migrate required configuration in Virtual Center 5 to the new version 6, including clusters, virtual networks, security groups and roles etc. (Unless there are any settings which are identified as detrimental to the new setup by either the supplier or Shropshire Council)
- Update and migrate all 20 existing and replacement hosts at both sites including firmware to vSphere 6 with all the latest updates and security patches. Add to the newly updated vCenter 6 environment at their respective sites
- Migration of Virtual Machines from the old storage to the new NetApp solution mostly stored on NFS data stores but will also include ISCSI presented data
- The solution will have detailed supporting documentation of the configuration and skills transfer will be included as part of the implementation phase
- Configure SRM, including configuration workshop, test recovery group setup and SAT testing
- All hardware and software related to the upgrade will have the latest validated firmware, software updates and security patches applied including peripheral components such as NetApp SnapDrive
- Testing is required before migration and for all areas after upgrade and details validated and then shown within the documentation
- All works will be completed non disruptively
- Any maintenance / support cover will be for a period of 3 years with the option to extend the contract for a further 2 year period

3. LETTER OF APPOINTMENT AND CALL OFF CONTRACTS

- 3.1 Any necessary changes will be agreed with the appointed provider.
- 3.2 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 and the Instructions to Tenderers.

3. RESPONSE TEMPLATE

[1] COMPANY INFORMATION		
[1.1]	Please state your full company name	ANS Group Limited
[1.2]	Registered company address	Synergy House, Guildhall Close, Manchester, M15 6SY
[1.3]	Registered company number	3176761
[1.4]	Registered charity number	N/A
[1.5]	Registered VAT number	245 6846 76
[1.6]	Name of immediate parent company	Project Daytona Bidco Limited
[1.7]	Name of ultimate parent company	Project Daytona Limited
[1.8]	Please mark 'X' in the relevant box to indicate your trading status	i) a public limited company <input type="checkbox"/> Yes
		ii) a limited company <input checked="" type="checkbox"/> Yes
		iii) a limited liability partnership <input type="checkbox"/> Yes
		iv) other partnership <input type="checkbox"/> Yes

personal info

		v) sole trader <input type="checkbox"/> Yes
		vi) other (please specify) <input type="checkbox"/> Yes
[1.9]	Please mark 'X' in the relevant boxes to indicate whether any of the following classifications apply to you	i) Voluntary, Community and Social Enterprise (VCSE)
		ii) Small or Medium Enterprise (SME) ¹ <input checked="" type="checkbox"/> Yes
		iii) Sheltered workshop <input type="checkbox"/> Yes
		iv) Public service mutual <input type="checkbox"/> Yes

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

¹ See EU definition of SME: <http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/>

[3]	PASS/FAIL QUESTIONS	Pass/Fail
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Please Note: The following questions are Pass / Fail questions, 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.

[3.1]	Please complete and sign the Form of Tender	Yes	✓
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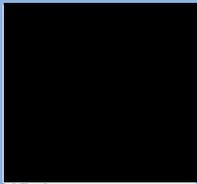
Form of Tender

Shropshire Council

Tender for supply and installation of specific equipment, along with professional services to undertake the upgrade of Shropshire Council's Infrastructure.

We confirm that this, our tender, represents an offer to Shropshire Council that if accepted in whole, or in part, will create a binding contract for the supply of servers and professional services at the prices and terms agreed and subject to the terms of the invitation to tender documentation and the framework terms RM3733, copies of which we have received.

Signed:



Name:



Date 16/01/2017

Designation: Director of Public Sector Sales

Company: ANS Group

Address: Synergy House, Guildhall Close, Manchester Science Park

Post Code: M15 6SY

Tel No: 0161 227 1000

Fax No: 0161 227 1020

E-mail address:



Web address: www.ansgroup.co.uk

[3.2]	Please complete and sign the Non-Canvassing Certificate	Yes	✓
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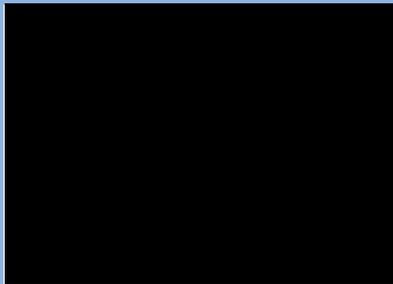
Non-Canvassing Certificate

To: Shropshire Council (hereinafter called “the Council”)

I/We hereby certify that I/We have not canvassed or solicited any member officer or employee of the Council in connection with the award of this Tender of any other Tender or proposed Tender for the Services and that no person employed by me/us or acting on my/our behalf has done any such act.

I/We further hereby undertake that I/We will not in the future canvass or solicit any member officer or employee of the Council in connection with the award of this Tender or any other Tender or proposed Tender for the Services and that no person employed by me/us or acting on my/our behalf will do any such act.

Signed (1)



Status: CTO

Signed (2)

Status: Director Of Sales

(For and on behalf of ANS Group LTD.)

Date: 16/01/2017

[3.3]	Please complete and sign the Non-Collusive Tendering Certificate	Yes	✓
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Non-collusive Tendering Certificate

To: Shropshire Council (hereinafter called “the Council”)

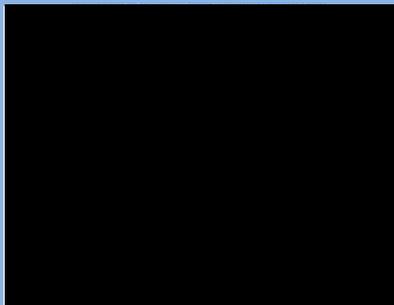
The essence of selective tendering is that the Council shall receive bona fide competitive Tenders from all persons tendering. In recognition of this principle:

I/We certify that this is a bona fide Tender, intended to be competitive and that I/We have not fixed or adjusted the amount of the Tender or the rates and prices quoted by or under or in accordance with any agreement or arrangement with any other person.

I/We also certify that I/We have not done and undertake that I/We will not do at any time any of the following acts:-

- (a) communicating to a person other than the Council the amount or approximate amount of my/our proposed Tender (other than in confidence in order to obtain quotations necessary for the preparation of the Tender for insurance); or
- (b) entering into any agreement or arrangement with any other person that he shall refrain from Tendering or as to the amount of any Tender to be submitted; or
- (c) offering or agreeing to pay or give or paying any sum of money, inducement or valuable consideration directly or indirectly to any person for doing or having done or causing or having caused to be done in relation to any other Tender or proposed Tender for the Services any act or omission.

Signed (1)



Status: CTO

Signed (2)

Status: Director Of Sales

(For and on behalf of ANS Group)

Date: 16/01/2017

[3.4]	Please complete and sign the Declaration of Connection with Officers or Elected Members of the Council	Yes	✓
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Declaration of Connection with Officers or Elected Members of the Council

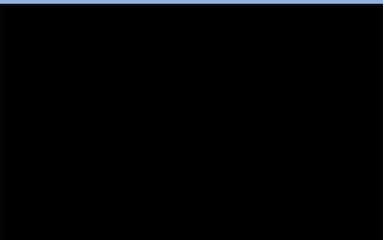
Are you or any of your staff who will be affected by this invitation to tender related or connected in any way with any Shropshire Council Elected Councillor or Employee?

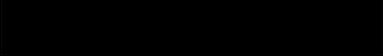
3.1.1.1 No

Name	Relationship

Please note:

This information is collected to enable the Council to ensure that tenders are assessed without favouritism. Whether or not you have a connection with elected members or employees will have no bearing on the success of your tender, but your tender will not be considered unless this declaration has been completed.

Signed (1) 

Signed (2) 

Status: CTO

Status: Director Of Sales

(For and on behalf of ANS Group)

Date: 16/01/2017

[3.5]	<p>Order Management</p> <p>Please confirm that your company will undertake engineer scheduling and customer notification of equipment delivery and installation dates at no extra cost to Shropshire Council.</p>	Yes	
[3.6]	<p>Order Management</p> <p>The appointed contractor will be required to start work on the upgrade as soon as possible, so that we can ensure that the infrastructure will be back in fully maintained order prior to 31st March 2017.</p> <p>Please indicate you can meet this requirement.</p>	Yes	
[3.7]	<p>Order Management</p> <p>Tenderers are asked to confirm that they are willing to sign Shropshire Council third party access form</p>	Yes	

Access to information or systems by third-parties

This agreement should be signed by all third-parties prior to access being granted to systems and/or non-public Council information. By signing this form you are agreeing:

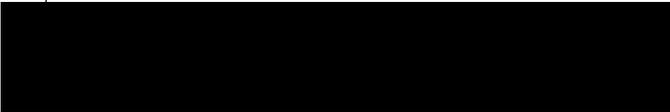
- to comply with the Council's Information Security Policy and procedures and take all necessary organisational and technical steps to ensure the security integrity and confidentiality of all data and other information held by the Council to which you shall have access
- to conform to the provisions of all relevant legislation inclusive of but not limited to the Data Protection Act 1998, Copyright Designs and Patents Act 1988, Computer Misuse Act 1990 and all subsequent relevant legislation
- that you will not without the prior written consent of the Council, divulge data or any other information provided to you by the Council or held by the Council to which you shall have access
- that you will take all reasonable precautions to ensure that viruses or other malicious software are not introduced onto or into the Council's IT facilities or systems
- that you will not without the previous consent of the Council in writing make any change or alteration to I.T. facilities or systems used by the Council
- that you will not access any of the Council's data information systems or facilities unless you are required to do so and in any event not without the Council's prior consent in writing. This includes only accessing information or systems specified by the Council and in accordance with agreed times of access.
- that you will not disclose methods of access to facilities or systems to any person without the Council's prior consent in writing
- that you will only download, print, copy or export the Council's accessed data or other information in accordance with business requirements agreed in writing with the Council
- that you will not store personal or sensitive data on portable media (CDs, memory sticks, laptops, etc.) without the data being encrypted, not just password protected.

I shall fully indemnify Shropshire Council against all damages (excluding consequential damages), costs, charges and expenses arising from or incurred by any failure on my part to comply with the above clauses and shall promptly notify Shropshire Council in writing of any alleged infringement of which I have notice of.

Notwithstanding the above clause the Contractor will have in place, and will maintain, with a reputable insurer, Public Liability Insurance in the sum of £5,000,000 (FIVE MILLION POUNDS) and Product liability Insurance in the sum of £5,000,000 (FIVE MILLION POUNDS) and Professional Indemnity Insurance in the sum of £1,000,000 (ONE MILLION POUNDS) and will provide evidence of this to Shropshire Council on request. The indemnity given shall be limited to those sums stated.

I agree not to make any admissions of liability without Shropshire Council's prior written consent. The provisions of this Clause shall survive the expiration or termination of this or any related Agreement.

Please sign below to acknowledge that you have read and understood this document and agree to the conditions therein.

.....




Date 16/01/17

Organisation/Contractor details ANS Group

We are looking at awarding this on a fixed price basis, for the initial 3 year term of the contract.

We have assessed our storage requirements and have listed below an initial specification detailing the NETAPP FAS8040. We are aware that the FAS8200 is now available and may provide a better cost option, so in addition we have also listed a specification for that model.

Please provide costings for both the models listed for each of the live and DR sites. We will make a final decision on the most appropriate model before final tender marking and award. We have made every effort to confirm the following specifications but we expect the supplier to confirm and warrant these specifications as functional and appropriate this will include any cable lengths that need to be adjusted to fit where the solution needs to be integrated to existing equipment. Should you identify a discrepancy or error or wish to alter the specifications in any way this must be clearly identified.

Our requirements for replacement NETAPP equipment is to ensure we have the following configuration, this needs to be for supply and installation:

Live site:

- Solution: FAS8040A, 2*DS2246 with 4*400GB SDD + 20*1.8TB SAS, 1*DS4246 with 24*6TB NL-SAS, 1*DS4246 with 12*6TB NL-SAS
- Capacities: RAW = 72TB SAS, 216TB NL-SAS & Usable = 38TB SAS, 115TB NL-SAS

DR site:

- Solution: FAS8040A, 2*DS2246 with 4*400GB SDD + 20*1.8TB SAS, 1*DS4246 with 24*6TB NL-SAS, 1*DS4246 with 12*6TB NL-SAS
- Capacities: RAW = 72TB SAS, 216TB NL-SAS & Usable = 38TB SAS, 115TB NL-SAS

ANS Response

[REDACTED]

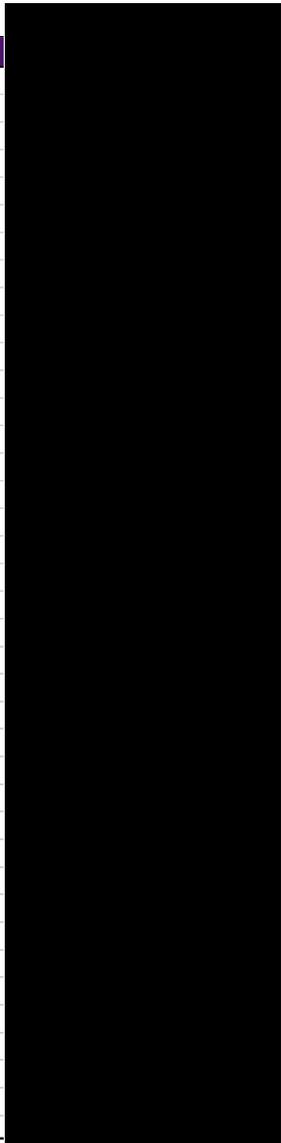
commercial info

Please provide prices for the following:

Option 1 - FAS8040:-

4.1 Shrewsbury Data Centre:

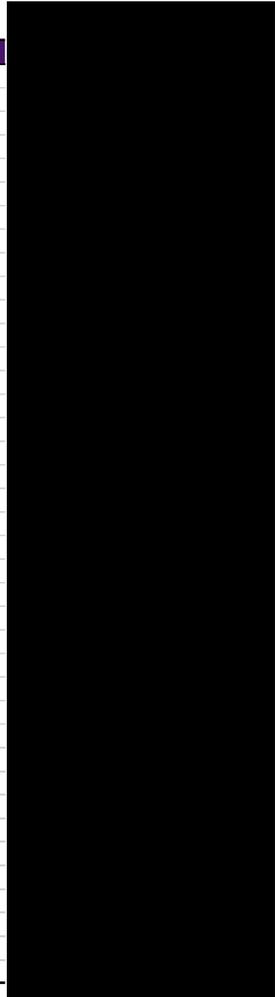
Part No.	Description	Qty
FAS8040-R6	FAS8040 MODEL	1
FAS8040A-001-R6	FAS8040 HIGH AVAILABILITY SYSTEM	2
X6227-R6-C	CHASSIS,FAS8040/60/80 W/CNTRL SLOTS,AC P	1
X6557-R6-C	CABLE,SAS CNTRL-SHELF/SHELF-SHELF/HA,0.5	2
X6559-R6-C	CABLE,SAS CNTRL-SHELF/SHELF-SHELF/HA,5M,	8
X2069-R6-C	HBA,4-PORT SAS 3/6/12GBPS QSFP PCIE,-C	2
X5515A-R6-C	RACKMOUNT KIT,4N2,DS14-MIDDLE,-C,R6	1
X5526A-R6-C	RACKMOUNT KIT,4-POST,UNIVERSAL,-C,R6	3
DS2246-SL002-24M-0P-R6-C	DSK SHLF,4X400GB,20X1.8TB,MIXED,0P,-C	2
DS4246-07A1-24A-0P-R6-C	DSK SHLF,24X6.0TB,7.2K,6G,0P,-C	1
DOC-80XX-C	DOCUMENTS,80XX,-C	1
DS424X-R6	STORAGE SHELFDS424XMODEL	1
X5526A-R6	RACKMOUNT KIT,4-POST,UNIVERSAL,R6	1
DS4246-0772-12A-QS-R6	DSK SHLF,12X6.0TB,7.2K,6G,QS	1
X6544A-R6	CABLE,MINISAS CNTRL-SHELF,5M	8
X6557-R6	CABLE,SAS CNTRL-SHELF/SHELF-SHELF/HA,0.5	12
X6560-R6	CABLE,ETHERNET,0.5M RJ45 CAT6	9
X6562-R6	CABLE,ETHERNET,5M RJ45 CAT6	4
X6585-R6	CABLE,ETHERNET,3M RJ45 CAT6	3
X6595-R6	CABLE,SAS CNTRL-SHELF/SHELF-SHELF/HA,3M	8
SW-2-8040A-PREMBNDL-C	SW-2,PREMIUM BNDL,8040A,-C	2
DATA-AT-REST-ENCRYPTION	DATA AT REST ENCRYPTION CAPABLE OPERATIN	2
OS-ONTAP1-CAP1-0P-C	OS ENABLE,PER-0.1TB,ONTAP,CAP-STOR,0P,-C	1440
OS-ONTAP1-CAP2-0P-C	OS ENABLE,PER-0.1TB,ONTAP,PERF-STOR,0P,-	720
OS-ONTAP1-CAP3-0P-C	OS ENABLE,PER-0.1TB,ONTAP,ULTRA-STOR,0P,	32
SW-2-CL-BASE	SW-2,BASE,CL,NODE	1
OS-ONTAP1-CAP1-0P-QS	OS ENABLE,PER-0.1TB,ONTAP,CAP-STOR,0P,QS	720
SW-NOC-CORE	SW,NETAPP ONCOMMAND CORE	1
X-SFP-H10GB-CU3M-R6-C	CABLE,CISCO 10GBASE COPPER SFP+ 3M,-C	8
X6566B-05-R6-C	CABLE,DIRECT ATTACH CU SFP+ 10G,0.5M,-C	4
X800-42U-R6-C	POWER CABLE,IN-CABINET,C13-C14,-C	8
X800-42U-R6	POWER CABLE,IN-CABINET,C13-C14	2
X-SFP-H10GB-CU1M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 1M	4
X-SFP-H10GB-CU3M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 3M	4
X-SFP-H10GB-CU5M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 5M	5
	Shipping	1
	TOTAL	



Option 1 - FAS8040:-

4.2 Nuneaton Data Centre:

Part No.	Description	Qty
FAS8040-R6	FAS8040 MODEL	1
FAS8040A-001-R6	FAS8040 HIGH AVAILABILITY SYSTEM	2
X6227-R6-C	CHASSIS,FAS8040/60/80 W/CNTRL SLOTS,AC P	1
X6557-R6-C	CABLE,SAS CNTLR-SHELF/SHELF-SHELF/HA,0.5	2
X6559-R6-C	CABLE,SAS CNTLR-SHELF/SHELF-SHELF/HA,5M,	8
X2069-R6-C	HBA,4-PORT SAS 3/6/12GBPS QSFP PCIE,-C	2
X5515A-R6-C	RACKMOUNT KIT,4N2,DS14-MIDDLE,-C,R6	1
X5526A-R6-C	RACKMOUNT KIT,4-POST,UNIVERSAL,-C,R6	3
DS2246-SL002-24M-OP-R6-C	DSK SHLF,4X400GB,20X1.8TB,MIXED,OP,-C	2
DS4246-07A1-24A-OP-R6-C	DSK SHLF,24X6.0TB,7.2K,6G,OP,-C	1
DOC-80XX-C	DOCUMENTS,80XX,-C	1
DS424X-R6	STORAGE SHELFDS424XMODEL	1
X5526A-R6	RACKMOUNT KIT,4-POST,UNIVERSAL,R6	1
DS4246-0772-12A-QS-R6	DSK SHLF,12X6.0TB,7.2K,6G,QS	1
X6544A-R6	CABLE,MINISAS CNTLR-SHELF,5M	8
X6557-R6	CABLE,SAS CNTLR-SHELF/SHELF-SHELF/HA,0.5	12
X6560-R6	CABLE,ETHERNET,0.5M RJ45 CAT6	9
X6562-R6	CABLE,ETHERNET,5M RJ45 CAT6	4
X6585-R6	CABLE,ETHERNET,3M RJ45 CAT6	3
X6595-R6	CABLE,SAS CNTLR-SHELF/SHELF-SHELF/HA,3M	8
SW-2-8040A-PREMBNDL-C	SW-2,PREMIUM BNDL,8040A,-C	2
DATA-AT-REST-ENCRYPTION	DATA AT REST ENCRYPTION CAPABLE OPERATIN	2
OS-ONTAP1-CAP1-OP-C	OS ENABLE,PER-0.1TB,ONTAP,CAP-STOR,OP,-C	1440
OS-ONTAP1-CAP2-OP-C	OS ENABLE,PER-0.1TB,ONTAP,PERF-STOR,OP,-	720
OS-ONTAP1-CAP3-OP-C	OS ENABLE,PER-0.1TB,ONTAP,ULTRA-STOR,OP,	32
SW-2-CL-BASE	SW-2,BASE,CL,NODE	1
OS-ONTAP1-CAP1-OP-QS	OS ENABLE,PER-0.1TB,ONTAP,CAP-STOR,OP,QS	720
SW-NOC-CORE	SW,NETAPP ONCOMMAND CORE	1
X-SFP-H10GB-CU3M-R6-C	CABLE,CISCO 10GBASE COPPER SFP+ 3M,-C	8
X6566B-05-R6-C	CABLE,DIRECT ATTACH CU SFP+ 10G,0.5M,-C	4
X800-42U-R6-C	POWER CABLE,IN-CABINET,C13-C14,-C	8
X800-42U-R6	POWER CABLE,IN-CABINET,C13-C14	2
X-SFP-H10GB-CU1M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 1M	4
X-SFP-H10GB-CU3M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 3M	4
X-SFP-H10GB-CU5M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 5M	5
	Shipping	1
	TOTAL	



**Option 2 - FAS8200:-
4.4 Nuneaton Data Centre:**

Part No.	Description	Qty
FAS8200	FAS8200MODEL	1
FAS8200A-002	FAS8200 HA SYSTEM,PREMIUM BUNDLE	2
X66030A-C	CABLE,12GB,MINI SAS HD TO HD,0.5M,-C	16
X6235-C	CHASSIS,FAS8200,AFF-A300,AC PS,-C	1
DS212C-07-4.0-12B-2P-C	DSK SHLF,12G,12X4TB,7.2K,2P,-C	2
DOC-8200-C	DOCUMENTS,8200,-C	1
X1558A-R6-C	POWER CABLE,IN-CABINET,48-IN,C13-C14,-C	14
X5526A-R6-C	RACKMOUNT KIT,4-POST,UNIVERSAL,-C,R6	6
X5515A-R6-C	RACKMOUNT KIT,4N2,DS14-MIDDLE,-C,R6	1
X2069-R6-C	HBA,4-PORT SAS 3/6/12GBPS QSFP PCIE,-C	2
FAS8200-EXP	FAS8200EXPANSION STORAGE MODEL	1
DS212C-07-4.0-12B-2P-CQ	DSK SHLF,12G,12X4TB,7.2K,2P,CQ	2
DS224C-10-1.2-24S-2P-CQ	DSK SHLF,12G,24X1.2TB,10K,2P,CQ	2
X6536-R6	CABLE,CNTRLR-SHELF/SWITCH,5M,LC/LC,OP	4
X6524-R6	CABLE,CNTRLR-SHELF/SWITCH,2M,PAIR,LC/LC,O	4
X6599A-R6	SFP+ OPTICAL 10GB SHORTWAVE,FAS80X0	4
X66030A	CABLE,12GB,MINI SAS HD TO HD,0.5M	16
X66042A	CABLE,12GB,SAS OPT,AOC,MINI SAS HD,3M	16
X66043A	CABLE,12GB,SAS OPT,AOC,MINI SAS HD,5M	16
SW-2-CL-BASE	SW-2,BASE,CL,NODE	1
SW-2-8200A-TPM-C	SW,TRUSTED PLATFORM MODULE ENABLED,8200A	2
DATA-AT-REST-ENCRYPTION	DATA AT REST ENCRYPTION CAPABLE OPERATIN	2
OS-ONTAP1-CAP1-PREM-2P-C	ONTAP,PER-0.1TB,PREMBNDL,CAPACITY,2P,-C	960
OS-ONTAP1-CAP2-PREM-2P-P	ONTAP,PER-0.1TB,PREMBNDL,PERF,2P,-P	576
OS-ONTAP1-CAP1-PREM-2P-P	ONTAP,PER-0.1TB,PREMBNDL,CAPACITY,2P,-P	960
SW-NOC-CORE	SW,NETAPP ONCOMMAND CORE	1
X6566B-05-R6-C	CABLE,DIRECT ATTACH CU SFP+ 10G,0.5M,-C	2
X-SFP-H10GB-CU3M-R6-C	CABLE,CISCO 10GBASE COPPER SFP+ 3M,-C	4
X-SFP-H10GB-CU5M-R6-C	CABLE,CISCO 10GBASE COPPER SFP+ 5M,-C	4
X-SFP-H10GB-CU1M-R6	CABLE,CISCO 10GBASE COPPER SFP+ 1M	4
X6566B-3-R6	CABLE,DIRECT ATTACH CU SFP+ 10G,3M	2
X6566B-05-R6	CABLE,DIRECT ATTACH CU SFP+ 10G,0.5M	2
	Shipping	1
	TOTAL	

4.5 Question: We require the above equipment to be supported for a 3 year period. The support itself for the equipment should be 24/7/365 cover. Please provide the relevant costings.

Support Cost for Live and DR site equipment	Total 3 year cost £	██████████
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4.6 Question: We have recently purchased replacement x3550 M5 servers to host our Oracle Clusters rather than incorporating the VM's into our existing production servers, due to Oracle license restrictions. We currently have 2 at our live site and 1 at our DR site, these will be replaced with 2 at each site.

We require these 4 servers to be configured accordingly so that they may run the Oracle clusters within the correct licensing.

Please provide the cost for this work.	Cost =	██████████
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<p>4.7 Question: We require professional services to undertake the complete upgrade for our virtual infrastructure from the current version 5 to version 6. We will require some of the works outside of normal working hours due to its effect on services for staff.</p> <p>Please see the Specification section for a full run down of the works we are expecting to be completed.</p>	
<p>Please provide the cost for this work.</p>	<p>Cost = <input type="text"/></p>
<p>All costs relating to the supply of equipment or services to ensure all of the required works are completed should be totalled here.</p> <p>Total cost for this tender £ <input type="text"/></p>	
<p>Marking Scheme:</p>	
<p>The Evaluation Team are assessing 2 options: -</p> <p>Option 1 – FAS8040 This will be a total basket price of Q4.1, 4.2, 4.5, 4.6, 4.7</p> <p>Option 2 – FAS8200 This will be a total basket price of Q4.3, 4.4, 4.5, 4.6, 4.7</p> <p>Each will be assessed by the same methodology. The maximum mark available for Total Price will be 600. 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.</p> <p>The calculation that will be used to determine marks is as follows:</p> $\text{Score} = \frac{\text{Lowest Tender Price}}{\text{Tender Price}} \times 600 \text{ (maximum mark available)}$	

[Redacted content]

5.2 Question: 10 marks

Please confirm that your company will provide regular reports to and as agreed with Shropshire Council on all aspects of this supply. Please describe your approach to delivering this requirement referring to supplementary information as appropriate:

[Redacted content]

[Redacted text block containing multiple paragraphs and bulleted lists of information.]

[Redacted]

5.4 Question: 25 marks

Please detail the project management that will be involved in this to ensure that all works are completed on time, to Shropshire Council's requirements and within the cost stated in 4 (Price).

Some of Shropshire Council's requirements to confirm that we are satisfied with the works undertaken would be:

Check that a VM can be migrated from the existing environment successfully using Storage vMotion and can continue to move between hosts with DRS vMotion on the new environment

Check all snap mirrors and snap shots are functioning as expected and scheduled migrated from existing setup

Ensure all high availability components are working as expected. Such as storage controller failover, Host failover, Switch failover

SRM failover using a sample VM set from live to DR and also test failback. Also carry out a sandbox failover from live to DR

NetApp Call home including performance reports are being sent and acknowledged including direct access to the NetApp portal which should include firmware and software updates

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
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- [Redacted]
- [Redacted]

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[Redacted]

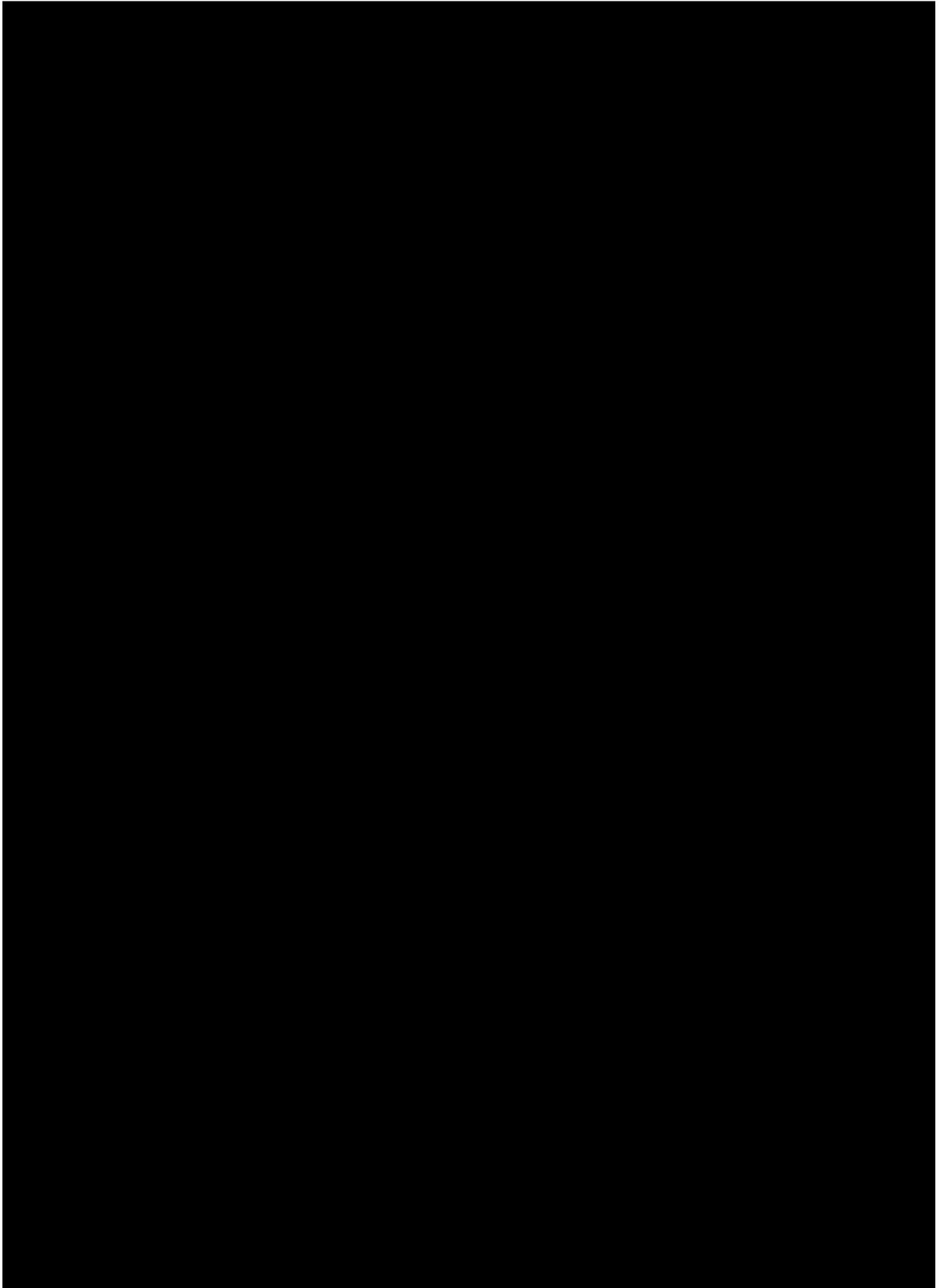
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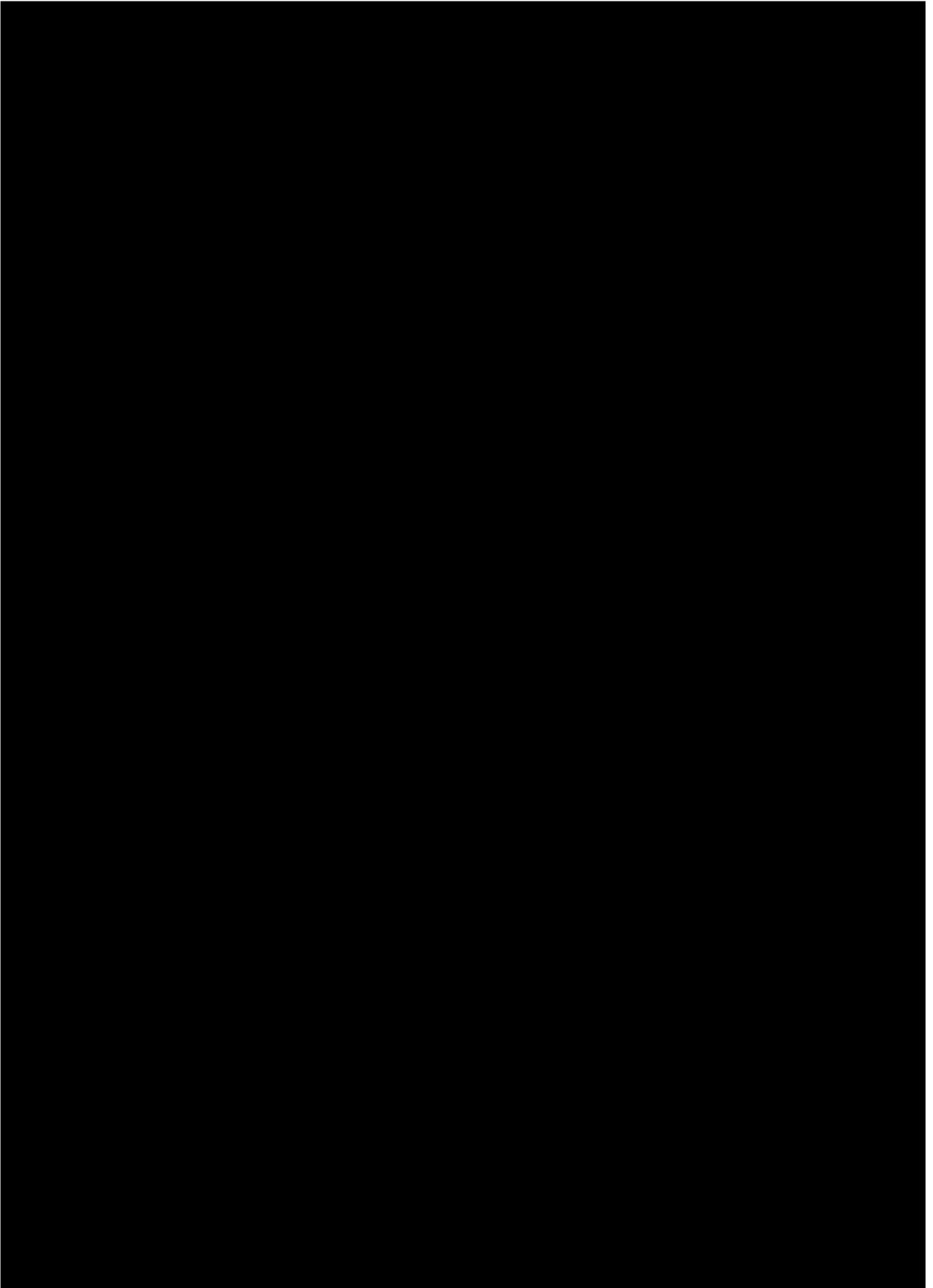
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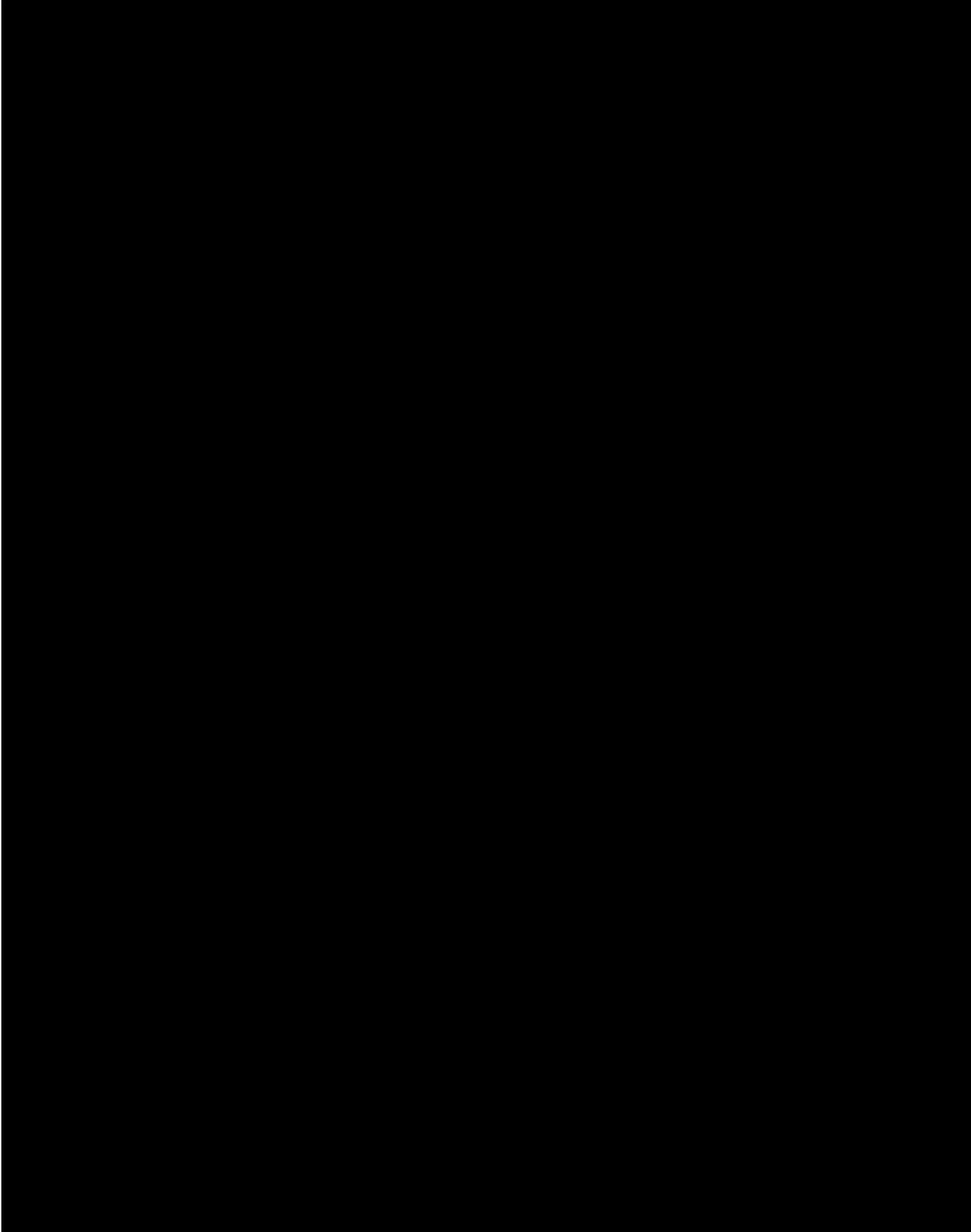
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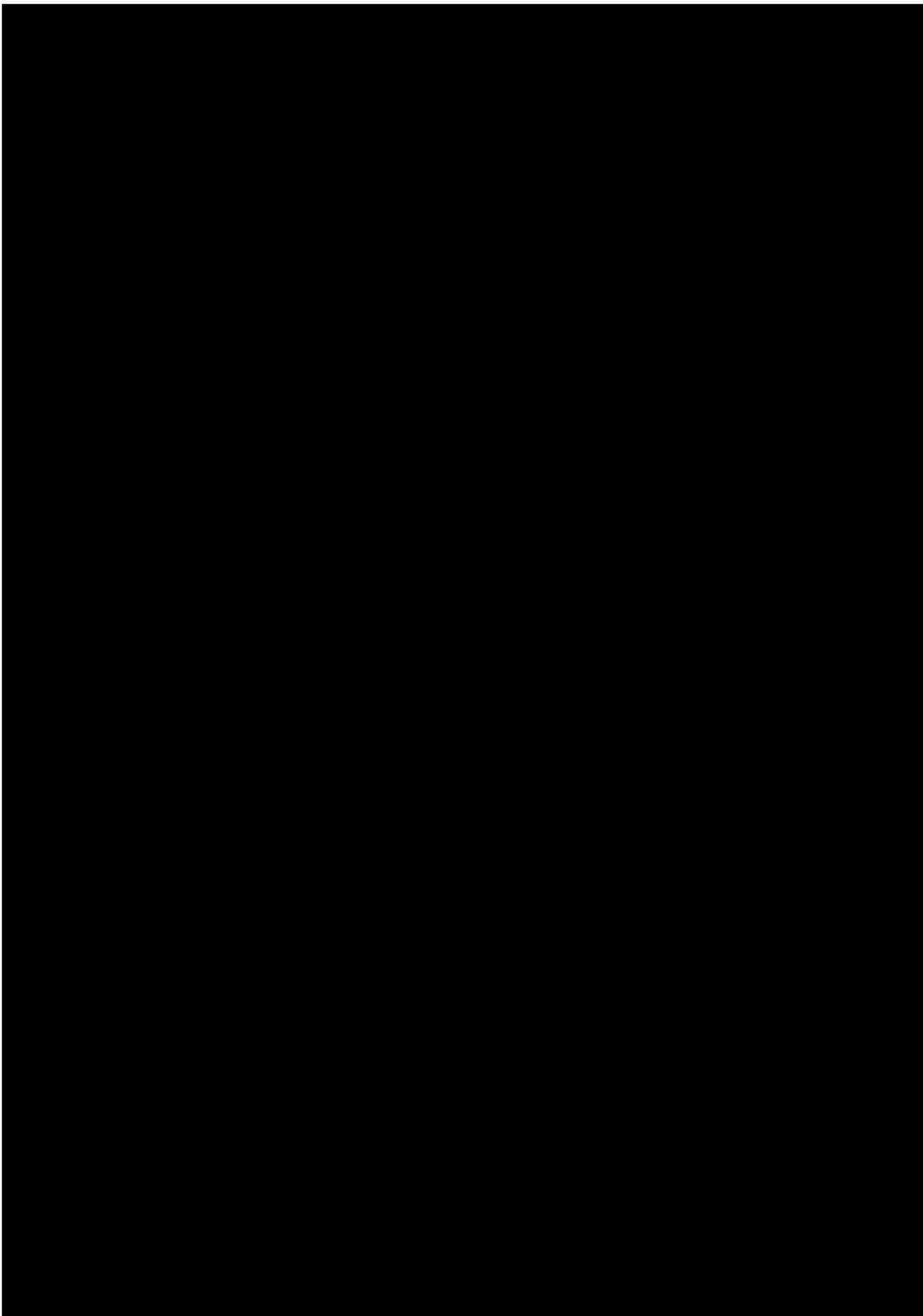




5.5 Question: 25 marks

This tender requires that it will be organised, implemented and signed off prior to 31st March 2017. Please advise the process you will follow to achieve delivery of this along with any key milestones for both supplier and the local ICT resource.





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.

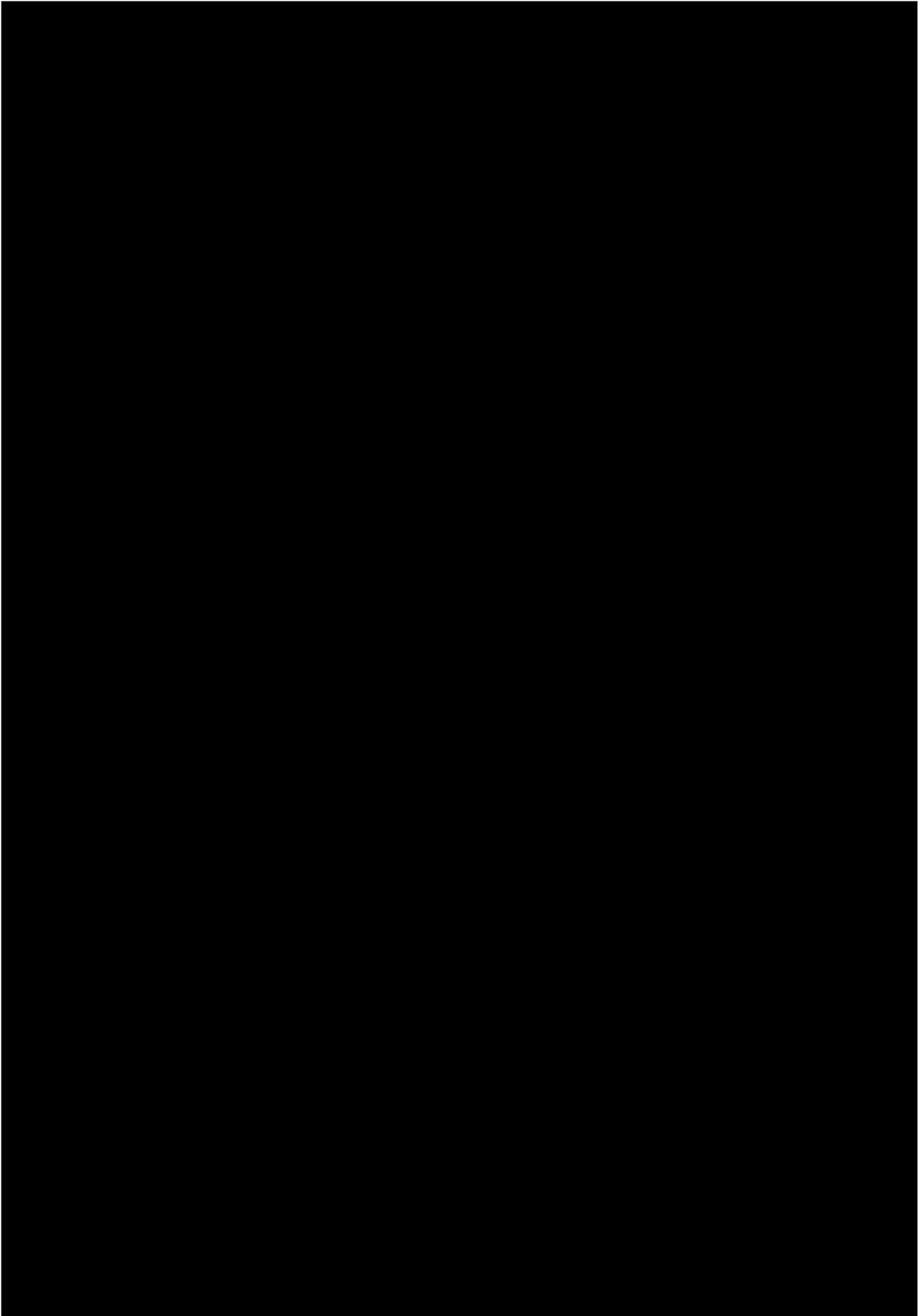
[6] Warranty, Service and Support	Weighting 7.5%
Guidance:	
The Council requires the products purchased through this contract to have appropriate warranties and be able to access service and support as required.	
6.1 Question: 30 marks	
With reference to Q4.5 (pricing) The Council expects its suppliers to provide 'On-site Warranties'. Please provide comprehensive details of the maintenance warranty for the servers being proposed. Your response should include a precise definition of what constitutes 'on-site' and confirm that no elements are 'return to base'.	
<p>[Redacted content]</p>	

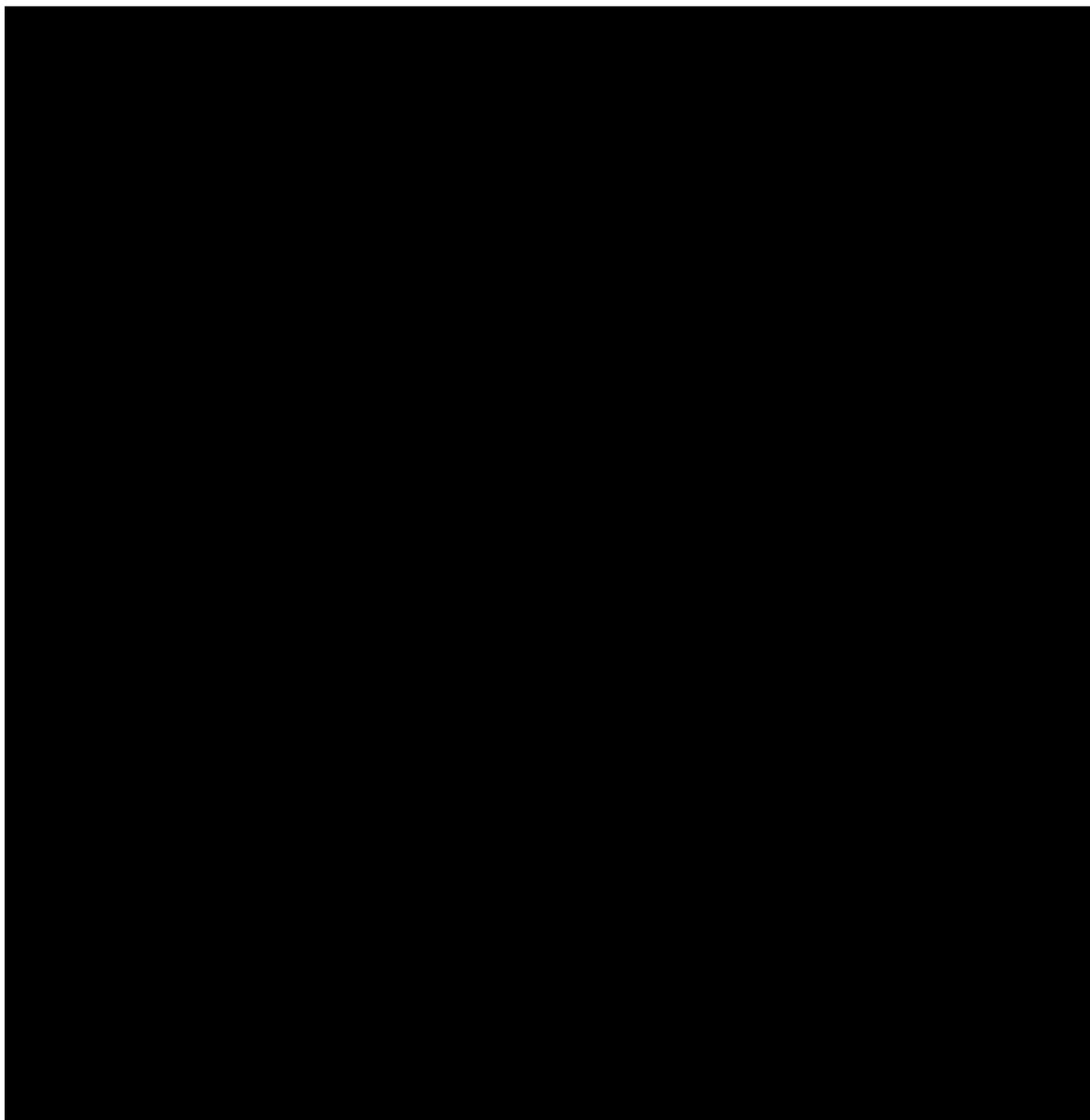
[Redacted content]

6.2 Question: 25 marks

Please confirm the full details of how a hardware fault would be handled, including full details of how any parts would be ordered, along with delivery times to ensure minimum disruption to the service.

[Redacted content]





6.3 Question: 15 marks

Please provide details as to whether an engineer will be provided at the same time as the replacement part to ensure that the service is back to BAU (Business as Usual) as soon as possible.

[Redacted]

[Redacted]

[Redacted]

- [Redacted]

- [Redacted]

- [Redacted]

- [Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

6.4 Question: 5 marks

Please note that the service runs from 2 sites (Shirehall and Nuneaton). Our live site has our staff on site during normal working hours, out of hours certain Shropshire council staff will organise access. The DR site whilst it is accessible during these times do not have Shropshire council staff on site, please confirm that this is acceptable to undertake works on site without being overseen.

[Redacted]

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.

[7]	Professional Services	Weighting 25%
Guidance:		
Professional services that are required to undertake the full works within this tender.		
7.1 Question: 25 marks		
Please provide full details of any free of charge, value added services which you will provide as part of this contract:		
<p>[REDACTED]</p> <ul style="list-style-type: none">[REDACTED][REDACTED][REDACTED][REDACTED][REDACTED] <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p>		

[Redacted]

7.2 Question: 50 marks

Due to the requirements of this project, we are looking for a supplier who has the following accreditations:

- NetApp Star Partner
- ISO9001
- ISO22301
- ISO27001
- VMWare Premier Partner
- Consultant to be a NCIE (NetApp Certified Implementation Engineer)

Please define below as to which of these you have or any other expertise you have that would assist us in this project.

Vendor [Redacted]

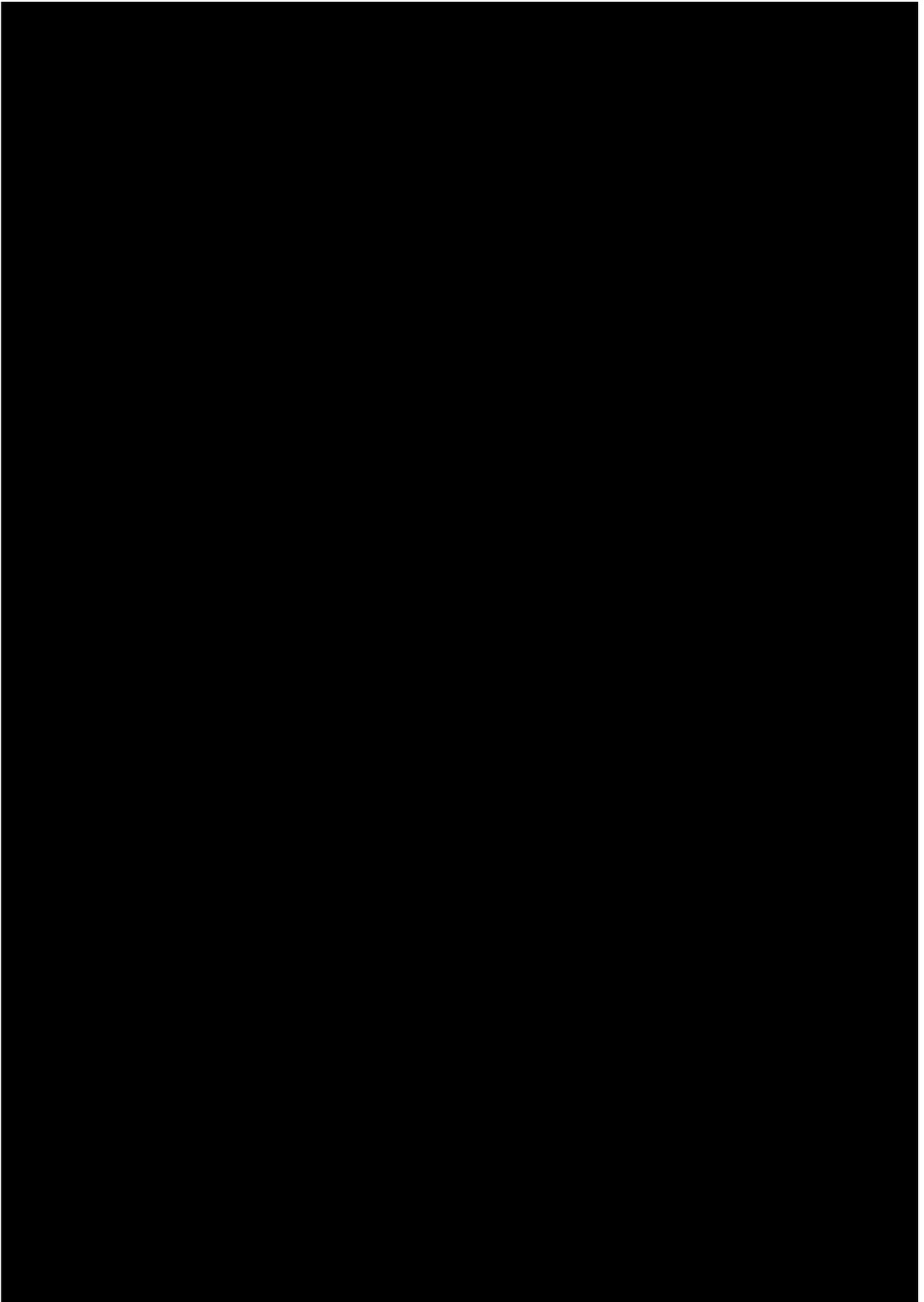
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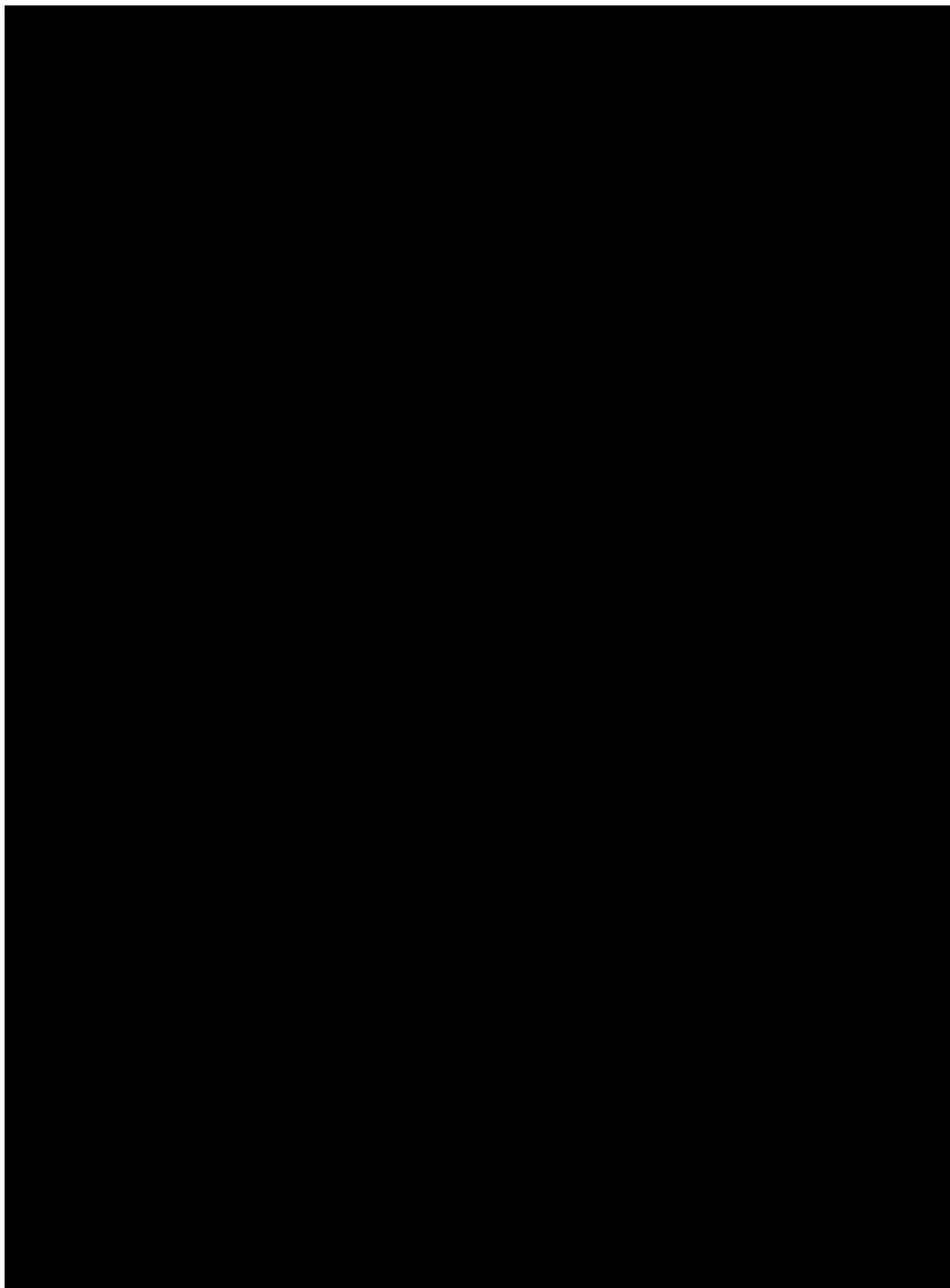
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- [Redacted]
- [Redacted]

[Redacted content]

[Redacted text block containing multiple paragraphs and bulleted points]





7.4 Question: 45 marks

Please provide details as to the documentation and its intended content that will be provided to support both sides with the provision and upgrade of equipment.

ANS [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[Redacted content]

7.5 Question: 70 marks

Please detail your proposed approach to achieve the outcomes specified within the tender.

[Redacted content]

[Redacted content]

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.



[REDACTED]
ANS Group Ltd
Synergy House
Manchester Science Park
Manchester
M15 6SY

Shropshire Council
Shirehall
Abbey Foregate
Shrewsbury
Shropshire SY2 6ND

Date: 30 January 2017

Dear Craig

**RMNI 001 – SUPPLY OF ICT STORAGE UPGRADE
TENDERED UNDER RM3733 LOT 1**

Further to your recent submission of a Tender for the above Further Competition carried out under the Crown Commercial Service Technology Products 2 (RM3733) framework, we are writing to advise that the Further Competition is now complete.

We are pleased to inform you that your company ranked first in our evaluation and therefore we would like to award the contract for the Supply of ICT Storage Upgrade 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.

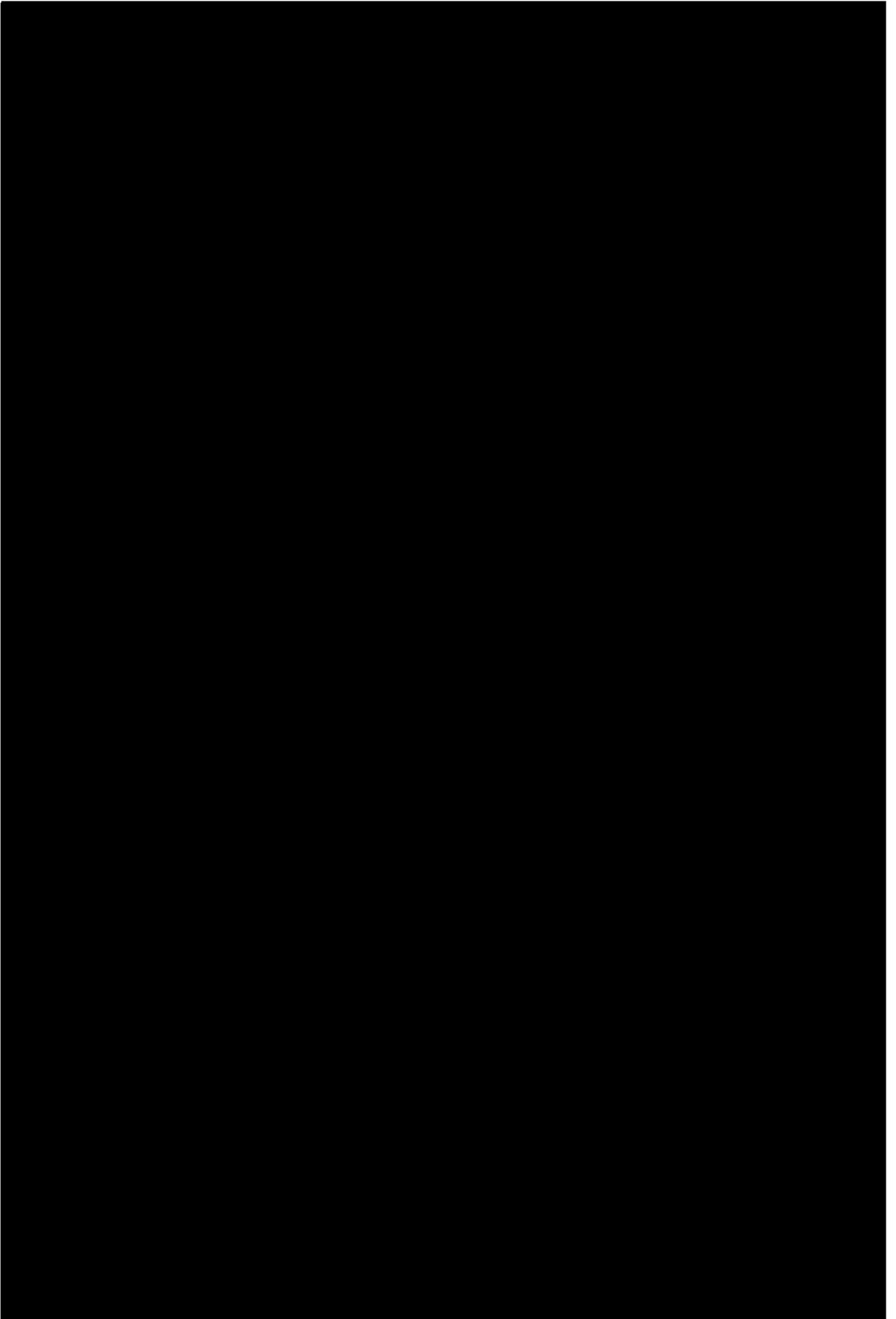
For your information, please also find attached a Debrief Report which sets out the scores achieved by your company during the evaluation.

Yours sincerely

[REDACTED]
ICT Manager
Shropshire Council

[REDACTED]
Head of Human Resources & Development
Shropshire Council

commercial info



commercial info

