

About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a wide range of services. Established in 1974 by a group of 13 local authorities, we're one of the largest public sector buying organisations in the UK and we're still 100% publicly-owned today. We work closely with our suppliers and collaborate with other public sector buying organisations to achieve efficiencies and value for money, returning all our profits back into the heart of the public sector. Our team of qualified procurement professionals can offer advice, guidance and expertise on procurement, as well as regular engagement and communication to make sure your objectives are achieved.

Overview

Start date:	6 August 2019
Expiry date:	5 August 2023
Extension(s) (if applicable):	Not applicable
Contracting authority (CA) call-off period:	Call-off is further competition on all lots. CAs can specify a contract period, based on the term that will best suit their requirements. YPO generally recommend a call-off period of no longer than 5 years
Contract notice ref. no:	2019/S 511-829041
Corrigendum ref. no:	Not applicable
Contract award notice ref. no:	2019/S 158-391153
Potential maximum value:	£400m
Geographical location(s):	National

Specification, overview and lot structure

This framework covers data centre build, management, maintenance, security and cloud hosting and services and all solutions around these areas.

The aim is to ensure your data is stored and available with the ability to store, secure and maintain the environments that they are housed in whether that be on premise, off premise or in the cloud. The 12 lots span across these services offering both the wider public sector and education the capability of achieving uptime and security of their data applications.

Lot 1 – Facility Maintenance – Mechanical and Electrical Infrastructure

Lot 2 – Enterprise Hardware Management – Support of Existing Hardware and Data

Lot 3 – Design – Including Design of a new Solution

Lot 4 – Audit and Consultancy

Lot 5 – Cloud, Cloud Services and Hosting

Lot 6 – Build – Including Modular and Installation Services

Lot 7 – Managed Service

Lot 8 - Business Continuity and Disaster Workplace Recovery

Lot 9 – Education Services – Including Cloud, Security, ICT Support and Workplace Hub

Lot 10 – Collocation/Shared Hosting Services

Lot 11 – Data Security Solutions

Lot 12 – Network Connectivity Services

Benefits of using the framework agreement

YPO's framework agreements are established to allow customers to purchase goods, works or services from suppliers/providers via further competition.

Benefits of using the framework agreement:

- YPO can fully manage the customers further competition (call-off) process if required.
- Reduced timescales – customers do not need to run a full OJEU procurement if procuring via the framework agreement.
- Assured supplier standards – suppliers/providers are 'pre-qualified' as to their general suitability.
- Aggregation of spend – customers will receive the benefits of the aggregated spend volume and increased leverage in the market.

Suppliers/providers
by lot**Lot 1 – Facility Maintenance – Mechanical and Electrical Infrastructure**

2BM Ltd

Insight Direct (UK) Ltd

Keysource Ltd

Powercube Ltd (Mavin Capital Ltd (T/A The Mavin Group))

Sudlows Ltd

The Pure Technology Group

Workspace Technology Ltd

Lot 2 – Enterprise Hardware Management – Support of Existing Hardware and Data

CGI IT UK

Daisy Corporate Services Trading Ltd

Nigsun Ltd

Park place Technologies

Phoenix Software Ltd

Razorblue Ltd

Specialist Computer Centre (SCC) Plc

The Pure Technology Group

Venom IT Ltd

Lot 3 – Design – Including Design of a new Solution

2BM Ltd

Insight Direct (UK) Ltd

Keysource Ltd

Powercube Ltd (Mavin Capital Ltd (T/A The Mavin Group))

Phoenix Software Ltd

Secure I.T. Environment Ltd

Specialist Computer Centre (SCC) Plc

Sudlows Ltd

The Pure Technology Group

Venom IT Ltd

Workspace Technology Ltd

Lot 4 – Audit and Consultancy

2BM Ltd

Amazon Web Services EMEA SARL

CGI IT UK

Complete Cyber

Insight Direct (UK) Ltd

Keysource Ltd

Phoenix Software Ltd

Shaping Cloud Ltd

Specialist Computer Centre (SCC) Plc

Sudlows Ltd

The Pure Technology Group

Suppliers/providers
by lot

Lot 5 – Cloud, Cloud Services and Hosting
Amazon Web Services EMEA SARL
CGI IT UK
Daisy Corporate Services Trading Ltd
Kcom Group Plc
Konica Minolta Business Solutions (UK) Ltd
Nigsun Ltd
Phoenix Software Ltd
Razorblue Ltd
Redcentric Solutions Ltd
Shaping Cloud Ltd
Six Degrees Technology Group
Specialist Computer Centre (SCC) Plc
The Pure Technology Group
UK Cloud Ltd
Venom IT Ltd
Zsah Ltd
Lot 6 – Build – Including Modular and Installation Services
2BM Ltd
Insight Direct (UK) Ltd
Keysource Ltd
Powercube Ltd (Mavin Capital Ltd(T/A The Mavin Group))
Nigsun Ltd
Secure IT Environment Ltd
Specialist Computer Centre (SCC) Plc
Sudlows Ltd
Six Degrees Technologies
Workspace Technology Ltd

Suppliers/providers
by lot

Lot 7 – Managed Service
CGI IT Ltd
Daisy Corporate Services Trading Ltd
Keysource Ltd
Konica Minolta Business Solutions (UK) Ltd
Phoenix Software Ltd
Razorblue Ltd
Redcentric Solutions Ltd
Shaping Cloud Ltd
Six Degrees Technology Group
Specialist Computer Centre (SCC) Plc
Sudlows Ltd
The Pure Technology Group
UK Cloud Ltd
Zsah Ltd

Lot 8 – Business Continuity and Disaster Workplace Recovery
Daisy Corporate Services Trading Ltd
Nigsun Ltd
Shaping Cloud Ltd
The Pure Technology Group
Venom IT Ltd

Lot 9 – Education Services – Including Cloud, Security, ICT Support and Workplace Hub
Amazon Web Services EMEA SARL
CGI IT UK
Konica Minolta Business Solutions (UK) Ltd
Park Place Technologies
Phoenix Software Ltd
The Pure Technology Group

Suppliers/providers
by lot**Lot 10 – Colocation/Shared Hosting Services**

Daisy Corporate Services Trading Ltd

Keysource Ltd

Nigsun Ltd

Phoenix Software Ltd

Razorblue Ltd

Redcentric Solutions Ltd

Six Degrees Technology Group

Specialist Computer Centre (SCC) Plc

The Pure Technology Group

UK Cloud Ltd

Zsah Ltd

Lot 11 – Data Security Solutions

CGI IT UK

Daisy Corporate Services Trading Ltd

Phoenix Software Ltd

Redcentric Solutions Ltd

Six Degrees Technology Group

Specialist Computer Centre (SCC) Plc

The Pure Technology Group

Venom IT Ltd

Lot 12 – Network Connectivity Services

Daisy Corporate Services Trading Ltd

Nigsun Ltd

Redcentric Solutions Ltd

Six Degrees Technology Group

Specialist Computer Centre (SCC) Plc

Venom IT Ltd

Suppliers/providers
contact information

SUPPLIER / PROVIDER	CONTACT NUMBER	EMAIL ADDRESS
2bm Ltd	0115 9256000	jerry.skinner@2bm.co.uk
Amazon Web Services EMEA SARL	07469 379479	aws-ypo@amazon.com aws-uk-local-sales@amazon.co.uk
CGI IT UK Ltd	07831 119640	ray.powell@cgi.com
Daisy Corporate Services Trading Ltd	07787 243259	neil.trueman@dcs.tech
Complete Cyber	07525 853562	evanjones@ehjsjconsultancy.co.uk
Insight Direct (UK) Ltd	0844 6928639	pstenderteam@insight.com
KCOM Group Plc	07702 656956	andrew.murray@kcom.com
Keysource Ltd	07810 805545	richard.clifford@keysource.co.uk
Konica Minolta Business Solutions (UK) Ltd	07814 866254	andy.haynes@konicaminolta.co.uk
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Nigsun Ltd	02079 934030	ali@nigsun.net
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Razorblue Ltd	0333 3445600	rrobinson@razorblue.com
Redcentric Solutions Ltd	01423 850000	simon.holmyard@redcentricplc.com
Secure I.T. Environments Ltd	07770 960977	joannegarvie@siteltd.co.uk
Shaping Cloud Ltd	07771 843950	martyn@shapingcloud.com
Six Degrees Technology Group	07720 090844	publicsector.sales@6dg.co.uk
Specialist Computer Centres (SCC) Plc	07890 252 926	philip.ruston@scc.com frameworksales@scc.com
Sudlows Ltd	0800 783 5697	sabrinabirchenough@sudlows.com stuartcaines@sudlows.com
The Pure Technology Group Ltd	0333 043 0333	contracts@tptg.co.uk
UKCloud Ltd	01252 303300	abright@ukcloud.com nstewart@ukcloud.com
Venom IT Ltd	0161 358 1063 / 0330 202 0220	christoan.smit@venomit.com james.hegarty@venomit.com
Workspace Technology Ltd	0121 354 4894	nick.roberts@workspace-technology.com
Zsah Ltd	0207 060 6032	alex.lane@zsah.net

How to award/call-off from the framework

To access the framework agreement, customers should complete and return the Customer Access Agreement.

For all lots customers must run a further competition to award a call-off contract to the winning supplier/provider. This can be done via the contracting authorities own procurement portal or via YPO's procurement portal.

Evaluation must be fair and transparent, and the methodologies used to evaluate must be provided to the suppliers/providers within the further competition documentation.

YPO can help customers produce specifications, qualitative questions, pricing schedules and evaluation criteria to undertake a further competition. Clarification responses, evaluation of further competition submissions, drafting of award letters and contracts and applicable Contract Award Notices are elements of the process that will need to be completed by the customer. Customers must inform YPO of the outcome of any further competition they undertake themselves.

Further competition

When running a further competition, customers should award based on the most economically advantageous tender and must provide suppliers/providers with the methodology behind the evaluation, including the evaluation criteria and the weightings that are applied.

The selection/award criteria used to establish the framework agreement was:

CRITERION	PERCENTAGE WEIGHTINGS
Cost	40%
Quality	30%
Implementation, Responsiveness & Customer Service	20%
Sustainability & Social Value	10%

The weightings for cost, quality, delivery, customer service and added value can be re-opened for evaluation within the further competition. Customers can also set any appropriate KPI's and/or service levels within the quality award criteria.

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Terms and conditions

Suppliers/providers awarded to the framework agreement have agreed to and signed YPO's standard Terms and Conditions. The supplier will contract with their own end user licence agreement and this will take precedent these have all been reviewed by YPO's legal team. These can be amended by the CA and supplier/provider by mutual agreement to include additional terms to supplement the standard Terms and Conditions. A variation form is included in the standard Terms and Conditions document to allow customers and suppliers/providers to amend any terms if required.

Contact information

For further information or to discuss individual requirements, please use the contact details below:

Zoe Morgan-Kriek

Category Buyer – ICT | Technology & Communications

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Sarah Sesum

Category Manager – ICT | Technology & Communications

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STAGE 1Initial Customer
Enquiry

- Customer contacts YPO for information
- YPO will send customer a copy of the Access Agreement
- Customer completes and returns Access Agreement

**STAGE 2**NDA/Access
Agreement Returned
to YPO

- Following receipt of signed Access Agreement, YPO may send the customer a Further Competition Template, Bank of Optional Questions, and Framework Agreement Scope
- YPO may provide the customer with a unique reference code for the further competition, which will be referenced on all documentation
- Customer completes the documents and sends to YPO
- If the customer decides to undertake their own further competition YPO must be informed via e-mail, or YPO can run this for the customer

**STAGE 3**

Further Competition

- YPO can issue further competition documents to all suppliers/providers on the framework agreement if required by the customer
- YPO will manage any clarifications that are received from potential suppliers/providers (customers will need to provide clarification responses)
- At the submission closing date YPO will provide customers with access to all submissions
- Customers can then evaluate (offline) the submissions and prepare acceptance and rejection letters

**STAGE 4**

Contract Award

- YPO will issue the award decision documentation (acceptance and rejection letters) via YPO's e-portal
- Optional 10-day standstill period: customers are advised to implement a voluntary standstill period of 10 days
- A Contract Award Notice following any award via the framework agreement must be published within 30 days (YPO are able to do this on behalf of the customer if required)