



RM3808 - Network Services 2

Guidance on compliant procurement options for Lot 10 (Unified Communications) and other cross-Lot procurements

Network Services 2 (RM3808) provides buyers with flexibility and choice for their networks and telecommunications procurement.

This includes offering a range of options for complex requirements which span multiple Lots. These include:

- Lot 10 (Unified Communications)
- Cross-Lot procurements
- Procuring Primary Services as Ancillary.

This document outlines these routes, which have subtle but important differences. If you have further questions after reading this document, please get in touch with the Network Services team via networkservices@crownccommercial.gov.uk.

Using Lot 10 (Unified Communications)

Lot 10 (Unified Communications) offers the ability to procure a consistent user interface across multiple devices provided by a single supplier/contract.

In order to be a compliant use of Lot 10, contracts must contain at least two of the following types of primary service:

- Lot 5 (IP telephony services)
- Lot 6 (Mobile voice and data services)
- Lot 8 (Video conferencing services),
- Lot 9 (Audio conferencing services).

Primary services would include elements such as IP telephony (including phone connections and software licenses) that provide connectivity.

Some buyers have queried whether it's possible to "tack-on" a service which may only be minimally used, in order to justify using Lot 10. This might enable access to a preferred supplier who is on Lot 10 but absent from one of its component lots. For example, such a requirement may include 1,000 mobile connections (normally procured under Lot 6 where

the preferred supplier is not present) and ten IP telephony connections. It may even include only the Lot 6 requirement.

This approach is not a compliant use of Lot 10. It fails to provide an integrated solution and does not use a primary service from at least two of the five listed Lots.

Such an approach could open up the procurement to challenge from a Lot 6 supplier for preventing them from providing Lot 6 services. The approach would fail to adhere to the Lot specifications and could be construed as anti-competitive.

Lot 10 and Hardware

Hardware can be purchased through Lot 10. However, it must be procured alongside primary services from at least two of the Lots listed above. Hardware alone would not fulfil the requirement to have significant representation from at least two of the five Lots listed above. For example, conferencing phones purchased alongside a paging contract would not be a compliant use of Lot 10, as the solution does not provide a consistent user interface, and conference phones (hardware only) are not a primary service of Lot 9.

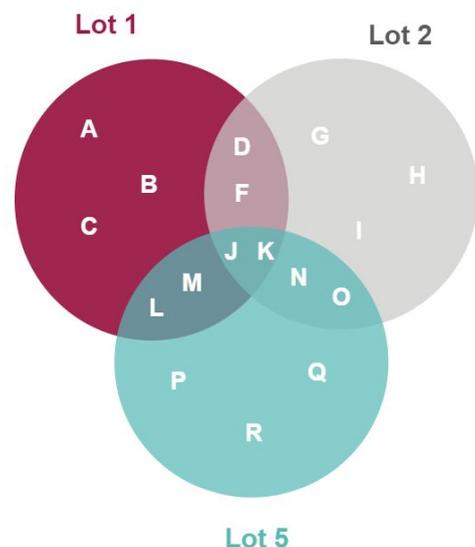
Cross-Lot Procurements

The two main routes to market under NS2 are Direct Award and Further Competition. Usually, there will be one specific requirement that is suitable for procurement under a single e lot. However, there are scenarios where there is a requirement that covers more than one Lot. For example, both WAN and LAN can be sourced from the same supplier under one contract. However, they are Primary Services covered separately by Lots 1 and 2.

Rather than running two separate procurements, WAN and LAN services can be procured through a single procurement with a single supplier and contract. This is known as a Cross-Lot procurement and can be conducted through either Direct Award or Further Competition.

Conducting a Cross-Lot procurement has two caveats:

1. The suppliers available must be appointed on ALL the Lots to be procured from. For example, if the requirement is WAN (Lot 1), LAN (Lot 2), and IP Telephony (Lot 5), the suppliers engaged must be appointed on all three Lots. If a supplier is on Lot 1 and Lot 2, but not Lot 5 (in the pictured examples, Suppliers D and F), they are not able to compete and should not be engaged.



Only Suppliers J and K would be able to bid for this Cross-Lot procurement.

2. , The contract period may be limited for the Lots chosen for procurement. Maximum contract length varies by Lot and by procurement route (see the table below). For cross-Lot procurements, the maximum contract length is limited by the lot with the shortest maximum contract length. Using the previous example, the contract length can only be a maximum of 7 years. Despite Lots 1 and 2 on their own having a maximum of 10 years, the inclusion of Lot 5 limits that length to 7 years.

**Contract Period =
Call-Off Initial Period + Call-Off Optional Extension Period**

Maximum Call-Off Contract Period (years)													
Lot	1	2	3	4	5	6	7	8	9	10	11	12	13
Direct Award	5	5	5	5	5	3	5	5	5	5	5	5	5
Further Competition	10	10	7	10	7	3	7	7	7	7	7	7	7

Procuring Primary Services as Ancillary

As an alternative to the Cross-Lot procurement described above, the RM3808 Network Services 2 framework allows you to procure a primary service from another lot as an ancillary service under a separate Lot. So, why would this be an option rather than a Cross-Lot? There will be some scenarios where the required lots do not have any suppliers common to them or suppliers that are common are unable to deliver a specific requirement.

For example, there is a requirement under Lot 12, Security and Surveillance services. However, for the services to function, it will be necessary to have connectivity, available under Lot 2, between the supplier's hosted service and the user's site(s).

While there are suppliers common to Lots 2 and 12 for a potential Cross-Lot procurement, this specific requirement can only be delivered by a Lot 12 supplier who is not approved on Lot 2. Therefore, the Lot 2 Primary Service must be procured as an Ancillary. The Lot 12 supplier is able to provide the Lot 2 Primary Service either directly or through a key-subcontractor.

There are limits to this route as the Lot 2 service procured as an ancillary cannot be used to enable a third service, Lot 12 or otherwise.

The rules to buying a Primary Service outside of its own lot as an ancillary service are as follows:

- The service must be required to enable the delivery of services within other Lots.
- The service must be used exclusively for the delivery of those services.
- The service must not not be ordered as a standalone service outside its own Lot.

Further Assistance

If you have further questions about using Lot 10, or any of the other procurement options listed in this guide, please get in touch with the Network Services team via networkservices@crownccommercial.gov.uk and we will be happy to support you.