



A route to market for your Microsoft requirements



Crown
Commercial
Service

Introduction

This fact sheet has been prepared by Crown Commercial Service (CCS) to aid public sector buyers procure Microsoft offers through a compliant route to market whilst accessing discounted pricing and using commercial and technical expertise provided by CCS free of charge.

CCS have negotiated a 3 year Memorandum of Understanding (MoU) (**Digital Transformation Arrangement 21 (DTA21)**) with Microsoft UK, to enable public sector organisations to continue to achieve better value for money. The MoU allows all eligible public sector customers to benefit from a baseline of Microsoft pricing and discounts. The agreement represents significant savings for customers, particularly for those who want to maximise the efficiencies of their Microsoft estate.

Do you have a new or upcoming Microsoft requirement?

Here is how CCS can help you

- Get in contact with CCS 6-9 months before your renewal date. Microsoft UK sends information on each public sector organisation's Microsoft estate to CCS. We can share this information with you to help establish your future requirements.
- CCS have commercial and technical specialists who can help construct your requirements. We can work with you to establish the best Microsoft licensing model adding value to your agreement. We can help you benchmark licensing models and feedback on reseller margins.
- CCS have compliant routes to market that the entire public sector can access to procure the Microsoft requirements. [RM6068 Technology Products & Associated Services](#) is our recommended CCS route.
- Contact us by emailing info@crowncommercial.gov.uk for help and advice on your Microsoft requirements.



Your routes to market to consider

1

Aggregation Service through RM6068 Technology Products & Associated Services

- The CCS aggregation team has a number of Microsoft aggregations in the pipeline. These are opportunities for customers to join a CCS led Microsoft competition for a procurement contract with a Microsoft Partner (reseller).
- Aggregations for Microsoft Cloud based services are run twice a year for enrolments spanning a six month period. Customers are advised to view the [Aggregation webpage](#) for further details on timings.
- We recognise that with budgets and resources squeezed more than ever, public procurement is no easy task. We offer a complimentary aggregation service, to help take some of the pressure off. By combining the similar needs of customers from across the public sector, we can increase our national buying power.
- Our team of experts deliver social and economic value on a day-to-day basis, so are able to take care of the procurement process for you to get the best possible deal from our framework suppliers, which releases your internal resources to focus on other areas of your business or on more complex procurements.

How to access

- Visit the CCS Aggregation Service [webpage](#) to view the pipeline of aggregated procurements.
- Select 'Microsoft cloud based services'.
- Complete the [form](#) available on the webpage to register your interest in the aggregation.

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Your own procurement through RM6068 Technology Products & Associated Services

- Lot: Lot 3 Software and Associated Services.
- 29 suppliers, 20 accredited Microsoft partners.
- Further competition route only (No direct award facility).
- Can evaluate on 100% price or price and quality.

How to access

- Visit the RM6068 Technology Products & Associated Services [webpage](#).
- Select 'Products and Suppliers'.
- Select Lot 3 Software and Associated Services.
- Select 'Download supplier contact details'.
- Issue your further competition to the supplier base using the contact information.
- There are further competition templates available in the 'Documents' section of the webpage.

Non-CCS Alternatives

There are alternatives to using CCS frameworks, and CCS ensures that the DTA21 Microsoft MoU is available to the public sector irrespective of the route to market. This means that any customer can still take advantage of the negotiated pricing, even if they are using a non-CCS framework as a route to market.

NHS 'N365' Deal

NHS Digital has used the Microsoft DTA and DTA21 MoU as the basis of their 'N365' agreement with Microsoft. The majority of NHS Trusts, Clinical Commissioning Groups, Commissioning Support Units and arms length bodies within England signed up to the deal, and the commitment underwritten by the Department of Health and Social Care providing for national programmes allows NHS organisations to achieve additional discounts. These are available through any route to market, and CCS can offer support to any NHS organisations looking to benefit from this deal. However more support is also available via NHS Digital, and more information can be found on their [N365 webpage](#) or through the [N365 contact email](#).

Jisc 'Chest Agreement' Education MoU

Chest is a Jisc Enterprise, a not-for-profit membership organisation that provides digital solutions for UK education and research. Their agreement focuses on the academic Microsoft licensing (eg M365 A3). They are available to support HE and FE customers, and more information is available on their [Microsoft EES webpage](#).

Police Digital Service

The Police Digital Service (PDS) were a key stakeholder during our DTA21 discussions. Police forces can all access the Microsoft MoU and support from CCS. PDS are also available to support this sector either through the [PDS webpage](#), or via the [PDS contact email](#).

Microsoft Solutions for Nonprofit

Microsoft offers their own productivity solutions for Charities or 'Nonprofit' organisations. These include significantly discounted and some free Microsoft products. More information is available on [Microsoft Nonprofit webpage](#).