

Supplier Briefing

11:30, Thursday 16th May 2019

RM6068 Technology Products & Associated Services



Crown
Commercial
Service

Agenda

Presentation (30 min)

Questions (15 min)



Questions

- Please submit any questions you may have via the chat box on the right hand side of your screen.
- No questions will be answered during the webinar.
- Your questions will be captured and included within the formal clarification question/answers log issued via the eSourcing Suite.
- Please monitor the clarification answers for a response to your question.
- If you believe your question has been missed and has not been answered please submit your question again via the eSourcing Suite.

Mission Statement

To be the 'route of choice' that meets our customers' commodity technology product needs.

Providing the right structure for customers and suppliers.

Featuring the 'right' mix of suppliers, products and associated services and offering a flexible route to market, while ensuring unrivalled 'value for money' for customers and suppliers.

What is Technology Products & Associated Services?



Crown
Commercial
Service

What is Technology Products & Associated Services?

- A multi-supplier framework agreement.
- The framework agreement will be for the supply of commodity technology goods and associated services for use by the whole of the UK public sector and their associated bodies and agencies, the voluntary sector, charities.
- The framework agreement will be established for 24 months with the option to extend for a maximum of a further 24 months in 12 month stages (2 + 1 + 1 years).
- This framework is the successor to [Technology Products 2 \(RM3733\)](#) which has been extended to October 2019.

Enhancements

- Including wider services scope (Associated Services)
- Simplified award process (100% price call-off competitions)
- All lots open to all classification of Suppliers (OEM's/Vendors/Resellers)
- Leasing (finance lease) included
- No capped margins

Lot Structure

Lot 1

**Hardware &
software &
Associated
Services**

Lot 2

**Hardware &
Associated
Services**

Lot 3

**Software &
Associated
Services**

Lot 4

**Information
Assured Goods &
Associated
Services**

*This framework will not cover standalone or complex services.

Associated Services

Service	Mandatory Lots	Optional Lots
End User Support, Service Desk, Integration, Systems Installation, Project Management, Training, Leasing (Hire of Goods)	All Lots	
Security Management	Lot 1 and Lot 4	Lot 2 and Lot 3
Hardware Asset Management	Lot 1 and Lot 2	Lot 4
Software Asset Management	Lot 1 and Lot 3	Lot 4
Network Infrastructure Management Services	Lot 1	Lot 2 and Lot 4
Device as a Service	N/A	Lots 1, 2 and 4
Escrow	N/A	Lots 1, 3 and 4

*This framework will not cover standalone or complex services.

Framework Agreements



Crown
Commercial
Service

What is a Framework Agreement

- A framework, with one or more suppliers, sets out terms that allow buyers to make specific purchases (call-offs) during the life of the framework.

Single opportunity for Suppliers to join

Fixed number of Suppliers at award

Evaluation Criteria (Selection and Award Questions)

- Each successful bidder will have their own framework contract, which will be signed by you and us.
- The framework will be managed by you and us.

The Call-off Process

- Buyers can use the framework to make call-offs.
- Buyers must invite all suppliers appointed to the relevant framework lot to their call-off competition.
- Buyers will evaluate call-off competitions in accordance with Framework Schedule 7 - Call-off Award Procedure.
- Each call-off contract will be signed and managed by you and the buyer.
- There may be multiple call off agreements under one framework.
- We cannot guarantee any business through this framework.

How to Apply



Crown
Commercial
Service

Timescales

Activity	Date
1. OJEU Dispatch	24th April 2019
2. Opportunity Live	26th April 2019
3. Clarification Period Opens	26th April 2019
4. Clarification Period Closes	15:00 22nd May 2019
5. CCS to Respond to Clarification Questions	15:00 5th June 2019
6. Tender Submission Deadline	15:00 17th June 2019
7. Intention to Award notifications issued	26th September 2019
8. Standstill period ends	23:59 8th October 2019
9. Framework Award	9th October 2019



How to Apply

- Ensure you read attachment 1 (About the Framework).
- Your bid must be made by the organisation that will be contractually responsible for providing the Goods and Services if your bid is successful.
- You may bid for one or more of the Lots, please ensure you read paragraph 3 of attachment 1 (About the Framework). If you are bidding for Lots 1 or 4 (or both) you must also:

Complete and pass the Technical and Professional ability questions in the Selection Questionnaire for Lots 2 & 3 (please reference the guidance in paragraph 5 of Attachment 2 – How to Bid).

Complete the quality questions for Lots 2 & 3 (please reference the guidance in paragraph 8 of Attachment 2 – How to Bid).

How to Apply Continued

- Your bid must be entered into the eSourcing suite. We can only accept bids that we receive through the eSourcing suite.
- Make sure you read and answer every question.
- There are no caps on the number of suppliers to be awarded a framework contract on all the Lots, 1, 2, 3 and 4.
- All Lots require bidders to achieve a final score of 82 or better, in order to be awarded a framework contract. (More information on how we will calculate your final score is described at paragraph 14 Attachment 2, How to Bid).

Asking Clarification Questions

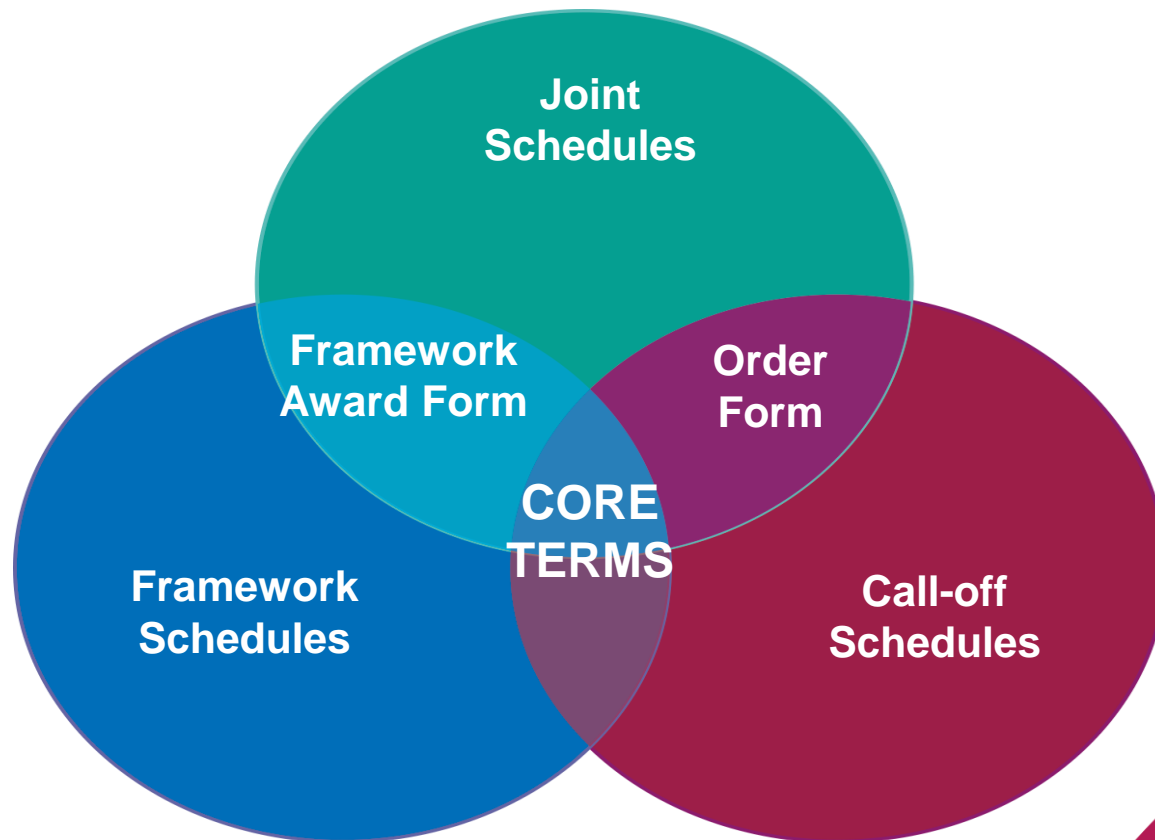
Questions - If anything is unclear, or you are unsure how to complete your bid submission, you can raise a question before the clarification question deadline. Try to ensure your question is specific and clear

Clarification Period Closes - 15:00 22nd May 2019.

Questions can be submitted - via the eSourcing suite (This is the only way we can communicate with bidders)

Question Responses - via the eSourcing suite

Terms and Conditions - How it all fits together



Public Sector Contract (PSC) Overview

The Public Sector Contract was launched in May 2018

It was socialised in Technology Products & Associated Services pre-market engagement, September, 2018

The PSC is used extensively:

RM3821 Data & Application Solutions

RM3808 Network Services 2

RM6103 Education Technology

Modular approach - Call-Off Contracts are built using the Order Form

Simplified language, shorter documents (Plain English)

Key Changes

Simplified Call-Off Contract
(core base - build upon as needed)

Rationalised Order Form

Incorporate leasing as a payment term

Facilitate Open Source Software procurement

FAQs



FAQs

Question	Answer
Is this framework agreement suitable for SMEs?	We are not restricting eligibility based on bidder size or turnover - any bidder is able to bid. However, we require bidders to be capable of delivering the mandatory requirements of each Lot they bid for, as detailed in the Specification (Framework Schedule 1)
What is the ITT closing date?	15:00 17 th June 2019
Are refurbished goods within scope of the agreement?	Refurbished goods may be purchased by Buyers where specified in further competitions (call-offs). When bidding for a place on the framework agreement we require the pricing matrix to be exclusively populated using pricing for brand new equipment
What is the simplified award process?	Essentially, the simplified award process allows additional flexibility to Buyers to have the ability to award solely based on price if they so choose. Please refer to Framework Schedule 7 - call-off award procedure
What type of services does the framework agreement cover?	Please refer to Framework Schedule 1 Specification
Is there a supplier management charge?	Yes. 1%.

Questions



Crown
Commercial
Service

Questions?

- Please submit any questions you may have via the chat box on the right hand side of your screen.
- No questions will be answered during the webinar.
- Your questions will be captured and included within the formal clarification question/answers log issued via the eSourcing Suite.
- Please monitor the clarification answers for a response to your question.
- If you believe your question has been missed and has not been answered please submit your question again via the eSourcing Suite.

Keep in Touch

info@crowncommercial.gov.uk

0345 410 2222



www.crowncommercial.gov.uk



[@gov_procurement](https://twitter.com/gov_procurement)



Crown Commercial Service



Crown
Commercial
Service