

NORTH LINCOLNSHIRE COUNCIL

POLICY AND FINANCE CABINET MEMBER

MOBILE VOICE & DATA CONTRACT OUTCOME

1. OBJECT AND KEY POINTS IN THIS REPORT

- 1.1 To update the Cabinet Member on the outcome of the recent re-procurement exercise for the provision of mobile voice and data services.
- 1.2 The key points in this report are:
 - Mobile voice and data services are essential for enabling council-wide communication, customer services and agile working.
 - A new contract has been awarded following the council's participation in a national aggregated competition for the public sector
 - A significant contract saving of c. 68% has been achieved as an outcome from the process which will support the council's financial plans going forward

2. BACKGROUND INFORMATION

- 2.1 Mobile voice and data services provide a crucial platform for enabling council-wide communication, customer service and mobile working.
- 2.2 The current council-wide arrangement for mobile voice and data services is held by Everything Everywhere ("EE"). It was let under a national government framework and sector leading competitive terms were obtained at that time. It is due to expire in May 2016.
- 2.3 In January 2016 the council applied to take part in the Crown Commercial Services ("CCS") National Further Competition 34 ("NFC34") for Mobile Voice and Data Services which was competed under Lot 6 of the Network Services Framework Agreement.
- 2.4 The NFC34 approach by the CCS was to procure a three year contract term with the first two years acting as a migration period, allowing customers to migrate connections "as and when" they come out of contract, negating any early termination charges. At the end of the contract all connections will co-terminate regardless of how long they have served.
- 2.5 To identify the most economically advantageous tender, NFC34 was structured using a single-stage further competition process evaluating

tenders against 50%/50% split quality and price criteria. The CCS received two tenders in response to NFC34.

2.6 The headline outcome findings for the council are as follows:

- In comparison to the current customer pricing with EE the new contract represents an indicative saving of c. 68%. Annual costs will reduce from c. £100,000 to c. £30,000.
- The table below highlights where the key tariff savings have been achieved:

Tariff Description	Current	NFC34	Saving p.a.
Call inclusive Voice bolt-on (line rental)	£44,000	£11,000	£33,000
Blackberry bolt-on	£26,500	£11,000	£15,500
Data 1GB bolt-on	£25,000	£5,500	£19,500

2.7 The new contract with a leading voice and data network provider will support the council's wider mobile and agile working objectives. A second stage procurement process will involve determining a range of new handset devices that will support our transformation objectives going forward.

3. OPTIONS FOR CONSIDERATION

3.1 As this is an information report there are no options for consideration.

4. ANALYSIS OF OPTIONS

4.1 See above.

5. RESOURCE IMPLICATIONS (FINANCIAL, STAFFING, PROPERTY, IT)

5.1 As detailed above the outcome represents a significant cost saving which will support the council in the delivery of its financial plans.

6. OUTCOME OF INTEGRATED IMPACT ASSESSMENT (IF APPLICABLE)

6.1 No applicable.

7. OUTCOMES OF CONSULTATION & CONFLICTS OF INTEREST

7.1 Consultation with key users has taken place via IT business partnering and corporate IT group meetings.

8. RECOMMENDATIONS

8.1 That the outcome of mobile voice and data services procurement is noted.

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Background Papers used in the preparation of this report:

National Further Competition 34 (“NFC34”) for Mobile Voice and Data Services: Lot 6 of the Network Services Framework Agreement