

REPORT OF  
The Strategic Director for Service Reform  
TO  
Procurement Board  
ON  
26<sup>th</sup> June 2019

TITLE: Approval to Award the Contract for Citrix 'CVAD' Enterprise licensing.

RECOMMENDATION:

That Procurement Board approve the award of the Contract for Citrix 'CVAD' Enterprise Licensing as detailed in the table below:

Detail required	
<b>Title/Description of Contracted Service/Supply/Project</b>	Citrix 'CVAD' Enterprise Licensing
<b>Name of Successful Contractor</b>	Phoenix Software Ltd
<b>Supplier Registration Number</b> <i>(to be supplied by Corporate Procurement)</i>	<b>02548628</b>
<b>Type of organisation</b> <i>(to be supplied by Corporate Procurement)</i>	Private Limited Company
<b>Status of Organisation</b> <i>(to be supplied by Corporate Procurement)</i>	Non-SME
<b>Contract Value</b>	£349,800.00   Full Project
<b>Contract Duration</b>	36 Months
<b>Contract Start Date</b>	24/06/2019
<b>Contract End Date</b>	24/06/2022
<b>Optional Extension Period 1</b>	n/a
<b>Optional Extension Period 2</b>	n/a
<b>Who will approve each Extension Period?</b>	n/a

<b>Contact Officer (Name &amp; number)</b>	David Hunter
<b>Lead Service Group</b>	Service Reform
<b>How the contract was procured?</b> <i>(to be supplied by Corporate Procurement)</i>	Framework Call-off (Mini Competition)
<b>Framework Details (where applicable)</b> <i>(Procurement Body, Framework Reference &amp; Title, Start/End Dates, Hyperlink, etc.)</i>	Crown Commercial Services Technology Products 2 RM3733
<b>Funding Source</b>	Capital Programme

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#### EXECUTIVE SUMMARY:

The purpose of this report is to seek approval for the award of the above mentioned contract.

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#### KEY DECISION:

No, the total value of contract is less than £350,000

#### BACKGROUND DOCUMENTS:

Report to Procurement Board 18<sup>th</sup> October 2017 stating planned procurement activities Appendix B

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#### DETAILS:

##### 1. Background

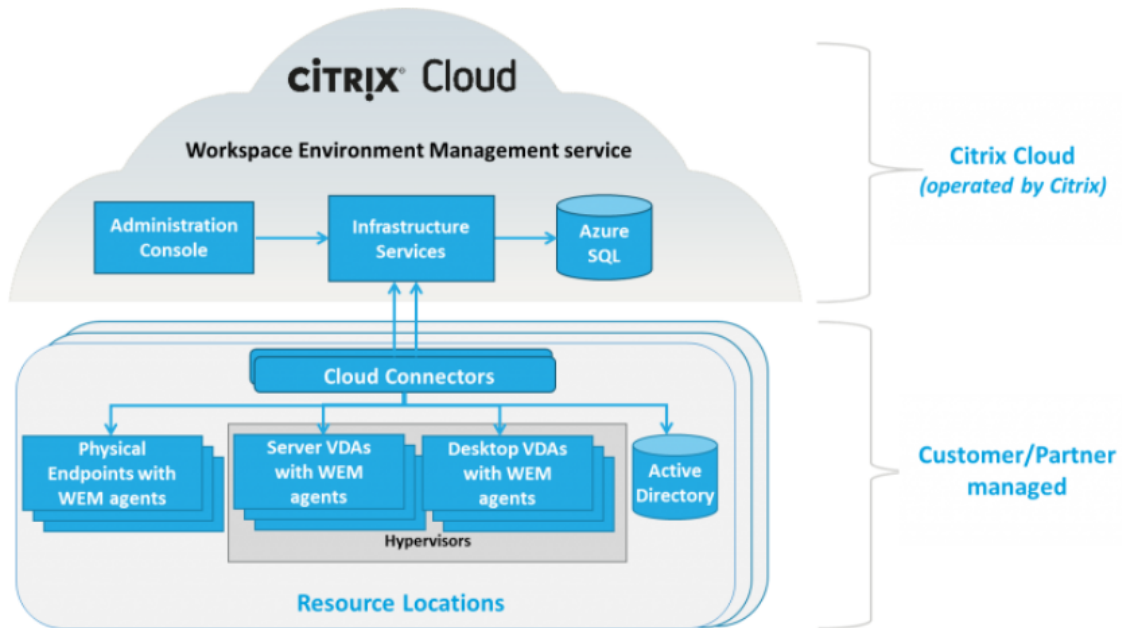
The authority has been using Citrix technologies to make its line of business applications available for three years. Citrix technologies further the authority's agile working strategies by enabling applications to be run on many computing devices, including mobile operating systems, iPads, Android devices and Microsoft Windows. The authority currently deploys around 40 of the most used line of business applications by Citrix, such as SAP, CareFirst, CivicaAPP and Capita One (EMS).

Citrix Virtual Applications and Desktops (CVAD) allow an application to be installed once and then used by thousands of devices and users. The single installation of the application can then be easily updated instead of having to update many installations across different devices saving in productivity.

CVAD technologies have enabled savings in the datacentre by decreasing the duplication of resources.

Across the organisation Citrix increases efficiencies by providing fast access to the applications that provide solutions.

These 3300 CVAD Workspaces licences [LOT2] will enable the continued use of Citrix over the next three years and have the added benefit of allowing the migration of some of the Citrix infrastructure into the Citrix Cloud, thereby freeing resources in the SCC datacentre.



## 2. The Procurement Process

A mini-competition process was held between all 19 providers on Lot 3 of the Crown Commercial Services Technology Products 2 Framework. 2 completed bids were returned.

Tender evaluation weightings were set at 85% Price and 15% Quality.

After an evaluation of the two bids the outcome is shown below;

Lot 2

Applicant No.	Company Name	Quality Score (15%)	Price Score (85%)	Total score	Ranking
1	Comparex	12.0%	72.6%	84.6%	2
2	Phoenix Software	12.0%	85.0%	97.0%	1

It is therefore recommended that the contract is awarded to the provider that submitted the Most Economically Advantageous Tender (MEAT), Phoenix Software.

### 3. Social Value

As part of their tender submission Phoenix Software demonstrated that they are an accredited Living Wage Employer. They have also offered the following commitments through their bid;

- Working with the Council to develop a formal community benefits plan.
- Engage with schools and colleges within Salford to offer the delivery of career guidance.
- Engage with the council to discuss the potential to recruit suitable candidates into their apprenticeship scheme.
- Engaging with local charities and local 3rd sector interface organisations to see how they can support projects in the local community. Examples included donating equipment or offering volunteers from their workforce.

### 4. Costs

	Capital	2019/20	2020/21	2021/22	Total
<b>Projected Citrix budgeted costs</b>		133,000	133,000	133,000	<b>399,000</b>
<b>Bid Cost</b>					
Citrix CVAD Licences For 3 years		116,600	116,600	116,600	<b>348,800</b>
<b>Projected Efficiency over 3 years</b>					<b>50,200</b>

### 5. Conclusions

The refresh of the Council's Citrix CVAD Enterprise software is essential to the future digital delivery of software applications and services to all our users that will enable the agility and flexibility required in the modern workforce.

The level of investment required falls within existing revenue streams and using advances in technology we will be able to significantly increase the performance and capacity of solutions whilst delivering further productivity gains across our user base.

A 3 year licence deal allows us to make some efficiencies on our projected budgetary requirements for this product.

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KEY COUNCIL POLICIES: Digital Strategy

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EQUALITY IMPACT ASSESSMENT AND IMPLICATIONS: N/A

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#### ASSESSMENT OF RISK:

If LOT2 is not purchased on schedule then access to many of the line of business applications will be lost by a large proportion of SCC staff, including SAP, CareFirst, Capita One. Around 400 staff will lose all access to computing.

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**SOURCE OF FUNDING:** The Citrix CVAD Licences will be sourced from the Enterprise XP Revenue cost centre within the current ICT budget.

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**LEGAL IMPLICATIONS:** Submitted by: Tony Hatton, Principal Solicitor, tel. 219 6323

When commissioning contracts for the procurement of goods, services, or the execution of works, the Council must comply with the Public Contracts Regulations 2015 (PCR) and its own Contractual Standing Orders (CSO's), failing which a contract may be subject to legal challenge from an aggrieved provider. The proposed award of the contract follows a tender exercise by mini competition in accordance with the process set out in the Crown Commercial Services Technology Products 2 (RM 3733) framework, which itself was procured in accordance with CSO's, which will help to ensure that the risk of challenge to the award of contract to Phoenix Group Limited is minimal and that any challenge, should it materialise, is extremely unlikely to be successful.

The purpose of a framework agreement is to select through a procurement/evaluation process a number of providers who can meet the service requirements of the Council, as and when those services are required. If they are required then the Council will undertake an exercise to call off the services from one or more of the providers who have been selected to be on the framework and this may be through any number of ways such as mini-competition or direct allocation, depending on the circumstances. A contract will then be formed between the Council and the chosen provider/s.

The Council will need to have followed the procedure set out in the framework agreement to ensure the procurement process is compliant. In any event only one tender was received from framework suppliers for this project, which has been evaluated in accordance with published criteria resulting in the proposed award of the contract to Phoenix Group Limited. The procurement procedures therefore appear robust and compliant with the requirements of CSO's and PCR.

Legal Services will assist with preparing any contractual documentation upon receipt of instructions to ensure the Council's position and interest are protected.

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**FINANCIAL IMPLICATIONS:** Submitted by: Joanne Garvin Ext 2793

The funding is expected to come from the current revenue budget within ICT Services. It is anticipated that expenditure will be within the programmed level.

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PROCUREMENT IMPLICATIONS: Submitted by: Emma Heyes, Category manager, The Corporate Procurement Team 686-6243

The procurement process followed is compliant with the Council's Contractual Standing Orders.

Following the approval to award the Crown Commercial Services framework call-off documentation will need to be drawn up between Phoenix Software and the Council, along with the Council's Seal, due to the value of the contract being in excess of £75k.

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OTHER	DIRECTORATES	CONSULTED:
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CONTACT OFFICER:	David Hunter	TEL. NO. 793-3911
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WARD(S) TO WHICH REPORT RELATE(S): N/A

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