



OFFICE OF THE POLICE & CRIME COMMISSIONER FOR THAMES VALLEY

REQUEST FOR DECISION – PCC 2018 / 001

Title: Framework contract for ANPR services

Thames Valley Police (TVP) and Hampshire Constabulary (HC) collaborate to provide Automatic Number Plate Recognition (ANPR) services across the two forces.

An OJEU procurement exercise was conducted during September and October 2017 for an ANPR servicing, maintenance, repair and associated services framework to be created. The framework was divided into 5 Lots to cover all the requirements needed for the collaboration between HC and TVP.

It was decided that a framework procurement process would be undertaken to cover all the possible ANPR requirements, as there was no contract in place to cover the bespoke requirements needed for police ANPR equipment.

The framework contract term is four years.

The framework is available to all other police forces in England and Wales, the DVLA and the Home Office (who requested to be users).

This report deals with the framework contract for Lot 3 i.e. the purchase of ANPR equipment and associated services to include, but not be limited to cameras, ICT hardware and ancillaries (point to point).

The Software supplied through this framework will support the programme to provide a national back office function (BOF) for all police forces. This framework is a route to market for all forces to procure the BOF interface software that has to be live and implemented within forces by April 2018.

Full details are provided in Annex 1.

Recommendation:

The Police and Crime Commissioner is invited to agree the award of a framework contract to the following suppliers for Lot 3 i.e. for the purchase of ANPR equipment and associated services

- Bidder 1: 3M UK
- Bidder 3: CA Traffic
- Bidder 5: Civica
- Bidder 6: Cleartone
- Bidder 7: ESG
- Bidder 11: Jenoptik
- Bidder 13: NDI
- Bidder 14: QRO

The above suppliers provide a vast range of ANPR camera and associated ANPR solutions that will support the existing police marketplace. They meet all the requirement of the contract specification and offer the most economically advantageous solutions.

Police and Crime Commissioner

I hereby approve the recommendation above.

Signature



Date 5.1.18

PART 1 – NON-CONFIDENTIAL

1 Introduction and Background

- 1.1 An OJEU procurement exercise was conducted during September and October 2017 to support the collaboration of Thames Valley Police (TVP) and Hampshire Constabulary's (HC) ANPR teams.
- 1.2 The purpose of the procurement was for an ANPR servicing, maintenance, repair and associated services framework to be created. The framework was divided into Lots to cover all the requirements needed for the collaboration between HC and TVP.
- 1.3 It was decided that a framework procurement process would be undertaken to cover all the possible ANPR requirements, as there was no contract in place to cover the bespoke requirements needed for police ANPR equipment.
- 1.4 The Contract term is four (4) years.
- 1.5 Both TVP and HC were keen to encourage SME suppliers with specialist civil engineering skills or those that have developed niche Back Office Function (BOF) integration software.
- 1.6 The framework is available to all other Police Forces, the DVLA and the Home Office (who requested to be users).
- 1.7 In order to create a fair and competitive tendering process. It was decided the framework would be split into five separate Lots.
 - Lot 1 - Servicing and repair of static and re-deployable ANPR cameras.
 - Lot 2 - Servicing and maintenance of mobile ANPR cameras - Delivery of servicing and maintenance across a range of ANPR cameras. Including, but not limited to mobile (in car).
 - Lot 3 - Purchase of ANPR equipment and associated services - Provision of ANPR equipment and services, to include, but not limited to cameras, ICT hardware and ancillaries (point to point).
 - Lot 4 - Provision of ANPR associated works and infrastructure - to include, but not limited to electrical and civil works.
 - Lot 5 - ANPR consultancy and associated services - Provide strategic, broad based advice across a wide range of ANPR disciplines and functions to support, guide and provide innovative solutions to Police forces.
- 1.8 A total of 15 suppliers bid for the framework.
- 1.9 Three were excluded from the process due to not passing the essential criteria:
- 1.10 Four did not bid for Lot 3 of this framework.

1.11 Eight suppliers bid for Lot 3 and the decision to award all the bidders a contract has been made as collectively they provide all the requirements needed to complete the full suite of cameras and equipment needed for a national ANPR service.

1.12 The evaluation process was based on price and deliverables.

1.13 Full details are provided in Annex 1

2 Issues for Consideration

2.1 This is a framework contract. Each force will have to run a mini competition to determine its own suppliers and annual spend.

3 Financial Comments

3.1 Over a 48 month period TVP is estimated to spend £0.64m on camera purchases. HC will spend slightly more at around £1m. In total the framework contract is therefore worth £1.64m for the initial four year period.

3.2 The Back Office Functionality (BOF) integration software is estimated to cost £500 per for per year i.e. a total of £4,000 over the initial 4 year period.

3.3 Savings will be delivered, but these cannot be determined until after the mini competition has been run.

4 Legal Comments

4.1 A full open OJEU procurement process has been conducted.

5 Equality Comments

5.1 No specific comments

6 Background Papers

6.1 Not applicable.

Public Access to Information

Information in this form is subject to the Freedom of Information Act 2000 (FOIA) and other legislation. Part 1 of this form will be made available on the website within 1 working day of approval. Any facts and advice that should not be automatically available on request should not be included in Part 1 but instead on a separate Part 2 form. Deferment of publication is only applicable where release before that date would compromise the implementation of the decision being approved.



Is the publication of this form to be deferred? No

**If yes, for what reason?
Until what date?**

Is there a Part 2 form? Yes

ORIGINATING OFFICER DECLARATION (as appropriate):		
	Officer	Date reviewed
Head of Procurement	Richard Fowles	19.12.17
Legal Advice	Lisa Sammons	19.12.17
Financial Advice	Linda Waters	3.1.18

OFFICER'S APPROVAL

We have been consulted about the proposal and confirm that financial and legal advice have been taken into account in the preparation of this report.	
We are satisfied that this is an appropriate request to be submitted to the Police and Crime Commissioner.	
 Chief Executive	Date 05/01/2018
 Chief Finance Officer	Date 5/1/18



Procurement Services

Gateway B: Procurement Outcome Report

Framework Contract for ANPR services

Lot 3 - Purchase of ANPR equipment and associated services - Provision of ANPR equipment and services, to include, but not limited to cameras, ICT hardware and ancillaries (point to point).

Contract Award (and POR) Sign-Off Sheet

By approving this document the Procurement Governance Board confirms acceptance of the detail contained within this document, approval to proceed with contract award, implementation and realisation of the benefits.

In the case of a Procurement which results in a new contract (or extension) the document replaces the previous award paper, and has a section for the relevant sign-offs below.

Contract Title:	ANPR Servicing, Maintenance, Repair and Associated Services framework
Procurement Governance Board Approval Date (as minuted)	20 th December 2017

Recommendations
<p>The Police and Crime Commissioner is invited to agree the award of a framework contract in respect of the above to the following suppliers for Lot 3 of the above mentioned framework. The award recommendation for the other lots will follow, but this lot is required urgently.</p> <p>Lot 3 = Purchase of ANPR equipment and associated services</p> <p>Bidder 1 – 3M UK Bidder 3 – CA Traffic Bidder 5 – Civica Bidder 6 – Cleartone Bidder 7 – ESG Bidder 11 – Jenoptik Bidder 13 – NDI Bidder 14 - QRO</p> <p>The above suppliers provide a vast range of ANPR camera and associated ANPR solutions that will support the existing police marketplace. They meet all the requirement of the contract specification and offer the most economically advantageous solutions.</p> <p>The Software supplied through this framework will support the national programme to provide a national back office function (BOF) for all police forces. This framework is a route to market for all forces to procure the BOF interface software that has to be live and implemented within forces by April 2018.</p> <p>Contract term is four (4) years.</p>

Contract Award Sign-Off:

In addition to approval by the Procurement Governance Board, the below sign-offs are also required prior to the award of any new contract:

Competitive Process Approval Level	Single Tender Approval Level	Reviewer	1st Approver	2nd Approver
> £1m	> £50k	HoP	Director of Finance	OPCC or PCC
OJEU Level - £1m	£25k - £50k	DoF (if not approver)	Head of Procurement	OPCC or CFO or DoF
£100k - OJEU Level	£10k - £25k	N/A	Procurement Mgr	Head of Procurement
£50k-£100k	N/A	N/A	Procurement Mgr	N/A
£0k-£50k	N/A	N/A	S&CM Specialist or P2P	N/A

Please fill in the below table with the appropriate sign-offs as detailed above.

Approval Role	Name	Job Title	Signature and Sign-Off Date
Reviewer:	Richard Fowles	Head of Procurement	19.12.2017
First Approver:	Linda Waters	Director of Finance	3.1.2018
Second Approver:	Ian Thompson	Chief Finance Officer	3.1.2018

Executive Summary

An OJEU procurement exercise was conducted during September and October to support the collaboration of Thames Valley Police and Hampshire Constabulary's ANPR teams.

The purpose of the procurement was for an ANPR servicing, maintenance, repair and associated services framework to be created. The framework was to be divided into Lots to cover all the requirements needed for the collaboration between Hampshire and Thames Valley Police.

It was decided that a framework procurement process would be undertaken to cover all the possible ANPR requirements, as there was no contract in place to cover the bespoke requirements needed for police ANPR equipment.

The Contract term is four (4) years.

Both TVP and Hants were keen to encourage SME suppliers with specialist Civil engineering skills or those that have developed niche BOF integration software.

The framework is available to all other Police Forces, the DVLA and the Home Office (who requested to be users).

In order to create a fair and competitive tendering process. It was decided the framework would be split into five separate Lots.

- Lot 1 - Servicing and repair of static and re-deployable ANPR cameras.
- Lot 2 - Servicing and maintenance of mobile ANPR cameras - Delivery of servicing and maintenance across a range of ANPR cameras. Including, but not limited to mobile (in car).
- Lot 3 - Purchase of ANPR equipment and associated services - Provision of ANPR equipment and services, to include, but not limited to cameras, ICT hardware and ancillaries (point to point).
- Lot 4 - Provision of ANPR associated works and infrastructure - to include, but not limited to electrical and civil works.
- Lot 5 - ANPR consultancy and associated services - Provide strategic, broad based advice across a wide range of ANPR disciplines and functions to support, guide and provide innovative solutions to Police forces.

A total of 15 suppliers bid for the framework.

Three bidders were excluded from the process due to not passing the essential criteria:

Four suppliers did not bid for lot 3 of this framework.

Eight suppliers bid for Lot 3 and the decision to award all the bidders a contract has been made as collectively they provide all the requirements needed to complete the full suite of cameras and equipment needed for a national ANPR service.

The evaluation team consisted of:

- John Knight - Joint ANPR Manager for TVP and Hampshire
- Alison Jerred - ICT Procurement Services Team
- Insp. Simon Hills – TVP Roads Policing
- Insp. Andrew Tester- Hants Roads Policing.

The evaluation process was based on price and deliverables.

A breakdown of the evaluation scores for Lot 3 is provided in Part 2 (not published) to support the award evaluation and process.

Procurement Governance Board Submission Record	
Project Stage	Date Approved by PGB
<input type="checkbox"/> PLD	
<input checked="" type="checkbox"/> POR	
<input type="checkbox"/> CMR	

Summary of Benefits	
Cashable Savings:	<p>Annual:</p> <p>Total Contract value is unknown at this stage – Opportunities for savings will be achieved through economies of scale.</p> <p>Potential for reduced National ANPR Services (NAS) implementation and ongoing revenue costs. Savings will be calculated once volumes are required.</p> <p>For example – TVP procure [REDACTED] cameras from Clearstone at around [REDACTED] per camera. The new contract price is circa [REDACTED] per camera, depending on its agreed functionality. Current annual spend on Clearstone Raven cameras is estimated at [REDACTED] which equates to a saving of around [REDACTED]</p> <p>The main advantage of this new framework contract is that we can go directly to Clearstone without a third party supplier adding [REDACTED] to the price of these cameras. For example it would have cost Hampshire far more last year as their cameras were purchased through Siemens (i.e. a third party supplier).</p>

Non-Cashable Savings:	<p>The below non-cashable savings have been taken from the ANPR collaboration options paper.</p> <ul style="list-style-type: none"> • Time saved for ICT Service Manager • Time saved in HC's 24/7 Intelligence unit • Time saved in TVP's IRB (not costed) • Time saved in Procurement – 50% saving on ANPR activity (not costed) <p>The above has been taken from the business case written and presented to the Chief Constable's Management Team.</p>
Other Benefits:	<ul style="list-style-type: none"> • Opportunity to improve efficiencies for collaborated departments, in delivery of servicing and maintenance. In urgent cases we can have cameras up and running within hours by using this framework contract route to market rather than waiting weeks, like we do currently. • Creating a joint process for both forces and follow through with a streamlined approach (can include all UK police forces). • Opportunity to improve the management of risk with suppliers, equipment failures and contract leakage. • Opportunity to maximise the delivery of ANPR benefits • Opportunity to reduce the costs of the ANPR infrastructure • Provides an opportunity to absorb the implementation and ongoing costs of the Home Office National ANPR Server (NAS) across two forces. • To provide a legal route to market through a collaborative tendering exercise. • Provision of a formal contract with all suppliers utilised and robust SLA's. • Improved monitoring of suppliers through robust contract management and supplier reporting.
Total Savings as a % of baseline spend:	<p>Non cashable savings will be calculated once volumes are identified.</p> <p>Current annual spend on Cleartone Raven cameras is Estimated [REDACTED] which equates to a circa [REDACTED] saving for TVP.</p>

Please store the signed off Gateway documents together to maintain an audit trail throughout the project.

Gateway C

Procurement Outcome Report (POR)

The purpose of this document is to outline the recommended describe the outcomes of the Project previously approved by the Procurement Governance Board at PLD stage. This Procurement Outcome Report presents the recommended solution and outlines the benefits this will deliver to TVP and implementation requirements to secure delivery and key tasks needed to measure the achievement of the benefits.

By approving this document the Procurement Governance Board confirms acceptance of the detail contained within this document, approval to proceed with contract award, implementation and realisation of the benefits.

Please note, this document replaces the Contract Award Paper.

Please update the information previously provided to the Board as applicable.

The below sign-off acts as confirmation from the main stakeholders that they have been consulted in the completion of this document, including acceptance that the recommendation meets business requirements, was compliant to EU Procurement Regulations and provides the most economically advantageous solution for TVP

Role	Name/Job Title	Signature and Sign-Off Date
Project Sponsor	John Knight	<i>John R Knight</i> 28/11/17
Procurement Business Partner	George Tait	28.11.2017
Procurement Lead	Alison Jerred	28.11.2017 <i>[Signature]</i>
Head of Unit	John Knight	<i>John R Knight</i> 28/11/17
TVP Finance	Kim Brown	4.12.2017
Legal	Lisa Sammons	19.12.2017

Public access to information

Information in this POR is subject to the Freedom of Information Act 2000 (FOIA) and other legislation. Part 1 of this form will be made available on the website within 1 working day of approval. Any facts and advice that should not be automatically available on request should not be included in Part 1 but instead on a separate Part 2 form. Deferment of publication is only applicable where release before that date would compromise the implementation of the decision being approved.

Is the publication of this form to be deferred? yes

If yes, for what reason? E.g. Alcatel period. Alcatel closes 2nd January

Until

Part 1 – For publication on Intranet Site

Proposed Supplier (s)	Bidder 1 – 3M UK Bidder 3 – CA Traffic Bidder 5 – Civica Bidder 6 – Cleartone Bidder 7 – ESG Bidder 11 – Jenoptik Bidder 13 – NDI Bidder 14 – QRO Awarded a framework contract.
Planned Contract Start Date	3 rd January 2018
Contract Durations (months)	48 Months
Contract Extensions Available (months)	None
Total Contract Value (over full contract period including extension options)	4 years

Project Savings	
Baseline Spend (highlight any changes to information provided in PID/PLD)	<p>The contract spend for the purchase of ANPR equipment from April to November 2017 was £143,344 for Thames Valley Police.</p> <p>ANPR is a collaborated function between Hampshire Constabulary (HC) and TVP. Over the next 15 months the predicted spend just under £200,000 for TVP and £400,000 for Hants. HC has an ageing camera estate and need to upgrade a lot of their existing equipment so the forecast spend for them is higher in the first year. It is then envisaged HC spend will fall in line with TVP.</p> <p>Over a 48 Month term, TVP are estimated to spend £640,000 (i.e. 200/15x48) on camera purchases under Lot 3 of this framework.</p> <p>Over a 48 Month term, HC are estimated to spend circa £1m on camera purchases under Lot 3 of this framework.</p> <p>There will be a small spend on BOF integration software of £500 per force per year. This can be procured under Lot 3. There is therefore a combined TVP/HC spend of £4,000 over the 48 month term. As HC and TVP both have Cleartone BoF it is likely the software will be procured through them.</p> <p>This means a combined spend of £1,640,000 for the camera purchases and an additional £4,000 for the software against Lot 3.</p> <p>The predicted spend will be split between the suppliers awarded a place on the framework as each supplier provides a range of cameras that are suitable for various locations.</p> <p>A separate call off contract will be awarded to each of the suppliers that are used by TVP and HC.</p>

<p>Savings Enabled: <i>Detail at High, Low and Expected level if the savings are likely to be variable e.g. based on demand.</i></p> <p><i>Include Annual & Total Contract Savings</i></p>	<p><i>Savings will be recorded on the anniversary of the contract start date.</i></p> <p>TVP procure Raven cameras from Cleartone at circa [REDACTED] per camera. The new contract price is circa [REDACTED] per camera depending on its agreed functionality.</p> <p>Current annual spend on Cleartone Raven cameras is estimated at [REDACTED] which equates to a circa [REDACTED] saving.</p> <p>There is no recorded contract spend on the BOF interface software as this is a new requirement.</p> <p>At present there is no training spend, as the equipment used within TVP and HC has remained consistent. As the JOU progresses, the aim is to have a unified equipment source across both forces. This could result in one force requiring training.</p>
<p>Savings Start Date</p>	<p>First quarter of 2018.</p>
<p>Savings Types <i>(based on Savings Definitions in Savings Analysis Worksheet)</i></p>	<p>Cost avoidance Efficiency Contract negotiation</p>

<p>Scope and Requirements <i>Copy these from previous gateway documents and highlight any changes</i></p>	
<p>At this stage the collaboration is only between HC and TVP.</p> <p>The OJEU procurement process will enable all forces to use the framework as our research has concluded that the existing CCS framework is not fit for purpose for all of our requirements.</p> <p>The objective of the procurement exercise was to provide specialist ANPR equipment that is National ANPR Standards for Policing (NASP) accredited.</p> <p>The maintenance and service elements of the TVP framework will be regionalised to maintain supplier relationships and encourage SME's to bid for civil works in their local area.</p> <p>The framework includes a route to market for a back office function software</p>	

Summary of Approach

Provide overview of approach and outline any changes to approach previously agreed

Approval has been given by CCMT for TVP to begin a bi-lateral ANPR collaboration exercise with HC. This was requested by the Joint Chief Officers Group (COG) as a recommendation from the Intelligence Collaboration Programme.

There are no Government contracts that provide all the requirements that are needed, therefore a full OJEU process will need to be done.

Historically TVP and HC procure a number of different cameras on an ad-hoc basis and do not achieve bulk discounts.

Other police forces have expressed an interest in using the framework as they are experiencing similar ANPR team collaboration on a regional basis. This could increase economies of scale and achieve further savings for all participants.

There are no TUPE implications.

Achievement of project objectives

Describe extent to which the original objectives have been achieved

The project objectives have been achieved from a procurement perspective. The framework will:

- Ensure the procurement process complies with all legislative requirements.
- Identify value for money assessments for budget purposes.
- Ensure the continuity of service to the Force
- Provide a route to market for the BOF interface software (Management Server) for all police forces.

Legal Comments

A full open OJEU procurement process has been conducted.

Project Benefits

Detail all financial and non-financial benefits delivered by the project

- Opportunity to improve efficiencies for collaborated departments, in delivery of servicing and maintenance.
- Creating a joint process for both forces and follow through with a streamlined approach (can include all UK police forces).
- Opportunity to improve the management of risk with suppliers, equipment failures and contract leakage.
- Opportunity to maximise the delivery of ANPR benefits
- Opportunity to reduce the costs of the ANPR infrastructure
- Provides an opportunity to absorb the implementation and ongoing costs of the Home Office National ANPR Server (NAS) across two forces.
- To provide a legal route to market through a collaborative tendering exercise.
- Provision of a formal contract with all suppliers utilised and robust SLA's.
- Improved monitoring of suppliers through robust contract management and supplier reporting.

Financial Implications

Detail any budgetary constraints and any financial implications of the new arrangement

The financial implications for this project are managed by the Senior Management Team (SMT) for the Intelligence, Tasking and Development Command.

All relevant officers and staff who make use of ANPR technology will receive suitable training.

Relevant officers and staff will be categorised as to their role. This will inform the level of access and training required in order to carry out their duties or role. All training will be undertaken through a combination of classroom based tuition, on-site training, cascade training and/or e-learning. There will be a cost associated with the provision of training and every attempt is made to procure equipment that is consistent with the kit that already exists within HC and TVP to reduce costs in this area.

Use of the ANPR system including access to data held, both locally with the Constabulary's Back Office Function (BOF) and nationally within the National ANPR Data Centre (NADC) will be governed by the Home Offices' Memorandum of Understanding to support the submission and access to data held on the NADC.

The Home Office are working towards a national BOF and all police forces will be requested to procure interface software to integrate their existing local BOF to the national BOF.

This framework supports this request by enabling all police forces to procure this interface within Lot 3. The costs associated with this integration software is less than £500 per force, but will require annual maintenance and support to maintain the establishment of that link. Expenditure for this has been put aside as part of the TVP/HC collaboration.

Changes with legislation and national guidance will influence the timeliness of any review on the equipment used. Any legislation changes will be monitored by the ANPR Manager and will be reviewed annually to ensure financial budgets reflect any expenditure needed to conform to those changes.

At present the predicted combined spend for both forces is £1,640,000 for camera purchases over a 48 Month period and £4,000 for combined BOF software over the same period.

Eight suppliers have won a place on the framework and at this stage it is envisaged that the predicted camera spend will be split between these eight suppliers as they all provide cameras that have a good range of functionality. Separate call off contracts will be awarded to each of the suppliers TVP/Hants decide to procure from.

Equality Comments

Summary of Diversity Impact Assessment

N/A

