



**OFFICE OF THE POLICE & CRIME  
COMMISSIONER FOR THAMES VALLEY**

**REQUEST FOR DECISION – PCC 2020 / 002**

**Title: Contract for the purchase and supply of Windows 10 devices for Thames Valley Police and Hampshire Constabulary**

As part of the DOS upgrade from Windows 8.1 to Windows 10 it was identified that circa 10,000 new devices (Laptops and Desktops) would be purchased in order to run the new operating system.

An initial decision from within ICT was made to continue with Lenovo devices, rather than looking at other manufacturers. The rationale for this decision was the compatibility with existing devices within our estate and the support packages currently in place. Remaining with Lenovo, also allows for the harvesting of parts and any ancillary items can be redistributed.

This contract covers both Thames valley Police (TVP) and Hampshire Constabulary (HC).

The route to market was through the Health Trust Europe (HTE) IT 2 framework.

Full details are provided in Annex 1.

**Recommendation:**

The Police and Crime Commissioner is invited to agree the award of contract in respect of the above mentioned supply and delivery of a managed service to Computacenter Ltd.

The above contract is for an initial term of 12 months' duration, with one extension option(s) of a further 12 months.

The maximum value of this contract is estimated at £7 Million for TVP and HC over the full project period (including extension options).

This value includes £2,337,249.50 for the initial device purchase, which includes a charge of £45,476.90 for deferred warranty charges and will be applicable if we choose to take up this option. The remainder of the contract value will be used for the devices required for future phases of the roll out and also for the purchase of accessories.

**Police and Crime Commissioner**

I hereby approve the recommendation above.

**Signature**

**Date**

31.1.20

## **PART 1 – NON-CONFIDENTIAL**

### **1 Introduction and Background**

- 1.1 As part of the DOS upgrade from Windows 8.1 to Windows 10 it was identified that circa 10,000 new devices (Laptops and Desktops) would be purchased in order to run the new operating system.
- 1.2 An initial decision from within ICT was made to continue with Lenovo devices, rather than looking at other manufacturers. The rationale for this decision was the compatibility with existing devices within our estate and the support packages currently in place. Remaining with Lenovo, also allows for the harvesting of parts and any ancillary items can be redistributed.
- 1.3 Various routes to market were explored including CCS Technology Products 2 Framework Lots 1 and 5, and the Health Trust Europe Com IT 2 (HTE).
- 1.4 We decided to use the recently awarded HTE Framework that has a total of seven suppliers, whom several have key relationships (Gold and Platinum partner status) with Lenovo. With the expectation being that this would lead to aggressive and competitive pricing from the bidders and secure for the Force the best possible deal.
- 1.5 In order to maximise productivity and savings for the Force we included as part of the mini competition the ability to utilise the Contract for the Phase 1 requirements to also purchase the devices for subsequent phases as well as any accessories needed as part of the Windows 10 Project (keyboards, mice, monitors, docking stations etc.). As we are not currently in a position to purchase the devices for the future phases, we informed the bidders of the possibility of TVP being able to utilise this contract as a vehicle to purchase the remaining devices required in order to complete the Forces Windows 10 device refresh project.
- 1.6 Full details are provided in Annex 1

### **2 Issues for Consideration**

- 2.1 The tender was run with a 70/30% split between price and deliverables.
- 2.2 All seven suppliers on the Framework expressed an interest in this tender, with four of them ultimately submitting bids.
- 2.3 A breakdown of the bidder's deliverable and costs scores are as follows:

Bidder:	Evaluated Deliverable Score:	Evaluated Cost Score:	Overall Evaluated Score:	Overall position:
Computacenter Ltd	27%	70%	97%	1 <sup>st</sup>
SCC Ltd	27%	67.28%	94.28%	2 <sup>nd</sup>
Softcat Ltd	21%	64.94%	85.94%	3 <sup>rd</sup>
XMA Ltd	24%	59.38%	83.38%	4 <sup>th</sup>

### 3 Financial Comments

- 3.1 The total value of this contract is estimated at £7 Million over the full project period (including extension options). The total value is made up of £2,337,249.50 for the initial device purchase, and includes a charge of £45,476.90 for deferred warranty charges and will be applicable if we choose to take up this option. The remainder of the contract value will be used for the devices required for future phases of the roll out and also for the purchase of accessories.
- 3.2 This contract will deliver cashable savings of £260,798 compared to the baseline spend of £2,552,570.
- 3.3 The split of the initial order is about 72% for TVP and 28% for Hampshire. The overall split is approx. 64% for TVP and 36% for Hampshire.
- 3.4 The TVP costs are being funded from the capital schemes for Digital frontline and End User Devices replacement.

### 4 Legal Comments

- 4.1 This exercise was undertaken via a legally compliant procurement process.

### 5 Equality Comments

- 5.1 There are no issues with regards to equality in this process.

### 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	16.1.20
Financial Advice	Linda Waters	26.1.20

**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 31/1/2020

  
Chief Finance Officer

Date 31-1-20



Procurement Services

Procurement Outcome Report

TVP Reference: 38018

Contract for The purchase and Supply of Windows 10  
devices for Thames Valley and Hampshire Police

Submitted by Chris Dent

Date Submitted: 13/01/2020

## 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.*

### Executive Summary and Recommendations

#### 1.1 BACKGROUND

As part of the DOS upgrade from Windows 8.1 to Windows 10 it was identified that circa 10,000 new devices (Laptops and Desktops) would be purchased in order to run the new operating system.

An initial decision from within ICT was made to continue with Lenovo devices, rather than looking at other manufacturers. The rationale for this decision was the compatibility with existing devices within our estate and the support packages currently in place. Remaining with Lenovo, also allows for the harvesting of parts and any ancillary items can be redistributed.

Working within the parameters of the NEP specification for W10 devices (that need to be compatible with O365 Applications). A device evaluation session was undertaken where representatives of ICT and key Business stakeholders evaluated a number of different Lenovo devices.

The outcome of the evaluation sessions resulted in the following Laptop devices being selected:

- Lenovo L380 (now superseded by L390) – which is a lightweight device, with a small screen and an ideal choice for people that are mobile.
- Lenovo 580 (now superseded by L590) – Large Screen device with full size keyboard that is ideal for operating spreadsheets and Databases.

In regards to the desktop variant of the W10 devices required, it was agreed the Lenovo M720q was the most suitable. This model is an upgrade to Lenovo M700, currently in use on the W8.1 operating system.

A successful pre-pilot and pilot phase have been completed, with successful deployment to trial users in several business areas of the TVP/HC.

The Frontline Policing Laptop refresh project has subsequently been added onto the W10 project, with the Yoga 11e (5<sup>th</sup> Generation) ruggedized laptop chosen as a natural successor the existing Yoga 11e (4<sup>th</sup> Generation) laptop that has currently been issued to Frontline Officers.

1.1.1 Current / Baseline / Budgeted Spend **£2,552,570.33** (for the same number of devices being purchased)  
Subjective Codes: **BB025** (TVP) and **BH000** (HC)

1.1.2 Summary of requirement and process:

Following completion of the initial pilot phases of the W10 refresh project, ICT are now in a position to begin issuing devices as part of main rollout. Three rollout phases are planned to complete the project and a requirement from ICT for the 1<sup>st</sup> phase has prompted this Procurement exercise. A breakdown of the total number of devices identified as being required for Phase 1:

Device type:	Qty required
Yoga L390	147
Yoga L580	523
Yoga 11e	2955
M720q	612
<b>Total:</b>	<b>4237</b>

It is estimated that a similar number of devices will also be required in order to complete the further phases of the refresh project.

Various routes to market were explored, the three contenders being CCS Technology Products 2 Framework Lots 1 and 5, which cover Hardware purchases and the Health Trust Europe Com IT 2 (HTE) . The CCS framework was deemed unsuitable as Lot 1 had 29 potential suppliers, which could have led to a protracted Procurement process and Lot 5, which covered Volume Hardware purchases from Manufacturers we were unable to use as it depends upon being brand agnostic and we need to brand specific.

We decided to use the recently awarded HTE Framework that has a total of seven suppliers, whom several have key relationships (Gold and Platinum partner status) with Lenovo. With the expectation being that this would lead to aggressive and competitive pricing from the bidders and secure for the Force the best possible deal.

In order to maximise productivity and savings for the Force we included as part of the mini competition the ability to utilise the Contract for the Phase 1 requirements to also purchase the devices for subsequent phases as well any accessories needed as part of the W10 Project (keyboards, mice, monitors, docking stations etc.). As we are not currently in a position to purchase the devices for the future phases, we informed the bidders of the possibility of TVP being able to utilise this contract as a vehicle to purchase the remaining devices required in order to complete the Forces W10 device refresh project.

Lenovo (our specified/required hardware platform do not deal with end users and sell via channel suppliers. We informed the bidders that they would only be evaluated against their submitted pricing for Phase 1 and that it would be run as Open Book, with Lenovo sharing the special bid price with TVP that they issued to all bidders. A decision was made to obtain pricing from Lenovo in order for us to fix the market and have full visibility of the mark-up the bidders were applying. We believe that this encouraged the bidders to bid aggressively in order to win the contract.

To ensure any future devices purchased as part of this contract were purchased at an equally competitive price, we informed the bidders that future purchases would only be accepted if the % mark-up applied to the initial Lenovo bid for the Phase 1 devices was also applied to any future purchases for devices under this contract.

Due to the size and large geographical area of TVP/HC there will be a requirement for a number of devices to be held within bonded storage and called off as and when required by the project team. Within the tender we included an evaluation question that asked suppliers to confirm how they would manage the devices whilst in bond and the processes used to rotate stock and manage the warranties.

Another weighted question we asked the bidders was “what assurances they could provide to TVP/HC to ensure the devices we purchase remain as up to date as possible with future updates and bug fixes?”. The requirement for an ‘Evergreen’ commitment from the bidders is seen as crucial as the Windows 10 Operating System will be the last where a major OS release is made every few years which requires a large capital investment. Microsoft have moved to a Windows as a Service Model (WaaS) with windows 10, whereby the OS will evolve with only feature and Monthly updates. Therefore the Force requires the hardware we are purchasing to remain capable of running the features for as long possible, even when they exceed ‘End of Distribution lifecycle’.

The tender was run with a 70/30% split between price and deliverables. (The above two questions were each weighted at 15% per question)

All seven suppliers on the Framework expressed an interest in this tender, with four of them ultimately submitting bids.

A breakdown of the bidder's deliverable and costs scores are as follows:

Bidder:	Evaluated Deliverable Score:	Evaluated Cost Score:	Overall Evaluated Score:	Overall position:
Computacenter Ltd	27%	70%	97%	1 <sup>st</sup>
SCC Ltd	27%	67.28%	94.28%	2 <sup>nd</sup>
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XMA Ltd	24%	59.38%	83.38%	4 <sup>th</sup>

(Full details of the supplier bids and the marks awarded can be found within part 2 of this document)

1.1.3 Regulation 84 form has been completed and is at Appendix A (Note that by default a regulation 84 form should be completed in all circumstances). This is a record of the exercise required to be kept by the Cabinet Office.

1.1.4 Contract Terms and Conditions: The suppliers meet all the requirements of the contract terms and conditions and specification and offer the Most Economically Advantageous Solution, as assessed through the evaluation process.

1.1.5 Legal Implications: The exercise was undertaken via a legally compliant process.

1.1.6 Equality and Diversity: There are no issues with regards to this process.

1.1.7 Realisation Implementation Plan:

The devices purchased under this contract will initially be placed into bonded storage and will be called off from as and when required by the Windows 10 Project Team.

1.1.8 Contract Management Review: Tier 1  or Tier 2  or Tier 3

1.1.9 The procurement process has followed and complied with the 5 key Treaty Principles of PCR 2015:- Transparency; Non-Discrimination; Equal Treatment; Proportionality; Mutual Recognition.

1.1.20 The finance's for this Windows 10 capital budget will cover this requirement. It has been confirmed that the budget is sufficient to do this



1.2

### 1.1.10 Attachments

Please include the following attachments as additional supporting information:

Supplier Scoring Evaluation



W10 DEC 2019 MC  
Cost and Deliverabl



W10 DEC 2019 MC  
Deliverables Evaluat

Any additional Supporting information



Lenovo Special Bid

### 1.2 RECOMMENDATION

1.2.1 The Police and Crime Commissioner / Chief Constable of Thames Valley Police (Chief Finance Officer and Director of Finance) are invited to agree the award of contract in respect of the above mentioned supply and delivery of a managed service to Computacenter Ltd.

The above contract is for an initial term of 12 months duration, with one extension option(s) of a further 12 months.

The total value of this contract is estimated at £7 Million over the full project period (including extension options). The total value is made up of £2,337,249.50 for the initial device purchase, and includes a charge of £45,476.90 for deferred warranty charges and will be applicable if we choose to take up this option. The remainder of the contract value will be used for the devices required for future phases of the roll out and also for the purchase of accessories.

#### *Process and POR approval*

Role	Name/Job Title	Signature and Sign-Off Date
Project Sponsor	Alex Latter	
Procurement Business Partner	Natalie Sowden	<i>N Sowden - 14/1/20</i>
Procurement Lead	Chris Dent	14/01/2020
TVP Finance	Tim Saunders	14/01/2020
Legal		

#### *Contract Award Approval*

Approval Role	Name	Job Title	Signature and Sign-Off Date
Reviewer:	Richard Fowles	Head of Procurement	16/01/2020
First Approver:		Director of Finance	
Second Approver:		Chief Finance Officer	
Third Approver:		OPCC	

**Public access to information**

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**PART 1 –  
FOR PUBLICATION ON TVP / PCC INTERNET SITE**

Contract Summary and Information for BLPD	
Proposed Supplier (s)	Computacenter
Planned Contract Start Date	10/01/2020
Contract Duration – Initial Term ( <i>months</i> )	12 Months
Contract Extensions Available ( <i>months</i> )	1 Options to extend by 12 Months for each Option
Contract Value <i>Initial Period (months)</i>	£7,000,000.00
Contract Value Extension per extensions periods	N/A (Extension option built in to cover any slippages in the roll out schedule)
Collaborative Purchase Information (who are we buying with and what is there proportion of spend).	The W10 roll out is being carried out across TVP and HC as part of the Joint ICT. All devices purchased for HC staff will be recharged accordingly. At this point the exact number of devices for HC is unknown.

Project Savings (for use on Home Office benefits reporting – NOT TO BE INPUT ON BLPD)	
<b>Baseline Spend</b> ( <i>highlight any changes to information provided in PLD</i> )	The baseline spend for same number of devices being purchased for Phase 1 is <b>£2,552,570.33</b> (budget aligned to the previous purchase price)
<b>Savings Enabled:</b> <i>Detail at High, Low and Expected level if the savings are likely to be variable e.g. based on demand.</i>  <i>Include Annual &amp; Total Contract Savings</i>	<p>Cashable: £260,797.73 <i>Saving based on previous price paid for the devices minus the quoted device price on this tender.</i> <i>(A full breakdown of saving can be found in Part 2 of this Document)</i></p> <p>Non-Cashable: N/A Total:</p>
<b>Savings Start Date if different from Contract start date</b>	13/01/2020
<b>Collaborative Savings</b>	Yes - Collaboration Partner Savings £ TBC
<b>Savings Types</b> ( <i>based on Savings Definitions in Savings Analysis Worksheet</i> )	Tendered price reduction
<b>Other Benefits:</b>	N/A
<b>Total Savings as a % of baseline spend:</b>	10.21%

