

## OFFICER DECISION RECORD SHEET

**Name of decision maker:** Sally Marshall, Chief Executive

**Service Area:** Technology & Digital Transformation

**Title of Decision:** To award a contract for the supply of Compute, Storage, Networking and Backup Infrastructure.

**Part I with Part II procurement report annexed.**

**Decision made and reasons:**

**Decision:** To award a contract to Insight Direct (UK) Ltd for the supply of Compute, Storage, Networking and Backup Infrastructure.

**Reason:** Dacorum BC currently operates 2 Data Centre's providing Compute, Storage, Networking and Backup infrastructure to the entire Council user base. These Data Centre's are located in Amersham (Primary) and Aylesbury (DR).

The original deployment of this infrastructure was in 2012 and is now due for replacement as part of the Council's 5-year refresh program.

**Reports considered:**

The procurement report is attached.

**Officers/Councillors/Ward Councillors/Stakeholders Consulted:**

IT Operations Team Leader

Team Leader of Commissioning, Procurement & Compliance

**Financial Comments:** The capital budget in 2018/19 for the hardware rolling programme is £425k, the current year's budget has an under spend of £50k as the desk top refresh was delivered under budget, the £50k will be slipped into 2018/19 providing a total of £475k to meet the cost of this project.

**Jackie Doyle 01/02/18**

**Monitoring Officer Comments:**

**Officers should also that an appropriate supply contract is in place prior to commencement of the service.**

**S151 Officers Comments:**

No further comments to add.

**Implications:**

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**Value for Money:** The Council carried out the tender process using the Health Trust Europe ICT Solutions Framework Agreement.

Prior to going to market, the Council carried out some market research to identify which hardware and software would best fit the Council's requirements. The outcome of this market research was that Fujitsu hardware and CommVault software would best fit the Council's requirements.

Unfortunately, the Council only received one submission which was from Insight Direct (UK) Ltd. We have evaluated the pricing element and based on the research carried out prior to going to tender, we believe the offer is with in line with current market rates and offers value for money.

Insight Direct (UK) Ltd are also number one ranked on the Framework Agreement based on their pricing and service delivery.

The Council also had discussions with the Buying Organisation, HealthTrust Europe who manage the Framework Agreement and they provided the following reasons why the Council only received one submission:

*Insight have got a dealer registration in place, when this happens other suppliers will not bid as they know their pricing will not be competitive.*

**Financial:** The Council tendered the opportunity under 2 lots. Insight Direct (UK) Ltd's pricing is as follows:

- 1) £418,765.66
- 2) £37,958.79

**Reasons considered for rejection:** If this contract was not awarded then the Council would be unable to replace the current infrastructure which has now reached the end of its lifespan. This will lead to more maintenance issues and faults with the current servers meaning Council officers will be unable to access the Council's networks.

**Officer Signature:**

Date:

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