

## OFFICER DECISION RECORD SHEET

**Name of decision maker:** Corporate Director of Finance & Operations

**Service Area:** Commissioning, Procurement & Compliance

**Title of Decision:** Award of contract for Mobile Phone Voice and Network Services

**Part 1 with Part II Procurement Report**

**Decision:** To award a 3 year contract to Everything Everywhere Ltd for Mobile voice and/or data services

**Reason:** In 2013 the Council were part of a reverse auction for the supply of mobile voice and data services. Everything Everywhere Limited (EE) were successful in winning the contract which offered a considerable saving against what the Council were paying at the time with the then incumbent supplier.

The Council have now engaged with EE looking at the possibility of awarding a new contract under the Government's Crown Commercial Services Framework Agreement for Network Services. This will be a direct award using the following justification:

- The tariff costs are lower and more flexible than we receive with the current contract.
- The tariff costs are lower or comparable with the other providers on the Framework Agreement.
- The internal costs and risks of moving providers are higher than any potential savings we could achieve on the open market.
- The cost to move providers would require new devices across the fleet especially when considering the current devices will be locked down to the EE Network.
- Using the framework is a compliance route in terms of complying with the Council's Commissioning and Procurement Standing Orders and the Public Contract Regulations 2015.

**Reports considered:**

The procurement report is attached.

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

Group Manager of Commissioning, Procurement & Compliance  
Team Leader of Commissioning, Procurement & Compliance

**Financial Comments:** Please note that the costs related to this contract will come from existing budgets just as they do in the current contract.

The new contract has lower monthly fixed cost than the previous and is able to be contained within the current budget.

Lucy Tash  
Accountant (Finance & Operations)

**Monitoring Officer Comments:**

No comments to add to the report.

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### Deputy S151 Officers Comments:

The cost of this contract can be met from existing budgets.

### Implications:

**Value for Money:** The tariffs put forward by EE for the new contract are lower than the current contract. It is also believed that the tariff costs are so low that it would be difficult for the Council to improve on these if we went to the open market.

**Financial:** The current costs with EE based on the recurring charges are £2,962.50 (Please note that any additional costs will relate to the exceeding data limits or premium/special rate calls). The new contract with EE will be £2,812.50 on a like for like basis.

The cost for the purchase of new devices in 2016/17 was £4,329.00. The contract end dates across the fleet vary and the Council will only replace the device(s) as and when required. It is expected that the annual cost for purchase of new devices will be similar in the following number of years however this will be driven by the Council's appetite to extend the use of smart devices, particularly for remote workers.

**Reasons considered for rejection:** If this contract is not awarded then the options are:

- To continue with the current contract however this will not be compliant with the Council's Commissioning & Procurement Standing Orders and the Public Contract Regulations 2015. This option would also not prove that the Council are obtaining best value for money.
- To tender the opportunity on the open market. It is not believed that the Council would obtain any better pricing on the open market due to the low rates we will be receiving from EE. This option would be risky in terms of the issues with moving provider (such as reception issues and transferring numbers) and will be a drain on Council's resources, especially to the Council's Commissioning, Procurement & Compliance Team, the Council's Technology & Digital Transformation Team and the users themselves.

### Officer Signature:

Date: