

WEST DUNBARTONSHIRE COUNCIL**Report by Chief Officer – Supply, Distribution and Property****Tendering Committee: 8 June 2022**

Subject: Contract Authorisation Report – Storage Array Network Replacement**1. Purpose**

- 1.1** The purpose of this report is to seek the approval of the Tendering Committee to authorise the Chief Officer - Regulatory and Regeneration to conclude the award of the contract for Storage Array Network (SAN) Replacement.

2. Recommendations

- 2.1** It is recommended that the Tendering Committee:
- a) Authorise the Chief Officer - Regulatory and Regeneration to conclude on behalf of West Dunbartonshire Council (the Council), the award of the Contract for SAN Replacement to Insight Direct (UK) Ltd.
 - b) Note that the contract shall be for a period of five years and at a value of £128,892.72 ex VAT. The estimated commencement date of the contract is 01 July 2022.

3. Background

- 3.1** This requirement is to replace hardware storage used for the Council's server environment which was purchased in excess of 10 years ago and is now at the end of life. The SAN Replacement will take place at a primary Data Centre with 106TB and secondary Data Centre 106TB, to meet current sizing. The total capacity includes a 10% growth capacity over a period of five years. The two sites will be:
- Primary Data Centre - Aurora House Data Centre
 - Secondary Data Centre - William Patrick Library Data Centre
- 3.2** The associated benefits of this Contract will be the ability to cope with an increase in storage capacity requirements alongside a reduction in energy usage. This is due to the increased efficiency of the newer technology not requiring to consume the same amount of power in the Council's Data Centres.
- 3.3** The overall budget for (SAN) Replacement is part of the Capital Plan that was approved at the Corporate Services Committee on 23 February 2022.
- 3.4** This procurement exercise has been conducted in accordance with the Council's Standing Orders and Financial Regulations and the Public Procurement Regulations. A Contract Strategy document was also approved on 21 December 2021.

4. Main Issues

- 4.1** Pre market engagement was conducted via Public Contract Scotland (PCS) and the recommended outcome from this was to utilise a framework agreement (FA) mini competition procedure to secure the best outcome for the Council with regards to commercial and technical solutions.
- 4.2** Two potential FA's were considered, one which included Quality and Price and one which was Price only. It was concluded that due to the technical nature of this requirement (Quality) that the Council utilise the Crown Commercial Services FA for Technology Products & Associated Services (RM6068).
- 4.3** 23 potential bidders expressed an interest, with four bidders submitting a response by the deadline on 1 April 2022. The four tender submissions were evaluated by representatives from ICT and Corporate Procurement Unit against pre-determined selection criteria forming part of the published tender documents which assessed competence, experience, and capacity. Four tender submissions passed the selection criteria.
- 4.4** Four tender submissions were evaluated against a set of award criteria which was based on Price / Quality ratio of 40% / 60%. The scores relative to the award criteria of each tenderer are as follows:

	Weighting	European Electronique	Insight Direct (UK) Limited	SCC (Specialist Computer Centres)	Trustco Plc
Quality (60%)					
Cost	(15%)	15%	15%	15%	5%
Quality	(20%)	15%	10%	20%	10%
Service	(20%)	15%	20%	20%	20%
Social Benefits	(5%)	5%	2.5%	5%	5%
Quality Sub-Total %:	(60%)	50%	47.5%	60%	40%
Price (40%)					
Price Sub Total £	-	£182,324.00	£128,892.72	£192,874.80	£268,605.00
Price Sub Total %	(40%)	28.8%	40%	26.73%	19.2%
Total Score	100%	78.8%	87.5%	86.73%	60.2%

4.5 It is recommended that the contract is awarded to Insight Direct (UK) Ltd of The Atrium, 1 Harefield Road Uxbridge, Middlesex, UB8 1PH who has provided the most economically advantageous tender. The contract shall be for a period of five years at a value of £128,892.72 ex VAT. The value of the contract is below the value approved by the Corporate Services Committee.

4.6 Insight Direct (UK) Ltd has committed to paying all staff as a minimum the real Living Wage (£9.90 per hour) and promotes Fair Working Practices across their organisation. Further, Insight Direct (UK) Ltd has committed to delivery of the following social benefits as a direct result of delivery of this contract:

Donation of £300 of goods to local food-share scheme;
Donation of labour to support a local community project;
Providing 12 hours of volunteers to support a local community project; and
Supporting the reduction of non-recyclable materials throughout the West Dunbartonshire area.

4.7 The social benefits will be discussed at the implementation meeting with Insight Direct (UK) Ltd and actions to take these forward will be agreed.

5. People Implications

5.1 There are no people implications.

6. Financial and Procurement Implications

6.1 Financial costs in respect of this Contract will be met from the approved Capital budget of ICT.

6.2 This procurement exercise was conducted in accordance with the agreed Contract Strategy produced by the Corporate Procurement Unit in close consultation with ICT officers and the provisions of Contract Standing Orders, the Financial Regulations and Public Procurement Regulations.

7. Risk Analysis

7.1 Insight Direct (UK) Ltd has no known links to Serious and Organised Crime which would have significant political and reputational ramifications for the Council.

7.2 Should the Tendering Committee decide not to proceed as recommended then this will delay the project, may have financial implications and reputational ramifications.

8. Equalities Impact Assessment (EIA)

8.1 An equalities screening was undertaken for this report to determine if there is an equalities impact. The results where there is no equalities impact.

9. Consultation

9.1 ICT, Finance Services and Legal Services have been consulted on the contents of this report.

10. Strategic Assessment

10.1 The Storage Array Network will contribute to the delivery of the Council's strategic priorities:

- Efficient and effective frontline services that improve the everyday lives of residents.

Name: Angela Wilson

Designation: Chief Officer – Supply, Distribution and Property

Date: 24 May 2022

Person to Contact:	Daniel Cullen Procurement Officer Daniel.Cullen@west-dunbarton.gov.uk
Appendices:	None
Background Papers:	Contract Strategy EIA Screening
Wards Affected:	All