

# Report to Cabinet

**18 May 2022**

<b>Subject:</b>	Award of Mobile Telephony, Voice and Data Contract
<b>Cabinet Member:</b>	Councillor Maria Crompton - Cabinet Member for Finance and Resources
<b>Director:</b>	Neil Cox – Director of Business Strategy and Change
<b>Key Decision:</b>	Yes
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## 1 Recommendations

- 1.1 That the Director of Business Strategy and Change, in consultation with the Director of Finance - Section 151 Officer and the Cabinet Member for Finance and Resources, be authorised to award a contract for Mobile Telephony, Voice and Data Services, to be procured via a direct award of contract using Crown Commercial Services (CCS) framework RM3808 Network Services 2, Lot 6 (Mobile Voice and Data) and will be awarded for a two-year period with an option to extend for a further year.



- 1.2 That the Director Law and Governance – Monitoring Officer be authorised to execute any documentation necessary to enable the action referred to in 1.1 above.
- 1.3 That any necessary exemptions to the Council’s Procurement and Contract Procedure Rules be made to enable the course of action referred to in 1.1 above to proceed.

## 2 Reasons for Recommendations

- 2.1 The current contract for the provision of Mobile Voice and Data Services is due to expire 25 July 2022. Approval is sought to enable a direct award in order to continue provision of these services.
- 2.2 The contract will allow for the provision of mobile telephony, voice and data for a 2-year period with an option to extend for a further year.
- 2.3 All framework suppliers on CCS RM3808 have been pre-qualified to supply the services required by SMBC and meet all technical and financial preconditions commensurate with the service and public sector procurement.
- 2.4 Pre-market engagement has indicated that the best COTS (custom off the shelf) offerings on CCS e-marketplace require a minimum two-year commitment. The option to extend for a further year gives Sandwell the opportunity to benchmark costs, and council requirements to verify suitability and value for money of this contract. Three years is the maximum duration allowed under the terms of this framework.
- 2.5 Pre-market engagement – and a review of the COTS offers on CCS e-marketplace indicate that forecasted spend – even with the current levels of usage can be forecast as follows:-

2022 - 2023	£150,000
2023 - 2024	£150,000
2024 - 2025	£150,000



### 3 How does this deliver objectives of the Corporate Plan?

	Best start in life for children and young people	<p>Most service areas now rely on ICT to function effectively. The mobile telephony, voice and data service deliver objectives of the Corporate Plan through ensuring our workforce is geared up to respond to changing business needs.</p> <p>Awarding this contract is essential to support modern service delivery. This is necessary for the continuing delivery of most if not all council services and therefore supports the council's ability to achieve all the outcomes detailed in the Corporate Plan.</p>
	People live well and age well	
	Strong resilient communities	
	Quality homes in thriving neighbourhoods	
	A strong and inclusive economy	
	A connected and accessible Sandwell	

### 4 Context and Key Issues

- 4.1 The current contract for mobile telephony covering voice and data services expires on 25 July 2022 and a new contract now needs to be procured.
- 4.2 The contract spend could flex up or down dependent on increases or decreases in the number of connections held by the Council and also by the amount of mobile data used across all connections. During the Pandemic mobile phone and data usage increased. The forecasted spend has been based on the past twelve months average usage and applying the benchmark pricing available on CCS e-marketplace. Demand management opportunities have also been identified (data only sims and flat rate council data bundles) which would support the premise



that the forecasted spend would not exceed £150k per annum. Equally it is possible that the spend could be lower than this in the future as the way we communicate changes and evolves.

- 4.3 Request for Information documents will be issued to all suppliers capable of providing the requirements of this tender under the Crown Commercial Services Framework agreement.
- 4.4 The Telephony, Voice and Data contract will be a 2-year contract with an option to extend for a further year.

## 5 Alternative Options

- 5.1 A full above threshold procurement could be taken as an alternative approach. However, all of the main providers are on the CCS framework making it unlikely that any additional benefits would be achieved. Procuring via a framework is compliant with Public Contract Regulations 2015.
- 5.2 Instead of direct awarding from the framework the Council could run a call-off competition from the same framework. This seems unnecessary and would not deliver additional benefit to the council. The service offerings from the market suppliers have equalised over time. Pricing is based on volume, which competition would not alter.
- 5.3 Doing nothing is not an option. The provision of mobile telephony, voice and data services is essential to support modern service delivery. Out of contract mobile telephony costs may increase and potentially leave the Council without a mobile telephony service.



## 6 Implications

<b>Resources:</b>	The total cost of this contract is estimated to be in the region of £450,000. Service areas' budgets already include funding to cover the cost of mobile, voice and data. Since the current contract was procured the cost for these services has decreased and we anticipate savings based on current usage of approximately £75,000 per annum when the new contract is awarded.
<b>Legal and Governance:</b>	The Council's Contract and Procurement Procedures and Public Contract Procedure Rules (PCR) 2015 will be adhered to.
<b>Risk:</b>	The corporate risk management strategy has been complied with to identify and assess the risks associated with the recommendations being sought. This has concluded that there are no significant risks that require reporting. Further measures will be put in place to ensure that the risks identified during the procurement process are considered and mitigated to levels within the council's appetite for risk.
<b>Equality:</b>	No implications
<b>Health and Wellbeing:</b>	No implications
<b>Social Value</b>	Social Value will be considered during the procurement process

## 7. Appendices

None

## 8. Background Papers

None

