

Report to Cabinet

Monday 24 May 2021

Subject:	Award Contract for Aruba Local Area Network Switch Refresh Contract – 2021 to 2026
Cabinet Member:	Councillor Wasim Ali -Cabinet Member for Resources and Core Services
Director:	Neil Cox – Director of Business Strategy and Change
Key Decision:	Yes
Contact Officer:	Sue Knowles Sue_knowles@sandwell.gov.uk Andy Saunders ICT Service Manager andy_saunders@sandwell.gov.uk Jit Singh ICT Service Architecture Manager Jit_singh@sandwell.gov.uk

1 Recommendations

- 1.1 That subject to a compliant further competition process under Lot 2 of the YPO Framework – Network Connectivity and Telecommunication Solutions – Lot 2 Local Area Network (LAN) Services, approval be given to authorise the Director of Business Strategy and Change and the Section 151 Officer, in consultation with Cabinet Member for Resources and Core Services, to award a contract for providing Aruba Local Area Network (LAN) Switch Refresh, for the period 30 June 2021 to 29 June 2026.
- 1.2 Authorise the Director Law and Governance and Monitoring Officer to execute any documentation necessary to enable the course of action referred to in 1.1 above.









2 Reasons for Recommendations

- 2.1 Authority is sought to authorise the Director of Business Change and Strategy, along with the Section 151 Officer to approve and award the contract and accept a tender for supplying Aruba Local Area Network (LAN) Switches including connectivity and transition from legacy infrastructure, once the evaluation process is complete following a compliant Further Competition process under Lot 2 of the YPO Framework – Local Area Network (LAN) Services. This will also allow for further procurement of switches during the contract period as and when required.
- 2.2 This contract will extend the Council's access to Aruba products for a further five years, covering the period from 30th June 2021 until 29th June 2026. The products covered include:
- Aruba Core Network Switches
 - Aruba Remote Edge Switch
 - Aruba Homeworking Solution
 - Aruba WIFI Access Points
 - Aruba Server Load Balancing Switching
 - Aruba Inter-switch connectivity components
- 2.3 The new contract will provide an accredited channel reseller to transition the current HP/Aruba infrastructure and replace with new products and services.
- 2.4 The value of the new contract is estimated to be £3.5m based on £2.5M in years one (1) and two (2) for Phases one and two, with the remaining £1M over the following three (3) years relating to potential Workplace Vision changes at other Council buildings.



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 systems to do their job. The Aruba products and services provide for all connectivity required at Council buildings.</p> <p>Awarding this contract will allow use of these products and services to continue beyond June 2021. This is necessary for the continuing delivery of most if not all Council services and therefore influences 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 Aruba products within our environment and licenses currently go end of manufacturer support between 31st March 2021 and 29th November 2021. Aruba products are present in all Council buildings and allow connectivity to business applications. In addition, the channel reseller's support and maintenance contract for these products ends on 29th November 2021.
- 4.2 Most if not all Council services depend on connectivity to business applications and services from Council buildings and it is important that they perform well, are supported and available for use.



- 4.3 Aruba do not deal directly with corporate customers, so the Council needs to procure the LAN switches and services contract via a channel reseller. A procurement exercise will be conducted to appoint a reseller who will renew, manage and support the new products on the Council's behalf in conjunction with the ICT Cyber Security and Connectivity Team, covering the period 30th June 2021 to 29th June 2026.
- 4.4 Invitation to Tender documents will be issued to all the suppliers under Lot 2 of the YPO Framework – Local Area Network (LAN) Services. Authority is sought to delegate to the Director – Business Strategy and Change, Section 151 Officer and Head of ICT and Revenues and Benefits to approve and award the contract and accept a tender for the continued provision of Aruba products and services, following a compliant procurement exercise.
- 4.5 The Aruba LAN Switch contract will be a five-year contract consisting of procurement of equipment, licenses and support and maintenance services. This contract will be split into several phases while further understanding is gained about building rationalisation rather than complete a full like for like refresh.
- Phase 1 will refresh all buildings that will be retained or invested in.
 - Phase 2 will refresh sites that will be divested over forthcoming years. Where possible we will recycle equipment and ensure that the infrastructure refreshed in these buildings will be based on staff numbers so budget is not wasted.
 - Further phases will be dependant on transformational or customer change initiatives relating to new or changes to existing buildings through initiatives such as Transforming Local Services.
- 4.6 The ICT Service will also work with Facilities Management and relevant service areas to review and understand the future requirements for WiFi and wired connectivity to ensure value for money.



5 Alternative Options

- 5.1 A "do nothing" approach is not feasible, as it would result in no software updates being available and no channel reseller support from 29 November 2021. This would present a major cyber security risk.
- 5.2 No viable alternatives to the Aruba product set would be achievable without considerable cost of change plus staff training costs within ICT.

6 Implications

Resources:	The total value of the contract is estimated to be £3.5m. This will be funded from existing ICT Capital refresh budget over the next 5 years. This programme of work will be split into phases and the costs for each phase will be one off procurement of hardware and manufacturer licenses and another for support and maintenance per year for the winning channel reseller.
Legal and Governance:	Legal implications including regulations/law under which proposals are required/permitted and constitutional provisions
Risk:	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.
Social Value	Social Value will be considered during the procurement process

