

DATRIX

part of the AdEPT Technology Group plc

A PUBLIC SECTOR GUIDE TO IT PROCUREMENT



ABOUT THIS GUIDE

IT procurement in the public sector can be tricky. There is no one “right way” to source your information and communications technology. To help you navigate the options available, we’ve put this simple guide together.

We highlight the following routes to market for IT products and services:

- Find a Tender Service
- G Cloud
- Crown Commercial Services Frameworks
 - Direct Award
 - Further Competition

We’ve also included some additional hints and tips to help make your IT buying simpler and more effective.



COMMON CHALLENGES

The effective and efficient procurement of IT services and solutions is not always straightforward. The need for compliant and transparent procurement processes is a given, but the complex nature of the products and services being sourced presents a unique set of challenges.

Many technology purchases will have an impact across large parts of the organisation, so there are likely to be multiple stakeholders involved in the decision-making process. Some of whom will not be familiar with the technology in question. This can add to both the complexity of the purchase decision and the associated risk.

Balancing the demands of the IT team and the compliance obligations of procurement does not always deliver the optimum outcome. The winner of the tender is not always the preferred option for IT.

Transformational IT projects don't happen overnight. The long-term nature of some projects or service agreements requires repeat procurements.



Multiple stakeholders



Complex procurement



Disruptive process



Long-term investment

BEST PRACTICE ADVICE

Use of framework agreements

Throughout the public sector, governing bodies have invested time and money in creating procurement frameworks. These are designed to do some of the heavy lifting when it comes to sourcing IT and communications services.

Using an existing framework guarantees access to a pre-approved vendor list and can save time during the tender process. Using a pre-approved vendor means you can also make smaller, subsequent purchases without the need for an additional tender process.

Another benefit of pre-existing frameworks is that the unit price for products and services will be set by the original tender and fixed for the lifetime of the contract.

Early engagement with vendors

Talk to potential service providers before you put your tender together. They are best placed to provide advice as to what should, and should not, be included. A vendor-agnostic supplier will help you understand the options available and can work with you to ensure your tender delivers what your organisation needs.

Make sure your tender is objective based. Being too prescriptive about the technology may not deliver the best outcome..Think more about what you want to achieve than how you want to achieve it.



PROCUREMENT OPTIONS

Find a Tender Service

The Find a Tender Service replaced Tenders Electronic Daily at the end of December 2020. It is a service run by the UK government where public sector organisations can post a tender for high-value services. Thousands of potential service providers can browse the directory and submit tender responses.

Pros:

- You can choose from a broad range of potential service providers
- You are free to agree your own contractual terms and conditions
- You are unlikely to receive responses that include an element of sub-contracting

Cons:

- There is potentially no limit to the number of tender responses you will receive
- There is no pre-screening of potential suppliers' financials or suitability
- The cost of procurement is slightly higher as building the tender requires input from multiple stakeholders within the organisation



G-CLOUD 12

G-Cloud 12 is Crown Commercial Service agreement designed specifically to allow the UK public sector to purchase cloud-based computing services.

An annual framework agreement, it provides access to pre-approved product and service providers via the Digital Marketplace.

Pros:

- G-Cloud provides a quick and easy procurement process
- There is little procurement input required
- Pricing is fixed and published in advance, so you know what you're getting

Cons:

- The products and services available are limited to those in the catalogue
- The service is limited to cloud-based services and solutions only
- There is no room for price negotiation or flexible financing options



HM Government
G-Cloud

Crown Commercial Service Framework

CCS is the largest public procurement organisation in the UK. It helps thousands of UK public sector organisations streamline purchasing through pre-defined commercial agreements with a broad range of service providers. It provides a quick and easy procurement process, including several agreements for the provision of technology products and services.

Direct Award

Perhaps the closest to a traditional buyer/supplier relationship, public sector buyers can choose from a list of pre-approved suppliers and engage with them directly to define a specific service.

Pros:

- Very simple procurement process
- Access to pre-approved suppliers
- Pre-agreed contracts already in place you're getting

Cons:

- The products and services available are limited to those in the catalogue
- The service is limited to cloud-based services and solutions only
- There is no room for price negotiation or flexible financing options

Further Competition

Akin to a traditional tender process that allows for a staged procurement, whereby unsuitable suppliers may be filtered out at each stage.

Pros:

- Allows engagement in longer term contracts
- Provides access to pre-screened suppliers
- Easy to compare suppliers on like-for-like basis

Cons:

- Lengthier procurement process
- Less opportunity for supplier engagement
- Prescribed response from suppliers



Crown
Commercial
Service

ABOUT DATRIX

Datrix is an accredited supplier on multiple procurement frameworks. These Frameworks allow UK public sector clients to purchase our products and services at more competitive prices, without having to go through the lengthy and costly process of identifying and fully vetting suitably qualified IT services providers.

Every agreement is compliant with UK procurement regulations, with pre-approved terms and conditions and regular reviews of suppliers to ensure they are performing well. For healthcare, education and government organisations, engaging with us via these agreements can significantly reduce overall procurement costs whilst building a strong, long term relationship that delivers excellent value.

RM308 Network Services 2

Datrix's place on RM3808 positions us amongst an elite group of SME suppliers, demonstrating our commitment to delivering cost-effective, transformational services to existing and new public sector customers. Our comprehensive portfolio of services can be accessed via five lots:

- **Lot 1:** Data Access Services
- **Lot 2:** Local Connectivity Services
- **Lot 5:** IP Telephony Services
- **Lot 10:** Unified Communications
- **Lot 13:** Contact Centre Services

Datrix is also accredited to the following:

JISC Routing & Switching Framework

Telecommunications DPS – Procurement for All

North of England Commercial procurement Collaborative

If you need help building a business case for your next technology investment, or would like to discuss our range of flexible financing options, call us now on 020 7749 0800 or email enquiries@datrix.co.uk

www.datrix.co.uk



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