

AVON AND SOMERSET CONSTABULARY

To: Office of the PCC
Nick Adams

Station: Police HQ
Finance and Business Services

From: Nick Jenkins

Station: Strategic Procurement Extn No: 66061
Service

Ref:

Date: 30 August 2016

SUBJECT: Recommendation to Award Qlik Sense Contract

1. Introduction

- 1.1. Getting the right information to the right staff at the right time is key to running a successful organisation. Currently, Avon and Somerset Police (ASP) lacks the ability for staff to dynamically interact with its many unconnected datasets. Qlik Sense is a unique, self-service analytics tool that visually presents data from multiple sources in an easy to use way for staff to explore. Strategic Service Improvement (SSI) has successfully conducted a proof of concept in the use of Qlik Sense that has demonstrated the added value it would bring. This report recommends procuring 800 Qlik Sense License tokens for £671,688 via HealthTrust Europe's (HTE) Information Communication Technology (ICT) Solutions framework

2. Qlik Sense

- 2.1. With its drag and drop interface, Qlik Sense Allows staff to create interactive graphs, reports and dashboards from multiple data sources. It is unique due to how the platform works with large volumes of varied datasets. Qlik Sense is built on the patented QIX Associative Data Indexing engine. Associative Data Indexing allows people to explore data relationships across many sources that would otherwise be hidden in hierarchical or query-based approaches i.e. no need for scripting or complex SQL queries.

3. Requirement

- 3.1. Qlik Sense licensing is based on a token model. Customers buy tokens that can be allocated, and reallocated, so as to adapt to changing usage needs. Tokens can be allocated by customers to either named individuals who need frequent access to the system, or to pools of access for groups of users who use the system infrequently. To deploy Qlik Sense for use by all officers and key police staff, i.e. 3,000 users, SSI calculates that ASP will need 800 tokens

4. Business Case

- 4.1. A Business Case for Qlik Sense was prepared by Head of Performance, Processes and Improvement Sean Price with DCC Gareth Morgan as Chief Officer Sponsor. This Business Case estimated that Qlik Sense could achieve a combined £785,484pa in cashable and non-cashable savings, and was approved at Chief Officers Group on 25 August 2016

- 4.2. Budget code 17P126B GL 80813 has been set up to cover the initial capital costs of [redacted] will made against, and ongoing support cost will be coded to 111081 42003

5. Negotiations

- 5.1. [redacted]

6. Budget

- 6.1. Budget code 17P126B GL 80813 has been set up to cover the initial capital costs of [redacted] will made against, and ongoing support cost will be coded to 111081 42003

7. Route to Market

- 7.1. The threshold that Contract Authorities need to go to full OJEU tender is £164,176. An alternative to going to full OJEU tender is to utilise a Framework that has already been through the process. A Framework is an 'umbrella agreement' that sets out the terms (e.g. scope, price, quality etc.) under which individual contracts (call-offs) can be made throughout the period of the agreement. EU rules on multi-supplier Frameworks are to give all capable suppliers on it equal opportunity of the business. This is done by running a mini-competition. However, as price has been negotiated and already known in this instance, no benefit would accrue from running a further competition.
- 7.2. The HTE tender Frameworks in accordance with EU Procurement legislation that is available to the wider UK public sector. The ICT Solutions Framework is for the provision of enterprise level ICT solutions and is split across two Lots. The Framework seeks to satisfy the requirements for either commodity hardware, software or both, through either Direct Award or, if required, a fully managed further competition process.
- 7.3. Direct Award can be made on the basis that a Contracting Authority is able to identify the most economically advantageous provider without conducting a further competition. The framework agreement award criterion is used to determine the highest scoring capable provider, and for software, Specialist Computer Centre Ltd (SCC) scored highest for that Lot. A Direct Award to SCC off HTE's ICT Solutions Framework is a compliant route to market.

8. Recommendation

- 8.1. The recommendation is to procure 800 x Qlik Sense tokens for £671,688 as a Direct Award to SCC via HTE's ICT Solutions Framework for the following reasons:
- (a) EU compliant route to market
 - (b) [redacted] in negotiated contract savings on Qlik's original proposal
 - (c) estimated combined cashable / non-cashable in operational saving of £785,484pa
- 8.2. Please indicate your agreement or otherwise by completing the reply section below

Nick Jenkins
Category Manager

The recommendation to procure 800 x Qlik Sense tokens for £671,688 as a Direct Award to SCC via HTE's ICT Solutions Framework is AGREED / NOT AGREED (delete as necessary)

Sign: _____ Date: _____

Nick Adams
Head of Finance and Business
Services

The recommendation to procure 800 x Qlik Sense tokens for £671,688 as a Direct Award to SCC via HTE's ICT Solutions Framework is AGREED / NOT AGREED (delete as necessary)

Sign: _____ Date: _____

Print: _____
Office of the PCC

[redacted]