

AVON AND SOMERSET CONSTABULARY

To: Julian Kern Station: HQ
 Mark Simmonds
 From: Steve Hodgson Station: HQ Extn No: 46337
 Ref: SAP Run On Date: 28/03/18
 SUBJECT: IBM Software

- Further to the decision to create a SAP contingency run on of one year IBM have consolidated all the existing software they provide to the Force into one contract. This paper recommends award of a contract to IBM for provision of IBM software.
- Southwest One and IBM are unable to confirm actual volumes needed for the software, but the exact software modules are listed in the draft contract attached as an appendix to this note.
- Due to the inability to identify volumes, the licences offered are unlimited, ensuring compliance with licence terms.
- IBM initially sought initially to provide a quote based on a 3 year deal, however following discussions about ASC actual requirements proposed a 2/3 year contract, please see extrapolated detail;

IBM March 31st 2018 – Hybrid Offering

3 Year List Price

Three Years IBM Software & Support List Price £31.3m



3 Year Proposed

| | Payment 1 April 1 st 2018 | Payment 2 April 1 st 2019 | Payment 3 April 1 st 2020 | Total |
|--------------------|---|---|---|-------------|
| IBM SPECIAL OFFER* | £ 2,275,345 | £ 2,275,345 | £ 2,275,345 | £ 6,826,035 |

HYBRID 2Year Deal
 (1yr only on SAP related ESTATE)

IBM BAFO Offer

| | Payment 1 April 1 st 2018 | Payment 2 April 1 st 2019 | | Total |
|----------------------------------|---|---|--|------------|
| IBM HYBRID * Approval Pending | £ 2,275,345 | £ 1,345,989* | | £3,621,334 |

*Offer is conditional Signed Contract and PO received on or before the 31st March 2018
 NOTE – "forms" product not included because no longer an IBM product offering.

*Does not include SAP Estate

SAP RELATED ESTATE
 Content Collector
 Content Manager
 Db2 / DATABASE
 InfoSphere Information
 Some Storage & SAPWebSphere adapters

- ASC does not currently require a software run on which exceeds 12 months and therefore asked IBM for a price based on this requirement only. IBM produced a contract for acceptance based on 12 months at £3,240,069.



- 8 Following negotiation [REDACTED] outlining our long standing partnership as part of SW1 and strong relationship both locally and in National Policing terms, [REDACTED] agree a 1 year deal at **£1.7m**. This represents a £1.54m saving against an assured best and final offer of £3.24m.

Procurement Process

- 9 Procurement regulations would normally require a contract of this value to be competed, however under clause 32.2.b.ii of the Public Contracts Regulations 2015 it is permissible to follow a negotiated procedure without prior publication if competition is absent for technical reasons. Therefore a direct award does comply with regulations.
- 10 Under section F 13 (b) of the Police and Crime Commissioner's Scheme of Governance, it is permissible to appoint a supplier without competition if required to ensure continuity of supply.

Recommendation

- 11 ASC IT Director, Nick Lilley, supports this recommendation.
- 12 The recommendation is to award a one year contract to IBM for provision and support of the attached software without competition at a cost of £1,700,000.

Kind regards

Steve Hodgson

The recommendation to award a one year contract to IBM for provision and support of the attached software without competition at a cost of £1,700,000 is AGREED/ NOT AGREED

Sign:

Date:

Stephen Hodgson – Head of Procurement

The recommendation to award a one year contract to IBM for provision and support of the attached software without competition at a cost of £1,700,000 is AGREED/ NOT AGREED

Sign:

Date:

Julian Kern – CFO and Director of Resources

The recommendation to award a one year contract to IBM for provision and support of the attached software without competition at a cost of £1,700,000 is AGREED/ NOT AGREED

Sign:

Date:

Mark Simmonds – OPCC CFO