

# **GO Shared Services Programme Report**

## **Appendix C**

### **Procurement Summary**

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## GO PROGRAMME PROCUREMENT SUMMARY

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### Background

After soft market testing and the formation of an approved business case, the initial GO procurement requirement was undertaken using the Buying Solutions Catalist framework. RM713, Lot 4. This Lot offered HR, Finance, Procurement, Transactions Management and Enterprise Resource Planning (ERP) solutions which integrate the data and processes of an organisation into a single system.

The tender documents were issued on behalf of the GO partnership with 3 pricing options:-

- a. All 7 partners
- b. 7 partners minus 1 large authority, or
- c. 7 partners minus 1 small authority

The partners decided to select this procurement route because of reduced timescales in comparison to other tender options. The partnership recognised that the 10 pre-selected suppliers on the framework were all resellers and not vendors and that the tender could be subject to a reseller fee (usually a % of the total contract value).

At the programme board meeting on Thursday 20<sup>th</sup> May 2010 it was confirmed that two of the partners had decided to leave the partnership. This meant that the Catalist framework procurement exercise had to be stopped due to the pricing options above being invalid and a new procurement undertaken with the remaining 5 partners.

After an analysis of procurement routes available and learning from the previous exercise, the decision was made by programme board to use the recently introduced Sprint ii framework agreement in preference to the previous Catalist approach. This is a framework contract managed by Specialist Computer Centres (SCC) on behalf of Buying Solutions and Her Majesty's Revenue and Customs (HMRC) to provide a single supplier one-stop-shop for a wide range of ICT products and services.

### Process

SCC invited 8 suppliers to complete a Capability Assessment (CA) and indicative pricing model for the provision of a fully integrated Enterprise Resource System to the remaining 5 partners in the GO programme. These suppliers were Unit 4, COA (Cedar) Logica, Cap Gemini, Patech, HCL-Axon, Northgate Arinso and Netsuite.

Prior to receiving the responses back from interested suppliers, Stroud District Council decided to withdraw from the GO Programme. As prices had been requested for 5, 4, 3 and 2 authorities, this did not affect the supplier responses or the procurement process on this occasion.

SCC received two responses to the CA from Unit 4 and Patech. SCC compared the responses and after further clarifications, recommended that the GO Programme proceed with Unit 4 as the provider for the requirements for the GO programme. In consultation with the GO programme procurement lead and project manager SCC sent out the full set of requirement specifications to Unit 4 with a return date of Thursday 5<sup>th</sup> August 2010.



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### Results

SCC forwarded the Unit 4 response via email to CBC on Friday 6<sup>th</sup> August and hard copy was delivered on Tuesday 10<sup>th</sup> August. After analysis it was agreed by the Programme Board to make Unit 4 our preferred supplier. Subject to final clarifications and member approval the intention is to enter in to a contract with Unit 4 (via SCC) at the end of October 2010 for the Agresso Business World product.

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