**Official – Sensitive – Commercial**

# Invitation to Tender for Cloud Strategy Assessment Consultancy

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## 1 Introduction

Ordnance Survey Ltd is a company registered in England and Wales (company registration number 09121572) whose registered address is at Explorer House, Adanac Drive, SOUTHAMPTON, SO16 0AS, UK (**OS**). OS is a limited company in which the entire share capital will be owned by the Secretary of State for Business, Innovation and Skills.

OS is Britain's mapping agency and is responsible for the surveying, production, maintenance and marketing of a wide range of geographic information, relied on by government, business and individuals.

Further information on us can be found on our website http://www.os.uk

## 2 Purpose of this document

OS is conducting this tender exercise for the purpose of procuring the goods/services described in the Statement of Requirements **(SOR).** Interested parties (**Participant** or **Potential Supplier**) should review this Invitation to Tender (**ITT**) and submit their completed Response Document in accordance with Section 7 below.

This ITT contains further information about the procurement process, the SOR, and assessment questions for Participants to complete. Each Participant's response (**Tender**) should be detailed enough to allow OS to make an informed selection of the most appropriate solution.

## 3 Background to the project

OS has adopted a cloud-first strategy which aims – over time – to move away from the need to manage datacentres, physical servers and storage, and to use commodity public cloud services to provide basic infrastructure (IaaS) and additional technology services (PaaS). This will allow the organisation to focus on more value-add activities as we support our strategy to provide an efficient and effective service to GB, and to provide global managed services that we will build. OS is requesting tenders for consultancy to conduct a Cloud Strategy Assessment and produce a set of Cloud Strategy recommendations to assist the organisation in determining the appropriate Cloud provider or providers selection.

## 4 Overview of the project

OS is looking for a trusted, specialist advisor that has a breadth of experience working with existing and emerging Cloud providers and can demonstrate a viable and credible approach to assisting the organisation in selecting the best possible Cloud Strategy for achieving the business goals and objectives. The assessment and recommendation process will involve the supplier carrying out a thorough evaluation of the existing and emerging Cloud technologies and providers in the market place to produce the following outputs based on the OS business context, use cases and requirements:

1. **A Cloud Strategy recommendation report including recommended technology/platform providers**.
2. **A defined Target Reference Architecture.**
3. **A defined set of recommended next steps**.

**Mandatory requirements for the supplier profile:**

1. The trusted specialist advisor must have existing partnerships with the following Cloud providers:

   1. Amazon (minimum: Advanced partner)

   2. Azure (minimum: Microsoft Gold partner)

   3. Oracle Cloud
2. The specialist advisor must be able to commence the assignment no later than the 11ᵗʰ September 2017.

If either of these parameters cannot be met then the supplier will **NOT** be qualified to submit a tender.

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### Assessment expectations

It is expected that the Cloud Strategy independent assessment will:

- Enable OS to identify a fit for purpose strategy that is understood and accepted both within and outside of OS (external customers).

- Provide OS with an independent view of the options available to provide a logical strategy based on the OS business context.

- Enable OS to make the appropriate selection regarding which Cloud platforms and/or technologies to choose and how they should be used.

- Assist OS in understanding how to achieve the desired each, coverage and support models using these platforms to deliver global managed services.

- Illustrate to OS the differentiators between Cloud technologies and providers from the perspective of the OS business context.

- Provide validation as to how OS can become an Independent Software Vendor (ISV) and recommend the appropriate strategy in order to do so.

- Enable OS to reach an agreed and explicit rationale for Cloud technology and vendor selection.

To support this, OS are requesting a specialist service consultancy, as specified in Schedule 1 - Statement of Requirements.

## 5       Communications and timetable

### 5.1      General

5.1.1      English is to be the language for all communications between OS and Participants on all matters relating to this tender.

5.1.2      Participants must each appoint 1 individual who will continue to be responsible for all communications with OS and to whom OS should address any enquiries during the tender process. The name, address, telephone and fax numbers and e-mail address of the Participant's contact must be notified (or confirmed if unchanged from that previously provided) to OS's main contact at the address given below within 5 working days of the date of issue of this ITT. Any subsequent changes to the Participant's contact details are to be notified to OS as soon as reasonably practicable.

5.1.3      All formal communications (including, but not limited to, the submission of responses) to OS are to be made in writing to **OS's Main Contact** as follows:

Andrew Squire
Category Manager Technology
Ordnance Survey, Explorer House, Adanac Drive, SOUTHAMPTON, United Kingdom, SO16 0AS
Phone: 02380 055919
Email: ProcurementGroup@os.uk

5.1.4      OS will notify Participants of any changes to the contact details listed above.

### 5.2      [NOT USED]

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5.3　　　　**Outline Timetable**

The following procurement dates are for guidance only.　The dates below represent an outline of the planned progress for the procurement, although these dates are for guidance only and are intended to provide Participants with the timeframe which we presently foresee for this procurement. We may change this timetable at any time at our sole discretion.

5.3.1　　　The following procurement dates are for guidance only. The dates below represent an outline of the planned progress for the procurement, although these dates are for guidance only and are intended to provide Participants with the timeframe which we presently foresee for this procurement.　We may change this timetable at any time at our sole discretion:

| Event | Target date |
|---|---|
| Contracts Finder Contract Notice, Issue ITT | 18-July-2017 |
| Deadline for receipt of clarification questions | 24-July-2017 – 12:00 Noon |
| Date of submission of Tenders | 28-July- 2017 – 12:00 Noon |
| Tender evaluation | 11-August-2017 |
| Presentations from shortlisted suppliers (if necessary, by appointment) | w/c 14-August-2017 |
| Contract Award Decision Letter and Unsuccessful ITT Letters issued | 23-August-2017 |
| Commencement Date of Contract | 11th-September-2017 |

5.4　　　　**Participant Requests for Clarification**

5.4.1　　　OS recognises that clarification may be needed prior to submission of Tenders.

　　　　　　Participants should submit their questions, queries or clarification responses to OS's Main Contact, as detailed in [Section 5.1.3] above.

5.4.2　　　All clarifications and responses will be logged and recorded by OS. OS will endeavour to respond to all clarifications within 2 working days of receipt. If the response is not going to be available within 2 working days then the originator of the clarification will be advised of when a response will be given.

5.4.3　　　Participants should clearly identify any clarifications or parts of clarifications which they consider to be confidential or specific to its proposed solution, stating the reasons why it considers the clarification to be so. OS will decide at its sole discretion whether or not to accept the Participant's request. If OS does not accept the request for confidentiality or does not accept that it is specific to its proposed solution, the Participant will be informed and OS will specify a period within which the Participant may choose to withdraw its clarification. If the Participant does not withdraw its clarification in such circumstances, OS will proceed to respond on a non-confidential basis.

5.4.4　　　The cut off for receipt of clarification questions is **12:00 Noon on 24-July-2017.**

5.5　　　　**OS Requests for Clarification**

5.5.1　　　Any requests from OS to a Participant to clarify, specify or fine-tune a tender following receipt of Tenders will be submitted via email to the Participant's nominated point of contact in the completed Response Document. Participants shall endeavour to respond to all such requests within 5 working days of. If the response is not going to be available within 5 working days then OS should be advised of when the response will be given as soon as is reasonably practicable but in any event no later than the initial 5 working day period.

5.5.1　　　OS may, in its evaluation of Participant's proposals, request demonstrations and/or site visits. Participants must accept responsibility for organising and providing any required demonstrations and/or visits. Participants must bear their own costs for such demonstrations and/or visits.

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**6        General Notices**

6.1        **Exclusion Of Liability**

OS reserves the right to cease this procurement process at any time without any liability (whether in contract, tort or negligence) to Participants.

Each Participant considering entering into contractual relationships with OS on the basis of the information provided in this ITT should make their own evaluation of the information provided pursuant to the ITT and make their own investigations and form their own opinion on OS and the project. Participants are recommended to seek their own financial and legal advice.

OS reserves the right not to enter into a contract with any Participant without any liability (whether in contract, tort or negligence) for any loss, cost or expense (including legal expenses) incurred by Participants in preparing for or participating in this procurement process, howsoever arising (whether under contract, tort or under any statutory provision or otherwise). OS is not liable for any costs Participants may incur in contemplation of a contractual relationship being entered into.

6.2        **Contractual Relationship**

Nothing in this ITT or any other pre-contractual documentation shall constitute the basis of a contract that may be concluded in relation to this procurement exercise, nor shall such documentation be used in construing any such contract.

Each Participant must rely on the terms and conditions contained in any contract when, and if, a written contract has been signed and countersigned by both parties and dated, subject to such limitations and restrictions that may be specified in such contract. It is envisaged that the successful Participant's responses to the requirements set out in this ITT will be included in any contract.

6.3        **Accuracy of information**

This ITT has been compiled in good faith. It is intended to provide sufficient information for Participants to provide a full and firm proposal. OS considers that all information (including numbers and other figures) given in this ITT and any information provided pursuant to this ITT is accurate at the time of preparation, but may change in the future. However, neither OS nor its financial or legal representatives, officers, agents or employees make any representation or warranty, or accept any responsibility for the information contained in this ITT (or any other information provided pursuant to this ITT) or for its fairness, accuracy or completeness, nor shall such persons be liable for any loss or damage arising as a result of reliance on such information or any subsequent communication. There is an absolute obligation on each Participant to query any perceived ambiguity in this ITT (or any of its associated documents) whether actual or potential, in the use of technical, functional or other terms. It is the participant's sole responsibility to undertake whatever investigation and due diligence it considers to be appropriate in order to verify the accuracy of any information provided to it by OS through the ITT process.

6.4        ***Freedom of Information Act 2000* (FOIA) and *Environmental Information Regulations 2004* (EIR)**

OS is committed to open government and meeting its legal responsibilities under FOIA and EIR. Accordingly, any information submitted to OS (including, without limitation, the information contained in this ITT and the Tender submissions received from Participants in response) may need to be disclosed by OS in response to a request for information.

OS may also decide to include certain information in the relevant publication scheme maintained under the FOIA or EIR. In making a submission, each Participant therefore acknowledges and accepts that the information contained therein may be disclosed under the FOIA or EIR.

In respect of any information submitted by a Participant that it considers being commercially sensitive the Participant should:

- Clearly identify such information as commercially sensitive;

- Explain the potential implications of disclosure of such information; and

- Provide an estimate of the period of time during which the Participant believes that such information will remain commercially sensitive.

Please submit responses to each of the above and include with the completed ITT submission.

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However, Participants should be aware that even where a Participant has indicated that information is confidential or commercially sensitive, OS is responsible for determining, at its absolute discretion, whether such information is exempt from disclosure under the FOIA or EIR, or must be disclosed in response to a request for information.

Participants should also note that the receipt by OS of any information marked 'confidential' or equivalent does not mean that OS accepts any duty of confidence by virtue of that marking, and OS has the final decision regarding the disclosure of any such information in response to a request for information under the FOIA or EIR.

In making a submission in response to this ITT, each Participant acknowledges that OS may be obliged under the FOIA or EIR to disclose any information provided to it.

6.5     **Government Transparency Agenda**

Government has set out the need for greater transparency across its operations to enable the public to hold public bodies and politicians to account. This includes commitments relating to public expenditure, intended to help achieve better value for money.

As part of this agenda, Government has made the following commitments with regard to procurement:

- Publication of all new tender documents over £25,000 and their respective timetables; and

- Publication of all new contracts over £25,000.

Participants should therefore note that this ITT and resulting contract awarded will be published on the following websites:

- OS: http://www.os.uk; and

- Contracts Finder: https://www.contractsfinder.service.gov.uk.

OS may, at its sole discretion, make limited redactions to the information it publishes.

6.6     **Confidentiality**

All documents and information contained in this ITT or provided during the tender process are, and shall remain, OS's property. Participants shall not disclose either:-

- the fact that they have been invited to tender or release details of the proposed contract; or

- details of their Tender in whole or in part,

other than on an 'in confidence' basis to those who have a legitimate need to know or WITH whom they need to consult for the purpose of preparing the Tender.

Participants may only use information provided by OS to respond to the requirements set out in this ITT.

OS reserves the right to copy and electronically distribute all or any part of any Participant's Tender exclusively for the purposes of analysis and assessment. Submission of a Tender shall be deemed as confirmation of OS's right to do such acts.

6.7     **Cost of preparing response**

Each Participant will be responsible for all costs and expenses it incurs:

- in providing responses to this ITT and any other communications, including, without limitation, responses to any invitation to participate in meetings, technical demonstrations and workshops held at OS's offices; and/or

- in any further stages of this procurement; and/or

- in obtaining any additional software and/or hardware and relevant licenses required in order to provide a full response to this ITT; and/or

- in obtaining or providing any additional information required in order to facilitate the evaluation process.

OS accepts no liability for any loss, liability, cost or expense (including legal expenses) incurred by any Participant in preparing for or participating in this tender process, howsoever arising (whether under contract, tort or under any statutory provision or otherwise).

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6.8     **Publicity**

Participants may not make any public statements or undertake any promotional activity relating to this procurement without OS's express prior written consent.

6.9     **Conflict of interest**

Participants are responsible for ensuring that there are no conflicts of interest either between their own advisers and those of OS, or between the members of its consortium and their sub-contractors. Participant must notify OS of any actual or potential conflict of interest as soon as reasonably practicable as soon as it becomes aware of such a conflict and the measures it has taken and/or proposes to take to deal with such a conflict.

6.10    **Non-canvassing, non-collusion, compliance with *Bribery Act 2010* and The *Modern Slavery Act 2015***

OS takes a zero-tolerance approach to bribery. Participants must have demonstrated that they take a robust approach to bribery prevention through either written policies or oral communication and training of its staff and agents.

OS also takes a zero-tolerance approach to slavery and is committed to preventing acts of slavery and human trafficking (as set out in the *Modern Slavery Act 2015* (**MSAct**)) from occurring within both its business and supply chain. Ordnance Survey will expect any successful Contractor to be able to ensure it, and its supply chains, are compliant with the MSAct.

Participants must not canvass or solicit or offer any gift or consideration whatsoever as an inducement or reward to any officer or employee of, or person acting as an adviser to, OS in connection with the submission of a Tender, evaluation of responses, short-listing of Participants and in connection with the overall procurement exercise.

Participants must submit a bona fide response and confirm that it has not prepared its response in collusion with any third party and will not engage in collusive behaviour during the tender process.

**7       Tender Submission Instructions**

Refer to requirements sections before completing [Section 7.1].

7.1     Participants are invited to submit Tenders in accordance with the required responses set out in Schedule 1 (inclusive) of this ITT.

7.2     Tenders must be returned by **12:00 Noon on 28th-July-2017**. Late Tender submissions may at OS's sole discretion be rejected. It is the Participant's responsibility to ensure that the Tender submission is received on time.

7.3     All documents to be completed in text point size not below 10 in the English (UK) language.

7.4     Participants should ensure that their Tender contains all information required for evaluation. In particular, Participants should ensure that an adequately detailed response is given to each item in the ITT responses required from Schedule 1 - Statement of Requirements. Web-links or other external references will not be taken into consideration.

7.5     All prices in the Tender must be fully priced in Sterling (£) exclusive of VAT and totalled in clear terms. Tender must remain open for acceptance or non-acceptance for not less than 90 days from the tender closing date.

7.6     Tenders should contain all of the information as required in this ITT.

7.7     Subject to paragraph 7.14, the name of the Participant must be clearly indicated at the top of each Tender. The Tender and all supporting documentation should be page numbered and cross-referenced to this ITT where appropriate and should be fully indexed.

7.8     Tenders must be valid for a period of 6 months from the date of submission.

7.9     OS reserves the right to carry out reference checks and/or financial checks prior to the award of contract(s). By submitting Tenders the Participant will be deemed to have given such consent.

7.10    Do not include publicity material of any kind, for example brochures and web references, unless specifically requested, as it will not be evaluated.

7.11    Do not reference your answers from 1 requirement, or question, to another, even where there is commonality.

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**Electronic Tender Submissions using Vault**

7.12    The information and documents relating to this procurement will be accessible via Contracts Finder (https://www.contractsfinder.service.gov.uk).

7.13    Tender submissions should be submitted via email by no later than 28-Jul- 2017 – 12:00 Noon as a single WinZip® file (identified with the Participant's company/organisation name). Participants are reminded to allow sufficient time in submitting their Tenders prior to the closing date and time.

7.14    Submissions will not be permitted after the stated deadline has passed.

7.15    Participants must ensure that each document is clearly labelled with the name of their organisation and a title, identifying the content (i.e. Smith PLC - Tender.doc, Smith PLC – appendix1.pdf). Please allow sufficient time for all documents to be uploaded before the closing time of the tender.

7.16    Where signatures are requested, typed entries are acceptable. Electronic signatures are not required on electronic tenders.

**8        Requirements, Evaluation and Award criteria**

8.1    The criteria are as follows:

a)        the Participant's response to the technical competence requirements;

b)        the Participant's response to the cultural fit requirements; and

c)        the Participant's response to the pricing requirements.

d)        the shortlisted Participant's response to the second round of evaluation presentation requirements, this will only take place if required

8.2    OS's requirements are set out in Schedule 1 and it has allocated each of the criteria an overall weighting (expressed as a percentage) reflecting its relative importance to OS:

a)        response to the technical competence requirements    60%

b)        response to the cultural fit requirements                      20%

c)        response to the pricing requirements                           20%

d)        response to second round of evaluation presentation requirements, if required      100%

8.3    Further detail concerning the requirements, sub-criteria, sub-weightings and marking schemes are contained in Schedule 2. The technical, cultural fit, pricing & second round evaluation requirements will be evaluated using the following scoring methodology:

| Score | The Participant's response: |
|---|---|
| **0** **(Inadequate)** | a)   does not provide a response to the requirement/s; or <br> b)   responds to the requirement/s, however fails to address the specific issues (if any) identified by OS; or <br> c)   fails to provide any evidence (where applicable) to support its response. |
| **1** **(Concerns)** | a)   responds to the requirement/s, however, has only partially addressed the specific issues (if any) identified by OS; and/or <br> b)   provides insufficient evidence (where applicable) to support its response; and/or <br> c)   responds to all the requirement/s with insufficient detail raising significant concerns about the Participants ability to meet all the requirement/s; and/or <br> d)   provides a response which raises significant concerns about the Participants ability to meet the requirement/s. |
| **3** **(Potential)** | a)   provides a full response to the requirement/s, however the supporting evidence only partially addresses the requirement; and/or |

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| | |
|---|---|
| | b)    provides a response to the requirement/s, which raises concerns about the Participant's ability to meet the requirement/s. |
| **5 (Capable)** | provides a full and comprehensive response to the requirement/s, supported by evidence (where applicable), to indicate the Participant can fully meet the requirement/s and does not raise any concerns about the Participants ability to meet all of the relevant requirement/s and/or to deliver the services to the required standard. |

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# Schedule 1 - Statement of Requirements

## Background

OS is going through a process of change and recognises the need to transform to remain relevant and grow. As a part of this process OS has identified an opportunity to introduce additional scalability, flexibility and resilience within the organisation's IS Estate as well as enhance the global reach of the business model, by leveraging the Cloud powered technologies available in the market place.

OS would like a set of Cloud Strategy recommendations to be developed in line with the business context by an independent and objective third party. The delivery of these recommendations will enable the organisation to make the best possible decisions when choosing the Cloud technologies and providers required to support the business in realising its strategy and goals.

The output of the independent assessment and the set of Cloud Strategy recommendations should:
- Enable OS to fully understand the implications of a variety of options and will ensure that any decisions made are as informed as possible based on all available information.
- Provide OS with independent rationale, validation and supporting justification when selecting a Cloud Strategy approach and implementation plan.
- Provide OS with confidence when choosing the Cloud Strategy that it will deliver the required capability, capacity and longevity when supporting the corporate strategy and goals for the current state and the desired future state model.

## Requirement

OS is looking to commission a consultancy that specialises in providing recommendations for organisations that are exploring the purchase and use of Cloud technologies in the context of their business model. The requirement for this engagement is for the supplier to produce the following:

1. **A Cloud Strategy recommendation report** that is in line with the OS business context, the Business and Process Use Cases and the known Business Requirements and includes:
   - A detailed overview of the current Cloud technology market place including:
     - The benefits, risks, constraints and costs of becoming a participant
     - A view of the changes and developments expected within the near, medium and far term
   - A full description of at least three Cloud Strategy recommendations and the rationale as to why they would be appropriate options for OS, with explicit reference to OS needs and use-cases including:
     - The tangible and intangible benefits of the option(s), the positive and negative aspects, example case studies, anticipated timeframes and costs for implementation as well as any risks or constraints that should be considered.
     - A detailed synopsis of the Cloud technology(ies) and provider(s) specified within the recommendations including:
       - Their position, strength, experience and longevity within the market place.
       - Their long-term strategy including the level of commitment to Cloud technologies and development.
       - Their technology and service delivery roadmap.
       - Their levels of security and the types of accreditation they hold.
       - The differentiating aspects of their offering(s).
   - An assessment of the Cloud technology and provider capabilities required to support the OS Business Use Cases defined. A set of principles and a comprehensive approach for using Cloud technology in the OS business context.
   - A recommendation for Cloud vendor selection and the approach for engaging and working with the vendor (e.g. direct or via a partnership/affiliation).
   - A set of alternate vendor selection options with a preference hierarchy should the primary recommendation not be preferred.
   - A set of alternate vendor engagement approaches should the primary recommendation not be preferred.
   - An assessment of the benefits and disadvantages of a multi-cloud platform strategy.

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- A recommendation regarding the accreditation(s) both OS and the Cloud provider(s) should hold in order to support the business use-cases.

  A recommendation of the level of security and accreditation that OS should apply to the Data Classifications and Use Cases defined.

2. **A defined Target Reference Architecture** based on the optimal recommendations cited which illustrates the suitability of the proposal. This Target Reference Architecture should consist of sections or layers that show:
   - A high level overview
   - An organisational view including OS and OS-provided Managed Services
   - An engagement model with the vendor / partner to support OS internally and in the context of OS providing Managed Services internationally
   - A development model including Tooling and Development Practices (how do we build and deploy software to the platform, both for OS and for others)
   - A technical view including:
     - Identity and Access Management
     - Role-based Access Control
     - Remote Access
     - Monitoring
     - LAN and Cloud connectivity
     - Asset Management
     - Resilience, Backup, Archiving and Disaster Recovery
     - Configuration/Change/Release Management
   - A security view including:
     - Security, including data, perimeter and endpoint
     - Internet Filtering
     - Patch Management
   - A Cloud exit strategy including portability and vendor lock-in mitigation

3. **A defined set of recommended next steps** with associated priority and sequence including recommendations for future technology development and support models. The set of next steps should incorporate advice regarding where and how OS needs to change in order to take advantage of the proposed Cloud Strategy including (but not limited to) new capabilities needed as well as upskilling of staff.

## Deliverables

ITT responses should include:
- Your approach and methodology.
- A delivery schedule including appropriate milestones. The expectation is for the strategy to take no more than two to three months to deliver from Contract Award. Please include justification where this is not deemed possible.
- Resource plan with roles and named resources.
- Support plan detailing the resources (people, profiles, technology and data) required by the Supplier from OS to carry out the assessment.
- Job Descriptions and CV's for proposed resources to be used in this requirement.
- Case studies, testimonials demonstrating similar successful Cloud Strategy independent assessment and delivery of recommendations engagements.
- High-level RAID log (Risks, Assumptions, Issues, Dependencies) - Dependencies should specify what will be expected from OS to ensure a successful outcome.
- Comprehensive fixed price including a breakdown of the underlying costs is required.

If required, there will be a second round of evaluation where the top 3 scoring participants will be invited to present their submission in the week following the notification of shortlisting. The purpose of the presentation will be for clarification of the tender and it will be evaluated based on the written proposal criteria.

**NOTE**: OS retains ownership of all output from this engagement.

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## Budget

Budget range will be between £50,000 to £65,000. Please provide a full breakdown of costs.

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# Schedule 2 - Award & Scoring Criteria

OS's award criteria are based on making an evaluation of the most economically advantageous ITT, based on an assessment of the participant's response to the technical/service questions, and price.  OS will not be bound to accept the lower price quote.  Post-negotiation may be entered into, if necessary to qualify or clarify ITT submissions, or to discuss potential improvement or adjustments to the Participant's offer.  OS's evaluation team will consist of competent and experienced personnel able to assess and score each aspect of the submissions. A moderation exercise by the team will ensure that scoring is applied on a fair, reasonable and consistent basis. Unsuccessful tenderers will receive written feedback on their submissions.

Subject to satisfying all the relevant requirements, the award criteria weightings that will be applied when evaluating the full detailed tender will be:

First round evaluation:

Quality                Marks – 80%

Price                Marks – 20%

Second round evaluation, if required:

Quality                Marks – 100%


**Quality & Timings**

Technical ability/competence will be assessed against criteria (as outlined in the Evaluation Matrix). The maximum possible points score for any one section is 5. A weighting will be applied according to importance. For Example, if the candidate scored 3 for any one question with a weighting of 25, then the score for the question will be calculated as 25 / 5 x 3 = 15. The overall score will be calculated as shown in the example below:

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| Evaulation Round | Quality Scoring (Range 0-5) | | | | |
|---|---|---|---|---|---|
| | **Technical Competence (Deliverable Criteria)** | | | | Maximum possible 60% |
| | No. | Req. No. | Description | | Weighting |
| **1** | 1 | 1 & 2 | Must list existing partnerships and levels with all Cloud providers including details of the following:<br>　1. Amazon<br>　2. Azure<br>　3. Oracle Cloud<br>　4. Google Cloud | | 10 |
| | 2 | 1 & 2 | Must be able to demonstrate experience working with the mandatory Cloud providers mentioned (and others where possible) and exhibit an understanding of their:<br>　- Infrastructure as a Service (IaaS) capabilities.<br>　- Platform as a Service (PaaS) capabilities.<br>　- Ability to support in-datacentre deployments, as well as Public Cloud.<br>　- Global presence and reach.<br>　- Level of continual innovation and commitment to services.<br>　- Level of platform maturity, how widely it is used and the level and supply of skills available in the market to support.<br>　- Level of in-depth support, advice, and consultancy in architecting, building, deploying and running on the platform that<br>　  is available.<br>　- Strength of the ecosystem of partners, integrators, managed service providers, etc.<br>　- Level of transparency and cost-effectiveness in the pricing model.<br>　- Cloud Disaster Recovery & Back-up approaches.<br>　- Levels of security and types of accreditation they hold. | | 25 |
| | 3 | 1 & 2 | Must be able to demonstrate an understanding of the following:<br>　- The implications of using the Cloud in the UK versus internationally.<br>　- The implications of partnering with one Cloud provider versus multi.<br>　- The implications of using hybrid On Premise and Cloud models. | | 10 |
| | 4 | 1, 2 & 3 | Must be able to demonstrate an approach for the following:<br>　- Defining of the different types of Reference Architecture for using Cloud Technologies.<br>　- Identifying of the level of security and accreditation that OS should apply to generic Data Classifications within the Cloud.<br>　- Performing an assessment of the current OS capabilities (support model, people and processes) versus the recommendations provided.<br>　- Identifying any constraints from interdependencies with key technology or service partners that OS is or planning to work with.<br>　- Creating a Cloud strategy implementation and action plan. | | 10 |
| | 5 | 1 & 2 | Must be able to demonstrate an approach for assessing Use Cases, scenarios and requirements to determine the recommended Cloud Strategy such as (but not limited to):<br>**Business Model Use Cases:**<br>　- Operating a National Mapping Agency (or a similar model whereby high-volumne data is captured and processed for the purposes of<br>　  producing data driven products) using the Public Cloud.<br>　- Providing and hosting a high-volume data driven service within the Public Cloud (and Private as required/available) in the UK and<br>　  internationally.<br>　- Providing a high-volume data driven service that is hosted by the Customer either in the Cloud or On Premise in the UK and internationally.<br>　- Providing a Geospatial data driven software application and software support that is hosted by the Customer either in the Cloud or On<br>　  Premise in the UK and internationally. | | 15 |
| | 6 | 1 | Must be able to demonstrate experience (e.g. Testimonials, Case Studies, References, Work History) in assessing Business Models, Use Cases and Requirements to determine the optimal Cloud Strategy recommendation and a set of alternate recommendations to enable organisations to select the most appropriate solution in the context of their business including:<br>　- Using at least three Cloud provders within the assessments.<br>　- For clients across UK and international Public Sector and Private Sector clients. | | 15 |
| | 7 | 1 | Must be able to demonstrate experience (Testimonials, Case Studies, References, Work History) of previous Cloud Strategy recommendation work within the fields of (or similar to) Geospatial Data Production, Land Administration and Infrastructure and Asset Management processes. | | 15 |
| | **Cultural Fit (Deliverable Criteria)** | | | | Maximum possible 20% |
| | No. | Req. No. | Description | | Weighting |
| | 1 | 1 | Must be able to demonstrate experience working with businesses like OS (i.e. high-volume data providers who work in both public and commercial sectors) as well and understanding of Geospatial Production, Land Administration and Infrastructure and Asset Management. | | 70 |
| | 2 | 1 | Must be able to demonstrate experience working with clients from the Public and Private Sector environments. | | 30 |
| | **Price (Deliverable Criteria)** | | | | Maximum possible 20% |
| | No. | Req. No. | Description | | Weighting |
| | 1 | As per price scoring | Price is evaluated on how close each suppliers quote is to the lowest quote. | | 100 |
| | **Total score** | | | | 100 |
| | | | | | |
| **2** | **Presentation (Deliverable Criteria)** | | | | Maximum possible 100% |
| | No. | Req. No. | Description | | Weighting |
| | 1 | 1, 2 & 3 | Presentation of written proposal at OS offices (if necessary). | | 100 |
| | **Total score** | | | | 100 |

**Price Scoring**

The Price evaluation will be based on the pricing information provided in the tender (overall cost of ownership must be considered where applicable), and in order to compare the prices across the range of bids, the lowest overall price will be given 100%.  The other scores are calculated as a percentage of the lowest price to give a normalised score, i.e. Individual tenderer's score  =  Lowest Price /Individual Tendered Price x 100. This ensures that all results are comparable on the same (percentage) basis. The 'final evaluated' values (quality + price) will be added together to give the overall score for the evaluation.  The bids will be ranked according to the overall scores achieved.

The tender with the highest percentage score, when quality, timings and price are added together will be awarded the contract.

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# Schedule 3 - Draft Contract

Cloud Consultancy
Agreement TS0579.2

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# Appendix 1 - Statement of Requirements Response Document

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