



Crown
Commercial
Service

FURTHER COMPETITION

FOR

704581452– Procurement of CISCO Switches

CONTRACT

**UNDER FRAMEWORK RM6068 TECHNOLOGY PRODUCTS
AND ASSOCIATED SERVICES**

1. INTRODUCTION

- 1.1 This further competition invitation relates to the further competition to award a Procurement of qty 8 CISCO Switches contract to a sole supplier.
- 1.2 This further competition is being conducted under the CCS Technology Products and Associated Services Framework Agreement (RM6068) Lot 2
- 1.3 Authority: Air Platform Systems (APS), NH1 Atrium #1027, MOD Abbey Wood, Bristol, BS34 8JH

2. THE REQUIREMENT

- 2.1 The Statement of Requirements is at Appendix B to this Further Competition invitation.

3. DELIVERY INFORMATION

- 3.1 Required delivery Date:30/09/2022
- 3.2 Delivery Location: JEWOSC CIS, RAF Waddington, Lincoln LN5 9WA.

4. FURTHER COMPETITION TIMETABLE

- 4.1 The Authority may change this timetable at any time. Potential Providers will be informed if changes to this timetable are necessary.
- 4.2 The Authority must receive all Call-Off Tenders before the Tender Submission Deadline.
- 4.3 Call-Off Tenders received on or after the Tender Submission Deadline may be rejected by the Authority to ensure that all Potential Providers are treated fairly. The decision whether to reject a Call-Off Tender received after the Tender Submission Deadline is made entirely at the Authority's discretion.

DATE/TIME	ACTIVITY
20/07/2022	Publication of the Invitation to Tender
21/07/2022	Clarification period starts
29/07/2022	Clarification closes
01/08/2022	Deadline for publication of responses to clarification questions
16/08/2022 @17:00	Deadline for supplier submission of tender to the Authority

22/08/2022	Proposed Award Date
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5. QUESTIONS AND CLARIFICATIONS

- 5.1 Potential providers may raise questions or seek clarification regarding any aspect of this further competition at any time prior to the tender clarification deadline.
- 5.2 All clarification questions shall be submitted via the Crown Commercial Service (CCS) eSourcing portal.
- 5.3 The authority will not enter into exclusive discussions regarding the requirements of this further competition with potential providers.
- 5.4 To ensure that all potential providers have equal access to information regarding this further competition, the authority will publish all its responses to questions raised by potential providers on an anonymous basis.
- 5.5 Responses will be published in a questions and answers document to all potential providers who were invited to tender.

6. SUBMITTING A TENDER

- 6.1 Tenders should be submitted via the CCS eSourcing portal in accordance with the deadlines specified at section 4 Further Competition Timetable
- 6.2 Separate priced and unpriced tenders shall be submitted.
- 6.3 A Tender must remain valid and capable of acceptance by the Authority for a period of 30 days following the Tender Submission Deadline. A Tender with a shorter validity period may be rejected.

7. PRICE

- 7.1 Potential Providers shall submit Firm Prices (i.e. not subject to variation) in accordance with the table below. All prices shall be in GBP and exclusive of VAT.

Line Item No	Description	Firm price each £ (ex VAT)	Total firm price £ (ex VAT)
1	Provision of x8 CISCO switches in accordance with the requirement at Appendix B		

8. PAYMENT

8.1 Payment can be claimed by the Contractor upon satisfactory completion of the task and will be made in CP&F/Exostar.

8.2 Potential Providers must note that use of the Contracting, Purchasing and Finance (CP&F) electronic procurement tool for payment is a mandatory requirement for any resultant contract awarded following this Tender. Further information on CP&F can be found at <https://www.gov.uk/government/publications/mod-contracting-purchasingand-finance-e-procurement-system>. By submitting a Tender, a Potential Provider agrees to electronic payment. Please feel free to consult the service provider on connectivity options. Failure to accept electronic payment will result in the Tender being non-compliant.

9. TENDER EVALUATION

9.1 Tenders will be evaluated in line with the Marking Scheme set out in Appendix C (Tender Questionnaire).

9.2 The Total Score Available for each questionnaire set out in Appendix C (Tender Questionnaire) is as follows:

QUESTIONNAIRE NUMBER	QUESTIONNAIRE	TOTAL SCORE AVAILABLE
1	Company Information	0% Information Only
2	Potential Provider Contact Information	0% Information Only
3	Mandatory Questionnaire	0% Pass / Fail
4	Price Evaluation	100%

10. CONTRACT AWARD

10.1 The Potential Provider that meets the mandatory evaluation criteria and offers the lowest price (i.e. the total of all the prices submitted in the table at paragraph 7 above) will be awarded the Contract.

10.2 If the Authority receives only one Tender in relation to this Further Competition, the Potential Provider will be awarded the Contract if they meet the mandatory evaluation criteria.

11. OUTCOME LETTERS AND CALL OFF CONTRACTS

11.1 Upon contract award potential providers will be notified of the outcome by letter.

APPENDIX B – STATEMENT OF REQUIREMENT FOR THE PROCUREMENT OF CISO SWITCHES

1. PURPOSE

- 1.1 Procurement of qty 8 Cisco switches to initiate an obsolescence management programme across the estate.

2. BACKGROUND TO THE CONTRACTING AUTHORITY

- 2.1 Air Platform Systems (APS) Delivery Team (DT) is responsible for the in-service support (ISS) of hardware and software to ***Information redacted for Security reasons***

3. BACKGROUND TO REQUIREMENT/OVERVIEW OF REQUIREMENT

- 3.1 The current Cisco C3850 switch operating system software will become obsolete and unsupported in September 2022. Retaining those switches on the network will generate a security and obsolescence issue that will impact the networks accreditation, which could in turn impact wider MOD operations.

4. DEFINITIONS

Expression or Acronym	Definition
APS	Air Platform Systems
DT	Delivery Team
IDEWDB	Improved Defence Electronic Warfare Database
ISS	In-service support
VfM	Value for Money
UAD	User Access Device
JEWOSC	Joint Electronic Operational Support Centre
ELINT	Electronic Intelligence

5. SCOPE OF REQUIREMENT

- 5.1 To procure qty 8 new Cisco switches in order to facilitate the replacement of the soon to be obsolete units across the estate.

6. THE REQUIREMENT

6.1 Supply a total of qty 8 Cisco C9300 series switches, ancillaries, licensing and support as detailed below.

- 6.1.1 3x Cisco Catalyst C9300-48S-E Managed Network Switch
- 6.1.2 3x Cisco Smartnet Total Care (SNTC) for C9300-48S-E switches
- 6.1.3 3x Cisco C9300-DNA-E-48S-3Y Software License/Upgrade (3 years)
- 6.1.4 3x Cisco C9300-NM-8X= Network Switch Module (10Gb Ethernet)
- 6.1.5 3x Cisco Stackwise-480, 50cm InfinBand cable 0.5m black
- 6.1.6 5x Cisco Catalyst 9300X Managed L3 2.5G Ethernet Switch
- 6.1.7 5x Cisco SmartNet Total Care (SNTC) for C9300X Switches
- 6.1.8 5x Cisco 9300-DNA-L-E-3Y Software License/Upgrade (3 years)
- 6.1.9 Cisco Asset Retention covering all hardware listed above

7. KEY MILESTONES

- 7.1 The Key Milestone is to have the equipment delivered to the JEWOSC by 30/09/2022.
- 7.2 If the contractor is unable to deliver by this date owing to sourcing issues, the contractor should provide evidence that the equipment has been identified and reserved for the Authority, pending delivery, prior to 30/09/2022.
- 7.3 The Potential Provider should note the following project milestones that the Authority will measure the quality of delivery against:

Milestone	Description	Timeframe
1	Delivery of equipment to the JEWOSC	On or before 30/09/2022(see 7.1)
2		
3		

8. AUTHORITY'S RESPONSIBILITIES

8.1 None – this is a delivery only requirement.

9. REPORTING

9.1 None – this is a delivery only requirement of IT hardware and associated support.

10. VOLUMES

10.1 A total of 8 Switches, ancillaries, licensing, and support, to include delivery

11. CONTINUOUS IMPROVEMENT

11.1 None – this is a delivery only requirement for IT hardware and associated support.

12. SUSTAINABILITY

12.1 The Contractor shall provide a Sustainability Statement when providing their proposal and any impending changes communicated and agreed in advance.

13. QUALITY

13.1 The Authority will only deal with ISO 9001 accredited companies.

14. PRICE

14.1 The price will provide a breakdown for the BoM illustrated at 6.1.1 including the standard warranty.

14.2 Prices are to be submitted via the e-Sourcing Suite excluding VAT.

15. STAFF AND CUSTOMER SERVICE

15.1 None – this is a delivery only requirement of IT hardware and associated support.

16. SERVICE LEVELS AND PERFORMANCE

16.1 NA - this is a delivery only requirement of IT hardware and associated support.

KPI/SLA	Service Area	KPI/SLA description	Target
NA			

17. SECURITY REQUIREMENTS

17.1 None – this is a delivery only requirement of IT hardware

18. INTELLECTUAL PROPERTY RIGHTS (IPR)

18.1 None

19. PAYMENT

19.1 Payment can be claimed by the Contractor upon satisfactory completion of the task and will be made in CP&F/Exostar.

20. ADDITIONAL INFORMATION

20.1 Please direct any queries to Lt Cdr Paula Bennett-Smith at the JEWOSC on 0300 151 0323 OR Shane Hodgson on 0300 159 1771 about the equipment.

21. LOCATION

21.1 The location of the Services will be carried out at JEWOSC CIS, RAF Waddington, Lincoln LN5 9WA.

APPENDIX C – FURTHER COMPETITION QUESTIONNAIRE

1. INTRODUCTION

- 1.1 Appendix C sets out the questions that will be evaluated as part of this Further Competition.
- 1.2 The following information has been provided in relation to each question (where applicable):
 - 1.2.1 Weighting – highlights the relative importance of the question;
 - 1.2.2 Guidance – sets out information for the Potential Provider to consider when preparing a response; and
 - 1.2.3 Marking Scheme – details the marks available to evaluators during evaluation.

2. DOCUMENT COMPLETION

- 2.1 Potential Providers must provide a response to every question in the blue shaded boxes. All responses must be in Arial font, no less than size 11.
- 2.2 Potential Providers must not alter / amend the document in any way.
- 2.3 Potential Providers must not submit any additional information other than that specifically requested in this Further Competition Invitation document

3. RESPONSE TEMPLATE

[1] COMPANY INFORMATION		Weighting 0%	
[1.1]	Please state your full company name		
[2] POTENTIAL PROVIDER CONTACT		Weighting 0%	
[2.1]	Please state the contact's name		
[2.2]	Please state the contact's telephone number		
[2.3]	Please state the contact's e-mail address		
[3] PASS/FAIL QUESTIONNAIRE		Pass/Fail 0%	
<p>Please Note: The following questions are Pass/Fail questions, therefore if a Potential Provider cannot or is unwilling to answer 'Yes', or, in answering 'Yes', does not provide the evidence to demonstrate compliance, their Tender will be deemed non-compliant and they will be unable to be considered for this requirement. The Potential Provider should confirm by deleting the inappropriate answer. If Potential Providers pass this stage of the evaluation process, then they will be evaluated on the basis of price.</p>			
3.1	The Potential Provider has understood the requirement and can provide the requirement as listed at section 6.1 within the specified timeframe at section 7 of Appendix B	Yes	No
3.2	The Potential Provider has a Quality Management System (QMS) which is ISO 9001:2015 certified. If ISO certification is due to lapse, the Potential provider confirms it has taken action to achieve re-certification. The current status of re-certification is to be provided. A copy of the current ISO certificate is to be provided with the Tender.	Yes	No
3.3	The Potential Provider has submitted their response in accordance with the timescales specified in the Further Competition Timetable.	Yes	No
3.4	The Potential Provider has submitted their response in the required format specified at Section 6 of the Further Competition Template.	Yes	No
3.5	The Potential Provider has provided all the required prices in the Tender.	Yes	No
3.6	The Potential Providers response is valid for the specified validity date at section 6.3 of the Further Competition Template	Yes	No
3.7	The Potential Provider accepts payment using the CP&F electronic procurement tool.	Yes	No

3.8	The Potential Provider is to provide the commercially sensitive areas of the bid response, this will be populated into Joint Schedule 4 at Contract Award.	Yes	No
[4] PRICE EVALUATION			
Guidance:			
<p>Potential Providers are to provide Firm Prices in accordance with the instructions in paragraph 7 above. The total of all the prices provided in the table in paragraph 7 above will be used for evaluation.</p> <p>All prices shall be in GBP and exclusive of VAT.</p>			
Marking Scheme:			
<p>The maximum mark available for Price will be 100. This mark will be awarded to the lowest priced Potential Provider. Remaining Potential Providers will receive a mark out of this maximum mark on a pro rata basis dependent on how far they deviate from the lowest price.</p> <p>The calculation that will be used to determine marks is as follows:</p> $\text{Score} = \frac{\text{Lowest Tender Price}}{\text{Tender Price}} \times 100 \text{ (maximum mark available)}$ <p>Tender Price = The total of all the prices submitted in the table in paragraph 6 above</p>			