



## Call-Off Contract

**Framework Number: ITC11445/529 – Reseller and Associated Services**  
**Request Form Number: ITC11445/529 \_ ICT13037**

**THIS CALL-OFF CONTRACT** is made 27 July 2018

### **BETWEEN:**

- (1) GLA (“**the Authority**”); and
- (2) **Insight Direct (UK) Ltd**, The Technology Building, Insight Campus, Terry Street, Sheffield, S92BU subcontracting with **Land Technologies Ltd**, Albert House, 256 - 260 Old Street, London, EC1V 9DD

### **RECITALS:**

A. The Contracting Body and the Service Provider have entered into an agreement dated 27 July 2018 which sets out the framework for the Service Provider to provide certain Deliverables to the Contracting Body or the Contracting Body (“**the Framework Agreement**”).

B. The Contracting Body wishes the Service Provider to provide the specific Deliverables described in this Call-Off Contract pursuant to the terms of the Framework Agreement and this Call-Off Contract and the Service Provider has agreed to provide such Deliverables on those terms and conditions set out in the Call-Off Contract.

### **THE PARTIES AGREE THAT:**

#### **1. CALL-OFF CONTRACT**

1.1 The terms and conditions of the Framework Agreement shall be incorporated into this Call-Off Contract.

1.2 In this Call-Off Contract the words and expressions defined in the Framework Agreement shall, except where inconsistent with the context requires otherwise, have the meanings given in the Framework Agreement. In this Call-Off Contract references to Attachments are, unless otherwise provided, references to attachments of this Call-Off Contract.

#### **2. DELIVERABLES**



2.1 The Deliverables to be supplied by the Service Provider pursuant to this Call-Off Contract are set out in Attachment 1.

2.2 The Service Provider acknowledges that it has been supplied with sufficient information about this Call-Off Contract and the Deliverables to be provided and that it has made all appropriate and necessary enquiries to enable it to provide the Deliverables under this Call-Off Contract. The Service Provider shall neither be entitled to any additional payment nor excused from any obligation or liability under this Call-Off Contract or the Framework Agreement due to any misinterpretation or misunderstanding by the Service Provider of any fact relating to the Deliverables to be provided. The Service Provider shall promptly bring to the attention of the Call-Off Co-ordinator and Commercial Manager any matter that is not adequately specified or defined in the Call-Off Contract or any other relevant document.

2.3 The timetable for any Deliverables to be provided by the Service Provider and the corresponding Milestones (if any) and Key Milestone Dates (if any) and Implementation Plan (if any) are set out in Attachment 1. The Service Provider must provide the Deliverables in respect of this Call-Off Contract in accordance with such timings and the Service Provider must pay liquidated damages in accordance with the Framework Agreement of such an amount as may be specified in Attachment 1. The Service Provider shall be liable for the ongoing costs of providing Deliverables in order to meet a Milestone and Key Milestone Dates. [Time shall be of the essence in relation to the Key Milestone Dates] where stated in the Implementation Plan.]

2.4 The Service Provider acknowledges and agrees that as at the commencement date of this Call-Off Contract it does not have an interest in any matter where there is or is reasonably likely to be a conflict of interest with the Deliverables provided to the Contracting Body under this Call-Off Contract.

### **3. CALL-OFF TERM**

This Call-Off Contract commences on the date of this Call-Off Contract or such other date as may be specified in Attachment 1 and subject to the provisions of the Framework Agreement, shall continue in force for the Call-Off Term stated in Attachment 1 unless terminated earlier in whole or in part in accordance with the Framework Agreement.

### **4. CHARGES**

Attachment 2 specifies the Charges payable in respect of the Services provided under this Call-Off Contract. The Charges shall not increase during the duration of this Call-Off Contract unless varied in accordance with the Framework Agreement. The Service Provider shall submit invoices in accordance with the Framework Agreement and the Charges shall be paid in accordance with this Call-Off Contract.



## 5. CALL-OFF CO-ORDINATOR /COMMERCIAL MANAGER AND KEY PERSONNEL

The Contracting Body's Call-Off Co-ordinator in respect of this Call-Off Contract is named in Attachment 1 and the Service Provider's Key Personnel in respect of this Call-Off Contract are named in Attachment 2.

This Call-Off Contract has been signed by duly authorised representatives of each of the Parties.

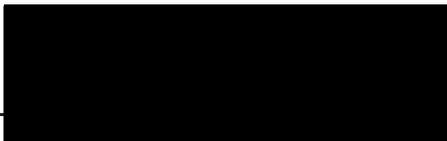
### SIGNED

For and on behalf of Insight

Signature:   
Name: LIBE AUDIN  
Title: PSBD DIRECTOR  
Date: 20-09-18

### SIGNED

For and on behalf of GLA

Signature:   
Name: MARCUS MCPHILLIPS  
Title: SENIOR POLICY OFFICER  
Date: 07/09/2018



## Attachment 1

### **Deliverables to be provided and associated information**

#### **1. Deliverables**

A request for Quotation was sent via email on 06 July 2018 containing the following detail :

The tool should provide:

- Information on both freehold and leasehold ownership. This information should be visually displayed in an effective and intuitive manner.
- Information on the planning status and histories of sites, and key planning policies that pertain to the site and its surrounding area. This information should be visually displayed in an effective and intuitive manner.
- Contextual information, such as on house prices and rental prices, to enable comparison between sites.
- Options to download information, so site information and data can be shared by email.

The tool should have:

- Sufficient functionality to highlight and draw potential site boundaries.
- Sufficient functionality to save sites for further inspection by colleagues at a later date.
- A dashboard, which brings together ownership, planning and policy information in an effective and intuitive manner.
- A credit account, through which individual title deeds can be purchased from the Land Registry. The credit balance must be able to go above £200.
- A contact point, who can be contacted regarding issues using the tool, and also potential redevelopments and data additions.
- Sufficient functionality to integrate Greater London Authority data, confidentially, into the tool.

Through the provision of all or many of these elements, the tool should enable quick, effective and sufficient assessment of sites and key delivery constraints that are currently preventing their redevelopment as new housing.

Quotes should be received on the cost of between 3 and 10 licences, as the tool will be used by at least three members of staff within the GLA Housing and Land Directorate.



## 2. Authority Call-Off Co-ordinator

Key POC: Marcus McPhillips  
Senior Policy Officer  
Housing & Land Team

169 Union Street  
London  
SE1 0LL

## 3. Other information or conditions

N/A



## Attachment 2

### Service Provider's Proposal

#### 1. Charges

Period: 03/08/18 – 02/08/19 (12 months)

Total price : [REDACTED]



Insight Offer.pdf

#### 2 **Insight Offer**

Please see our quotation as below-

3 Licences - [REDACTED]  
5 Licences - [REDACTED]  
8 Licences - [REDACTED]  
10 Licences - [REDACTED]

Additional Licences for LandInsight during the contract are [REDACTED]. We always recommend making use of the bundle pricing above with as many licences as you can initially foresee to give you the best value for your investment. As part of your package, you will have a dedicated Customer Success Manager and a dedicated Account Manager who will focus on your onboarding, ongoing training, additional licence acquisition and any support queries throughout your term. We make sure every licence holder is brought up to speed as soon as possible to maximise value and opportunities.

We have attached a blank version of our contract that includes all of our terms of business at the bottom. Once decided on a certain number of licences, please do let us know and I will draft the official contract with this number of licences. The contract signed with Docusign would be the only documentation needed to set up the licences.

There will be a comment in the additional comments on the official contract stating that LandInsight have no business interest in any data uploaded by the GLA and will in no way use or sell any data added onto the GLA licence accounts.

#### **End User License Agreement**

##### **1. SOFTWARE LICENCES AND SERVICES**

1.1 Any software provided as part of the Services is subject to any accompanying End User License Agreement and the terms of service thereof (embedded below). The Customer agrees to be bound by the same.

1.2 The Customer shall:

Comply with the obligations set out in software publisher product terms and the software service online service terms for hosted products;



Undertake the specific obligations specified in by software publisher to register and receive the software services and licences.

- 1.3 Customer's use of a software product shall be governed by the EULA packaged by the Supplier or software publisher (as applicable) with all software products and the Supplier shall have no responsibility for adding any terms or conditions of product use with such software products to the Customer.



## **2. Key Personnel (If applicable)**

Jack Long,  
Central Government Account Manager, Insight UK Ltd, T [REDACTED],  
[REDACTED]

## **3. Proposed sub-contractors (if any)**

Land Technologies Ltd,  
Albert House, 256 - 260 Old Street,  
London, EC 1V 9DD



## Attachment 3

### **Special Conditions for Call-Off Contract**

1. The Service Provider has been made aware that in relation to Clause 10.1 of the Framework agreement, all additional terms that the Service Provider wishes to be applied to this contract should have been submitted as part of their original tender submission. Any terms submitted post contract award will not be accepted and may also amount to a breach in framework terms which could result in a suspension from bidding for future mini competitions via the framework.
2. No additional terms have been advised by Insight and unless approved by TfL, any further additional terms shall not be considered.



## Annex 1 to Call-Off Contract

### Change Control Procedures

#### 1. Principles

- 1.1 Where the Contracting Body or the Service Provider sees a need to change any of the Deliverables, the TfL Group's Service Manager may at any time request, and the Service Provider's Service Manager may at any time recommend, such amendment only in accordance with the formal Change Control Procedure ("**CCP**") as set out at paragraph 2.
- 1.2 Neither Party shall unreasonably withhold its agreement to any amendment (which includes not recommending changes to any Deliverables which are not reasonably necessary).
- 1.3 Until such time as an amendment to the Deliverables is made in accordance with this Change Control Procedure, the Contracting Body and the Service Provider shall, unless otherwise agreed in writing, continue to perform the Services in compliance with its terms prior to such amendment.
- 1.4 Any discussions which may take place between the Contracting Body and the Service Provider in connection with a request or recommendation before the authorisation of a resultant amendment to the Deliverables shall be without prejudice to the rights of either Party.
- 1.5 Any work undertaken by the Service Provider which has not been otherwise agreed in accordance with the provisions of this Annex 1 shall be undertaken entirely at the expense and liability of the Service Provider.

#### 2. Procedures

- 2.1 Discussion between the Contracting Body and the Service Provider concerning an amendment to the Services shall result in any one of the following:
  - 2.1.1 no further action being taken;
  - 2.1.2 a request to amend the Services by the Contracting Body; or
  - 2.1.3 a recommendation to amend the Services by the Service Provider.
- 2.2 Where a written request for an amendment is received from the Contracting Body, the Service Provider shall, unless otherwise agreed, submit two (2) copies of a Change Control Note ("**CCN**") signed by the Service Provider to the Contracting Body within seven days of the date of the request or such other period as the Service Managers shall agree (acting reasonably).



- 2.3 A recommendation to amend by the Service Provider shall be submitted direct to the Contracting Body in the form of two (2) copies of a CCN signed by the Service Provider at the time of such recommendation and the Contracting Body shall give its response within fourteen (14) days or such other period as the Service Managers shall agree (acting reasonably).
- 2.4 Each CCN shall contain:
- 2.4.1 the title of the amendment;
  - 2.4.2 the originator and date of the request or recommendation for the amendment;
  - 2.4.3 the reason for the amendment;
  - 2.4.4 full details of the amendment including any specifications;
  - 2.4.5 the price, if any, of the amendment;
  - 2.4.6 a timetable for implementation together with any proposals for acceptance of the amendment;
  - 2.4.7 a schedule of payments, if appropriate;
  - 2.4.8 details of the likely impact, if any, of the amendment on other aspects of the Services including to:
    - 2.4.8.1 the timetable for the provision of the amendment;
    - 2.4.8.2 the personnel to be provided;
    - 2.4.8.3 the amended charges payable under the Services (as now amended);
    - 2.4.8.4 the Documentation to be provided;
    - 2.4.8.5 the training to be provided;
    - 2.4.8.6 working arrangements; and
    - 2.4.8.7 other contractual issues;
  - 2.4.9 the date of expiry of validity of the CCN; and
  - 2.4.10 provision for signature by the Contracting Body and by the Service Provider.
- 2.5 For each CCN submitted the Contracting Body shall, within the period of the validity of the CCN:
- 2.5.1 allocate a sequential number to the CCN;
  - 2.5.2 evaluate the CCN and, as appropriate:



- 2.5.2.1 request further information, or
  - 2.5.2.2 arrange for two (2) copies of the CCN to be signed by or on behalf of the Contracting Body and return one of the copies to the Service Provider; or
  - 2.5.2.3 notify the Service Provider of the rejection of the CCN.
- 2.6 A CCN signed by the Contracting Body and by the Service Provider shall constitute an amendment to the Services and to the Framework Agreement and otherwise no amendment shall have been agreed.



**Change Control Note - TEMPLATE**

**Change Request No:** XX - ICTXXXX

**Agreement No:** ITC11445 – Reseller and Associated Services

**Date:** XXXX

**Title of Amendment:** XXXX

**Originator:** XXXX

**Authority Contact:** XXXX

The following change is requested to the Agreement identified above

<b>Change Request</b> <i>(to be completed by the client)</i>
<p><b>Description of Change:</b></p>
<p><b>Reason/Justification:</b></p>
<p><b>Affected Area(s):</b></p>
<p><b>Price:</b></p>
<p><b>Timetable for implementation:</b></p>
<p><b>Schedule of Payments:</b></p>
<p><b>Details of likely impact, if any, of the amendment on other aspects of the Services-</b></p> <ul style="list-style-type: none"><li>• the timetable for the provision of the amendment;</li><li>• the personnel to be provided;</li><li>• the amended charges payable under the Services (as now amended);</li></ul>



- the Documentation to be provided
- the training to be provided;
- working arrangements;
- other contractual issues.

Supplier Proposal attached for further information.

I request that the described change be considered for inclusion in the Agreement.

Approved by the Originator:

Name .....

Signature .....

Date ...../...../.....

Approved by the Authority:

Name .....

Signature .....

Date ...../...../.....

Approved by the Service Provider:

Name .....

Signature .....

Date ...../...../.....