

Falmouth Exeter Plus (FXP)

Market Testing Document for a CISCO Network maintenance and support

Ref: 1700FXPlus

Closing date Expressions of Interest : Wednesday 05th May 2021 at 5.00pm

**Market Test Document**

The purpose of this document is to establish whether there are suitable parties available to support in providing the services as set out in this document. We wish to test the market to ensure we are sourcing a suitable delivery partner using a fair, open, and transparent method. The information received from this market testing survey will determine our next steps in regard to a procurement strategy.

**About Falmouth Exeter Plus**

Falmouth Exeter Plus manages and delivers services at Falmouth, Penryn, and Truro Campuses on behalf of Falmouth University and the University of Exeter.   
Working with The Students’ Union and the wider, universities partnership, we support Higher Education learning and living and ensure that the interests of all campus users are at the heart of everything we do. Our purpose is to help both achieve their global ambitions and to support them in providing their students with a life-changing university experience.

**The Specification in Brief**

FXPLUS are looking to appoint new Cisco Network partner to provide ongoing maintenance for its Cisco Estate, along with the day to day supply of Cisco equipment and ongoing partner engagement for the thought/idea generation piece.

The expectation is that the engagement will focus on a full revalidation of current campus network design or working through a new design and its associated costings. The current focus of any new design will be around SDN and Zero Trust deployment and would need to call out any options to increase resilience.

We are looking for a pro-active partner with a high number of Cisco accreditations and staff to backup those accreditations. We would also like to explore licence optimisation leading cost saving opportunities if appropriate.

FXPLUS would also welcome discussions around how to be best utilise existing network staff to provide an enhanced/blended level of support capability.

**Contract**:

4 + 1 year with an approximate contract value of £2m over the contract duration.

Timetable

Set out below is the proposed timetable.

| Activity | **Date** |
| --- | --- |
| Release of Market Test Document | Tuesday 20th April 2021 |
| Clarification Requests | Friday 30th April 2021 – 5.00pm |
| Deadline for Expressions of Interest | Wednesday 05th May 2021 – 5.00pm |

Expressions of interest.

Any interested parties who can provide all of the criteria as set out in the specification should reply with an expression of interest, by the deadlines as stated above. This should include a brief overview of your company (including contact details) and any relevant experiences and accreditations that would support in delivering this project. All expressions of interests will then be reviewed and invited to participate in the tendering stage of the process.

All correspondence and expressions of interest should be directed via our procurement e-mail address [–ITProcurement@fxplus.ac.uk](mailto:–ITProcurement@fxplus.ac.uk) with 1700FXPLUS clearly referenced in the subject heading.