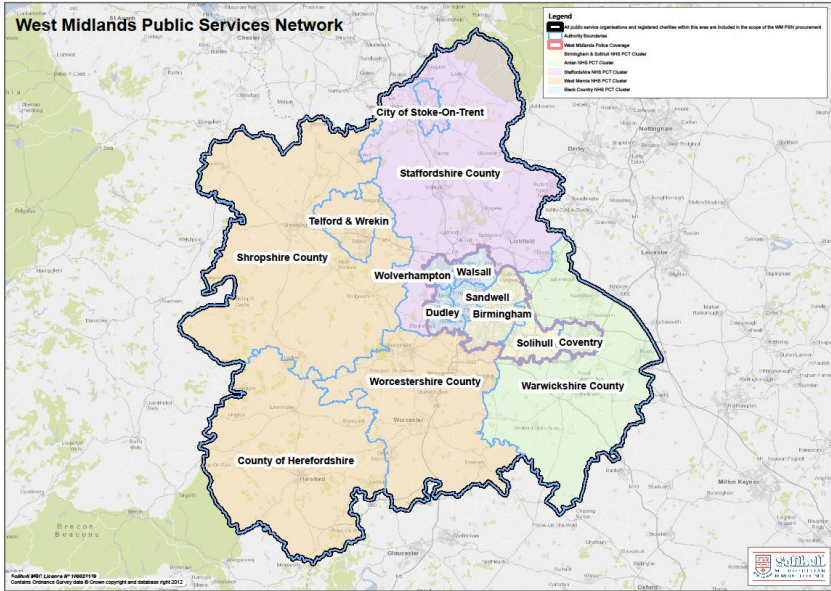


WORCESTERSHIRE COUNTY COUNCIL

RECORD OF OFFICER EXECUTIVE DECISION

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| Date Of Decision | 18 th November 2013 |
| Decision Maker | <i>Patrick Birch Director of Resources</i> |
| Brief Description Of Decision | <p><i>Worcestershire County Council has signed a 5 year deal for a new Network as part of the West Midlands Public Service Network (WMPSN) with Virgin Media Business, working collaboratively with Solihull MBC (as lead authority), Warwickshire CC (including all the Warwickshire Districts) and Birmingham City Council.</i></p> <p><i>It's a computer network contract that delivers material savings to the initial partners and great savings opportunities to any public service organisation in the West Midlands. That's Health, Fire, Local Authority, Third Sector, Police and others based anywhere on the following map.</i></p>  <p><i>Central Government strongly urges all government departments (central and local) to procure their data networks (and associated services) via the Public Service Network (PSN) framework established by the Cabinet Office. The PSN is a multi-supplier environment offering the benefits of a competitive multi-vendor market place, but with levels of performance and assurance typically associated with a single-supplier network. The Council's WAN will therefore be PSN-compliant.</i></p> |

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| Reason(s) For Decision | <p><i>The following key points make it necessary for the County to tender for an alternative solution:</i></p> <ul style="list-style-type: none"> <i>the current BT contract will expire at the end of August 2014;</i> <i>the existing network topology relies on existing buildings which is not consistent with our Better Use of Property programme (we need to remove the dependency);</i> <i>a number of the technologies utilised within the existing WAN have been confirmed by the supplier as end-of-life by May 2015.</i> |
| Alternative Options Considered And Rejected | <p><i>Our preparation for procurement of a new network began in September 2012 with a period of requirements gathering and defining our procurement strategy. In January 2013 it was agreed to procure a PSN-compliant solution via the West Midlands PSN collaborative group. Options included continuing with our incumbent BT (but costs would have increased and the technology was going to be withdrawn) or procure independently.</i></p> <p><i>The preferred option will benefit from greater cost reduction by being part of the WMPSN through the combined buying power of the authorities involved. As well as the initial savings, there are “levers” in the contract to further drive down costs.</i></p> <ul style="list-style-type: none"> <i>As more organisations join, further volume discounts are applied to all member organisations’ annual charges.</i> <i>Also, as the technology market changes over the life of the contract, benchmarking can be used to match best prices.</i> |
| Any Conflict of Interest declared by a consulted Cabinet Member/ any dispensation granted | <p>None</p> |