

Procurement Informative Document

5139 Framework for the provision and Installation of ducting, gigabit capable managed service and infrastructure services.

Background to project

Following detailed analysis of the potential London Business Rates Pool - Strategic Investment Pot (SIP) proposals, the Local London (LL) partnership is endorsing a LB Bexley-led digital programme that also covers the seven other LL authorities (Barking & Dagenham, Royal Borough of Greenwich, Enfield, Havering, Newham, Redbridge, Waltham Forest) and LB Haringey.

The **Local London** programme will enhance digital connectivity in the region to facilitate public sector service provision. In addition the programme will tackle inhibitors to local economic growth by stimulating commercial investment into full fibre connectivity. This will generate a range of short and long-term positive economic impacts at community, borough and sub-regional levels.

Between now and 2041 the population of the area (already 2.3m) is predicted to rise by 1.7m residents. Together the Local London boroughs will account for 34% of London's population growth over the coming decades. Ensuring the availability of world class digital infrastructure is a key component of the Partnership's sustainable growth plans.

The LL Skills Strategy, GLA Economics and Ofcom research shows that businesses in the LL area face a number of issues that prevent them from achieving similar levels of growth to the other sub-regions due to the low availability of full fibre infrastructure. Recent Ofcom reports show that the proportion of sites in London with access to full fibre remains at only 11.8%. This compares with 97% in Japan, 44% in Sweden and 14% across the EU. This will impact productivity, growth and innovation.

The National Infrastructure Commission further underlines the role of digital infrastructure at the heart of the upgrade of the UK's wider infrastructure: "The UK's digital infrastructure needs to be ready to support new demands from other infrastructure sectors, as they become increasingly 'smart'. Smart infrastructure systems need to be resilient from the outset."

"The fibre spine laid in recent years will provide the foundations for digital networks for decades to come. This connectivity will be at the heart of a successful 21st century economy, just as electricity or railways were in earlier eras."

Investment will result in significant improvement in public sector service delivery and there is also potential for the commercial sector to be leveraged to invest in key development zones and address areas of digital exclusion.

In Spring 2019 LL Strategic Investment Partner (SIP) Phase 1 award was made to Local London. Each Borough has subsequently developed detailed plans for the deployment of new digital infrastructure. These requirements have been captured and has resulted in the creation of this Local London framework.

There are three strands of activity

- **Duct Build:** A number of Boroughs seek to expand their duct networks, using SIP funds to build ducts (and optionally fibre) that they own (eg Enfield, Newham, Bexley, Waltham Forest, Redbridge) and operate to deliver services (CCTV or WAN).
- **Gigabit Capable Service:** Some Boroughs (eg Barking) are seeking to procure a commercially owned gigabit capable services to upgrade connectivity to low bandwidth sites. This will ensure investment in fibre and future proof the procured connectivity to the public sector site.
- **Infrastructure services:** Some Boroughs may wish to utilise dark fibre or wavelength services through fibre delivery using PIA (eg Havering) or upgrade wholesale fibre access to public sector sites.

This blend of action will drive digital investment into key development areas and areas of social need including; Lee Valley Strategic Improvement Area, Thames Gateway, Hainault Business Park and Thames Riverside.

The programme will also act as a catalyst for next generation wireless deployment infrastructure ranging from IoT platforms through to the provision of public access Wi-Fi.

Summary of Requirement

The London Borough of Bexley is pursuant to the Public Contracts Regulations 2015 ("**PCR**") following an open procedure to identify suitable suppliers for inclusion onto a framework of suppliers who can provide for delivery/installation of ducting, gigabit capable managed service and infrastructure services ("**Framework**").

The London Borough of Bexley has taken on the role of lead borough acting on behalf of the LL Partnership in creating the Framework.

The LL Partnership is a partnership of eight east London Boroughs (Bexley, Barking & Dagenham, Royal Borough of Greenwich, Newham, Enfield, Redbridge, Waltham Forest, & Havering). Haringey is also a participant in this programme as is potentially Bromley. The Council invites tender responses from suitably experienced suppliers to establish a multi-supplier framework to future proof its network connectivity requirements through the installation of gigabit capable network services.

The Framework requirement is split into 3 separate Lots

Lot 1: Ducting; The delivery/installation of telecommunications ducting between public sector sites owned by the public sector with the option of installing fibre in the ducting.

Lot 2: Gigabit Capable Managed Services; The delivery of gigabit capable retail telecommunications services to public sector sites

Lot 3: Infrastructure Services; The delivery of gigabit cable, wholesale fibre infrastructure services through commercially owned ducting and street furniture. This may include dark fibre, bandwidth and site upgrades.

The Council is using the open procedure to select suitable suppliers for each LOT. The 'Open' procedure requires suppliers to complete, in a single process, a set of eligibility questions and the Invitation to Tender (ITT) (commercial and non commercial bid) for inclusion onto the framework.

The process consists of 2 parts, Stage 1 - Eligibility and Stage 2 - Selection.

Stage 1 Eligibility criteria follows the guidance provided by Crown Commercial Services for the Supplier Questionnaire in which suppliers make a self-declaration that you do not meet any of the grounds for exclusion in sections 2 & 3 of Appendix 2 Eligibility Criteria. This is done by placing an x in the relevant box. For the remaining sections if suppliers are unable to answer positively against each of the eligibility criteria, it is highly likely that the application will fail. No detailed written responses are required for this stage.

Stage 2 Framework Selection, for those suppliers who self-declare that they meet the Eligibility criteria, responses to the quality questions Appendix 4 and Appendix 3 pricing scenarios will be evaluated.

A price quality split of 10% price and 90% quality will be used to evaluate bids received for inclusion onto the framework.

A maximum of 6 suppliers for each Lot will be awarded to the framework.

Once the framework has been established individual LL partnership boroughs will be able to run mini competitions to award calloff contracts ("**Calloff Contracts**") for their own specific requirements using the most economically advantageous tender criteria (MEAT).

Mini competitions will use the following MEAT criteria

LOT 1	40%	Price	60%	Quality
LOT 2	40%	Price	60%	Quality
LOT 3	40%	Price	60%	Quality

Please note that individual boroughs will be free to determine further evaluation criteria within the price/quality splits shown above. Boroughs will be using the published call-off terms and conditions to tender their specific requirement. The London Borough of Bexley will only be responsible for tendering its own requirement through the London Tenders Portal www.londontenders.org Please note that each borough will be using their own electronic tendering portal to run a mini-competition for their specific Calloff Contract and you will need

to ensure that you are signed up to the relevant portal prior to publication of the mini competition documents.

In addition to the London Borough of Bexley the following boroughs also use the London Tenders Portal; London Boroughs of Bromley, Greenwich, Haringey and Waltham Forest

Framework duration for which call-offs may be made.

The framework is for a period of 4 years during which call-offs by individual boroughs may be made.

Individual Calloff Contracts from the framework will be dependent on the service procured and may range from a short term contract through to an IRU of 20 years or more.

Anticipated Value of requirement

Whilst the framework has been established to allow participating boroughs a route to market from which services covered by the LL Partnership for digital infrastructure can be procured, it is open for any of the named boroughs to purchase services covered by the 3 Lot's shown above regardless of the source of funding. The anticipated value of the requirement is approximately £6.5m based on the funding made available.

No guarantee of volume is made under the Framework or under any Calloff Contract.

Price and Price review

Pricing will be covered through the mini-competition process. Each borough will call off services via a mini-competition under the Framework. The value of each Calloff Contract is likely (not guaranteed) to be around the value of their initial allocation by running a mini competition specific to their individual needs.

Mini-Competition

The mini-competition is the means by which individual authorities under the Framework source their specific requirements across one or all of the LOTS. This will comprise of a priced bid and method statements specific to each authorities requirement which will be evaluated in accordance with the MEAT criteria shown above. It is up to individual authorities to determine the way in which bids are structured.

Submission of completed documentation.

Completed tender documentation should be uploaded to the London Tenders Portal no later than ♦ on ♦ . Please note that completed documentation received after the closing date and time may be rejected.

- Please ensure that the following completed documents are uploaded
 - Appendix 2 Eligibility criteria
 - Appendix 3 Framework Pricing Schedule
 - Appendix 4 Quality Evaluation
 - Appendix 5 Declaration

Transfer of Undertakings (Protection of Employment) Regulations 1981 (TUPE) issues

Not applicable

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