**Norfolk Broadband - procurement process for new contract from 2016**

In MI sheet 80/15 we advised that Norfolk County Council is tendering to replace the connectivity and internet services for schools as well as corporate services and other partners. The tender includes the option for telephony services. We said we would ask the market to propose services based on the requirements and outcomes that schools require.

As part of the initial consultation we asked you in MI Sheet 93/15 to complete our survey to develop the Invitation to Tender and gauge the importance of various requirements for individual schools to guide the market responses. In addition we had feedback from two of the Headteacher Associations, Network Managers and ICT Steering Group members.

We‘d like to thank those of you for taking the time to complete the survey as well as being able to meet some of you through the groups mentioned above, the feedback was very informative and built into the Invitation to Tender document.

The tender documentation was completed and published in the supplement to the Official Journal of the European Union on 30th May 2015.

**Procurement process timeline**

|  |  |
| --- | --- |
| Longlist to 5 bidders | 8 July 2015 |
| Shortlist to 3 bidders | 4 September 2015 |
| Closing date for submission of final tender  | 30 October 2015 |
| Sign off at Policy and Resources Committee | 30 November 2015 |
| Provisional award decision notified to all applicants | 1 December 2015 |
| Award contract | 14 December 2015 |

**Consultation with Schools**

The procurement process is competitive dialogue. So to help us in this process and to achieve best value it is important that we have a clear view from as many schools as possible on the importance to you of the various elements.

* **Survey for any members of staff, governors or academy trusts.** We are re-opening the survey via this [link](file:///C%3A%5CUsers%5CLynn%5CDownloads%5Cviewform) and would welcome feedback from any members of your community to respond. The survey will close at 11pm on 21st July.
* **Events** We spoke to a number of governors at the NGN conference on 13th June. We will also have representatives at the following events:
* 17th June Schools Finance Consultative Group
* 20th June NGN conference Green Britain Centre, Swaffham
* 23 – 24th June E2BN conference Wyboston Lakes, Cambourne
* 25th June ABMNS conference – Association of Business Managers in Norfolk Schools John Innes Centre
* 26th June Capita Headteachers’ session Green Britain Centre, Swaffham

Further events will also be scheduled for the Autumn term.

* **News updates**

News update will be made to Headteacher Associations and via

* + MI sheets
	+ ICT ebulletin
	+ Norfolk Schools’ website
	+ ICT Shared Services for Schools website
	+ Google Group for Network Managers.
	+ Norfolk S4S Services for School site

**Key success criteria for the procurement**

We identified the following areas in the requirements to be critical success criteria for school :

1. **It goes without saying that we all require a secure, robust, flexible service**
2. **At the same time – one size does not fit all**
3. **Savings ie lower costs**

As well as a more granular approach to buying services so schools can purchase and pay for only the services they wish to use.

1. **Reasonable equity of access**
	1. Consistent, reliable and fast broadband access is essential for all schools with emphasis on the rural schools,
	2. The council is neutral as to technical solutions but will expect the successful provider to adopt an approach that provides consistent, reliable and fast access. This may well require the use of a range of solutions from a number of infrastructure providers
2. **Workforce mobility**
3. A significant proportion of the workforce needs to be able to access data on the move.
4. Effective and seamless access to mobile and wireless data is therefore critical.
5. There is a requirement for more cost-effective mobile device management (MDM) solution
6. including lower-cost secure email and calendar functionality for smart phones.
7. All staff, including school staff, increasingly operate across multiple sites and this needs to be supported in a seamless fashion.
8. **Commercial flexibility**
9. The ability to flex bandwidth (up and down) and to rationalise the property estate without incurring commercial penalties is key to the council and indeed schools.
10. Similarly, a reasonable degree of flexibility will need to be provided to schools, which are free agents and will only use the contract if the terms are attractive.
11. We will need the contract to keep pace with changes in technology.
12. **Manageability**

a. the ability to rapidly change configurations, such as firewall rulesets and router configurations;

b. reliable, real-time and detailed information about network status, so that faults can be diagnosed, apportioned (between the network and other providers) and fixed