

5.2 TENDER FOR CLOUD DISASTER RECOVERY SERVICES (CF2020020 AJ)

Responsible Officer: Jarrod Doake, Chief Operating Officer

RECOMMENDATION*

That Council:

- 1. Awards the tender from PERFECT Pty Ltd for State Purchase Contract, Contract No. 2020020 for cloud disaster recovery, implementation and support for a schedule of rates based contract with an estimated annual contract value of \$225,000 and for the estimated total contract value of \$ 675,000;*
- 2. Authorises the Chief Executive Officer or her delegate to execute the contract agreement*
- 3. Notes that the contract will commence from 1 July 2020, with a term of 3 years.*

*(*Please note that all dollar figures are GST inclusive unless stated otherwise)*

INTRODUCTION

This report recommends the reletting of a contract for Disaster Recovery as a Service (DRaaS), through the State Purchasing contract.

BACKGROUND

The City of Monash (Council) requires Disaster Recovery as a Service (DRaaS) to support its Disaster Recovery Plan (DRP). The DRP environment has been supported in this way for some years, with the current contract coming to an end.

The service provider would be required to provide a fully maintained Disaster Recovery as a Service solution utilising VMware Cloud (VMC).

This particular platform offers great flexibility and increased council capability in cloud based services. The infrastructure will be provisioned at Amazon Web Services (AWS) in Sydney and will enhance Council's ability to respond to a Disaster Recovery (DR) event quickly.

The platform will also allow the Council to have the capacity to increase its disaster recovery processes more frequently and in greater detail than at present.

As part of the DRaaS solution, the supplier will be required to

- provide day to day maintenance and support of the disaster recovery environment
- be responsible to perform bi-annual DR tests.
- create and maintain the DRP document as part of the council audit requirements
- activate the DRP in a disaster event as part of council Business Continuity Plan.



NOTIFICATION

Four suitable Tenderers were selected from the State Purchase Contracts.

Accessing the State Purchased Contract allowed Monash to seek quotations directly from reputable panel members without having to run a separate tender process.

These four tenderers were selected based on their experience in delivering Cloud Disaster Recovery solutions.

The Tenderers were invited via Council's eTendering portal.

TENDERS RECEIVED

Tender submissions were received from the following two suppliers by the appointed closing time.

1. PERFEKT
2. ONEL Consulting

Tender Conformance:

Both tenders were assessed for their compliance with the tender conditions including the contractual terms & conditions as well as the requirements of the response schedules.

Both tenders submitted were deemed conforming.

TENDER EVALUATION

All members of the evaluation panel signed Conflict of Interest and Confidentiality forms and no conflicts were raised.

Evaluation Criteria:

The two tenders were assessed in accordance with the evaluation criteria published in the tender documentation: *(Note: Financial Viability may be treated as either a weighted percentage or pass/fail)*

Key	Key Evaluation Criteria	Weighting (%)
<i>Non-Price (40%)</i>	<i>Experience</i>	<i>15%</i>
	<i>Suitability</i>	<i>10%</i>
	<i>References</i>	<i>10%</i>
	<i>Timeframes</i>	<i>5%</i>
<i>Price (60%)</i>	<i>Price</i>	<i>60%</i>
	Total	100%
<i>Mandatory Items</i>	<ul style="list-style-type: none"> • Completed and signed Quotation Response Schedule • Insurance Certificates of Currency (as outlined in the Respondent Declaration) • Australian Business Number (ABN) Certification • Australian Company Number (ACN) Certification • Quotation Sum criteria outlined above 	<i>Pass</i>

DISCUSSION

The final evaluation ranking (including the price and non-price evaluation criteria) had PERFEKT ranked highest and as such, the evaluation panel recommends PERFEKT as representing the best value outcome for Council at a total cost of \$675,000 over the three year contract term.

The following information supports the evaluation panel's recommendations.

PERFEKT Pty Ltd is a VMware technology partner providing cloud, data protection, infrastructure, security and virtualisation solutions across Victoria. PERFEKT's differentiation comes through their flexible consulting approach, professional and managed services, and collaborative nature to deliver world-class solutions.

1. Experience

PERFEKT has extensive experience providing Cloud Disaster Recovery solutions to government and other organisations, including the Western Australian Department of Mines and PEXA (Property Exchange Australia).

2. Suitability

The solution submitted by PERFEKT fully complies with required specifications.

3. References

References were provided and confirmed that PERFEKT is providing similar services to other organisations.

4. Timeframes

PERFEKT can deliver the proposed solution within the required timeframe.

5. Price

PERFEKT submitted the most competitive solution.

FINANCIAL IMPLICATIONS

The allocated operational budget of current Disaster Recovery solution for 2019/2020 is \$180,000 and for 2020/2021 - \$184,500 (including estimate 2.5% CPI).

PERFEKT Pty Ltd's estimated cost (based on schedule of rates) of the Cloud Disaster Recovery solution is \$645,000 over the contract period and professional services for the installation and configuration is a fixed cost of \$30,000.

The total cost over the duration of the contract (3 years) is estimated at \$675,000, and inclusive of all available extension options. Any expansion of these services during the contract term will be managed within the approved operating budget.

CONCLUSION

That Council appoints PERFEKT Pty Ltd. to provide Council with cloud disaster recovery, implementation and support services.