

5.3 TENDER FOR INFORMATION TECHNOLOGY PRODUCTS AND SERVICES
(CF2020023: AK)

Responsible Officer: Jarrod Doake, Chief Operating Officer

RECOMMENDATION*

That Council:

1. Adopts the recommendation to appoint the following Panel of Suppliers utilising the Procurement Australia (PA) contract No. 2106/0712 for the provision of Information Technology (IT) Products & Services in line with PA expiry of 30/06/2021 with 1-year extension available subject to PA's execution of the extension and satisfactory performance for Monash Council. The estimated total expenditure of the contract is \$3,500,000 GST inclusive over the life of the contract (including available extensions).

- a) Australian Centre for Advanced Computing and Communication P/L*
- b) BOQ Finance (Aust) Ltd*
- c) Merchant Preservation Services, LLC D/B/A CampusGuard*
- d) CellOPark Australia P/L T/A CellOPark*
- e) Contracts Online P/L*
- f) Data Migration Consultants P/L - Data MC*
- g) Enosys Solutions P/L*
- h) Trustee for FORWARD IT UNIT TRUST t/a Forward IT*
- i) G1 Asset Management P/L*
- j) Galapagos Pty Limited t/a iPLATINUM*
- k) Information Professionals P/L*
- l) Infront Consulting Group P/L*
- m) Invotec Solutions P/L*
- n) Janison Solutions P/L*
- o) LG Software Solutions P/L (t/a Pulse Software)*
- p) Learning with Technologies P/L*
- q) MRI PSO AUST P/L*
- r) Onel Consulting P/L*
- s) Hardware nationally – Services VIC only*
- t) Progility P/L*
- u) Ricoh Australia P/L*
- v) Sims E-Recycling t/a Sims Recycling Solutions*
- w) ISUP P/L t/as The Computer Market*
- x) Computers Now P/L ("CompNow") The Trustee for COMPUTERS NOW UNIT TRUST*
- y) Cyber Risk P/L atf Cyber Risk Partners Unit Trust (t/a CyberRisk)*
- z) Thomas Duryea Logicalis*

- aa) Verser Technology Lifecycles P/L*
- bb) Video Dynamics Australia P/L*
- cc) VoIP P/L*
- dd) Winc Australia P/L.*

- 2. Authorises the Chief Executive Officer to execute the contract agreements as required.*
- 3. Authorises the Chief Executive Officer to approve the extension option in the contract (if executed by PA) subject to satisfactory performance.*
- 4. Notes that the PA contract commenced on 01/07/2019, with an initial term of 2 years and a one year extension option.*

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

INTRODUCTION

The implementation of a contract for Information Technology Products and Services will ensure the ongoing and continued provision of IT Products and Services across nine categories as required by Council. This will ensure the effective management of the Council's Business Technology (BT) Infrastructure across all Council sites.

BACKGROUND

In February 2019, Procurement Australia (PA) was appointed as an Agent of Council to conduct the tender. This was following guidelines established by the Minister of Local Government and under section 186 of the Local Government Act 1989.

The purpose of PA acting as an agent for Council was to call and evaluate public tenders for the provision of IT Products and Services. The purpose of using the services of PA is to attempt to gain any price advantage that may be available from combining Council's requirements for IT Products and Services with those of other Councils.

NOTIFICATION

PA supplier briefings for Contract 2106/0712 Information Technology Products & Services was advertised in the Herald Sun and Sydney Morning Herald and held in Melbourne (53 attendees) and Sydney (65 attendees) over Tuesday, 19 and Wednesday, 20 February.

The tender was advertised in the same newspapers on Tuesday, 9 April (Sydney Morning Herald) and Wednesday, 10 April (Herald Sun).

Tenders closed as advertised at 3.00pm AEST on Wednesday, 8 May 2019.

The contract was divided into nine categories:

1. IT Hardware;
2. IT Software;

3. Mobile IT Devices;
4. Hosting & Cloud Services;
5. IT Infrastructure (including networking & storage);
6. IT Services (including leasing);
7. Business Telephone Systems & Services;
8. IT Disposals; and
9. Cyber Security Solutions & Services.

TENDERSEVALUATION

53 suppliers tendered for the above services.

PA conducted the tender evaluation process and recommended 30 suppliers across the nine categories to fulfil the broad range of services required by the collaborating parties.

Whilst PA has made a recommendation for Council's consideration, Council is still obligated to conduct its own due diligence to confirm that the PA recommendation provides a best value outcome.

As such, a Council evaluation panel was established for this tender. All members of the evaluation panel signed Conflict of Interest and Confidentiality forms and no conflicts were raised.

This evaluation panel has reviewed PA's recommendation for IT Products and Services across the nine categories. PA recommended 30 suppliers and the evaluation panel endorses the appointment of all those suppliers referenced below. All tenderers have submitted a schedule of rate for a range of products within the requirements of the specification. Suppliers of all categories have a range of expertise, experience and products suitable to Councils ongoing needs.

Appointing all suppliers to each category will ensure the Council can provide all of its BT products and services at the most competitive prices and quotations will be sought from panel members for future spend on an as needs basis subject to approved operating and capital budgets.

After consideration of the recommendations of PA, the Council's evaluation panel has recommended the appointment of the following suppliers to the panel:

	Category 1	Category 2	Category 3	Category 4	Category 5	Category 6	Category 7	Category 8	Category 9
Suppliers	IT Hardware Suppliers	IT Software Suppliers	Mobile IT Devices Suppliers	Hosting/ Cloud Services Suppliers	IT Infrastructure (including Networking & Storage) Suppliers	IT Services (including Leasing) Suppliers	Business Telephone Systems & Services Suppliers	IT Disposals Suppliers	Cyber Security Solutions & Services Suppliers
Australian Centre for Advanced Computing and Communication P/L	X	X	X	X	X	X			X
Blue Connections P/L	X	X	X	X	X	X	X	X	X
BOQ Finance (Aust) Ltd						X			
Computers Now P/L	X	X	X		X	X	X	X	X
CellOPark Australia P/L T/A CellOPark				X					
Contracts Online P/L		X							
Cyber Risk P/L atf Cyber Risk Partners Unit Trust (t/a CyberRisk)									X
Data Migration Consultants P/L - Data MC						X			
Enosys Solutions P/L									X
G1 Asset Management P/L								X	
Galapagos P/L t/a iPLATINUM						X			
Invotec Solutions P/L	X								X
Infront Consulting Group P/L		X		X		X			
Information Professionals P/L						X			X
ISUP P/L t/as The Computer Market								X	
Janison Solutions P/L		X		X					
Learning with Technologies P/L	X		X		X			X	

	Category 1	Category 2	Category 3	Category 4	Category 5	Category 6	Category 7	Category 8	Category 9
Suppliers	IT Hardware Suppliers	IT Software Suppliers	Mobile IT Devices Suppliers	Hosting/ Cloud Services Suppliers	IT Infrastructure (including Networking & Storage) Suppliers	IT Services (including Leasing) Suppliers	Business Telephone Systems & Services Suppliers	IT Disposals Suppliers	Cyber Security Solutions & Services Suppliers
LG Software Solutions P/L (t/a Pulse Software)		X							
Merchant Preservation Services, LLC D/B/A CampusGuard									X
MRI PSO AUST P/L								X	
Onel Consulting P/L	X	X	X	X	X	X			X
Progility P/L					X	X	X		
Ricoh Australia P/L	X	X		X	X	X	X	X	X
Sims E-Recycling t/a Sims Recycling Solutions								X	
Trustee for FORWARD IT UNIT TRUST t/a Forward IT	X	X	X		X	X	X	X	X
Thomas Duryea Logicalis	X	X	X	X	X	X	X	X	X
Verser Technology Lifecycles P/L						X		X	
VoIP P/L	X	X		X	X	X	X	X	X
Video Dynamics Australia P/L	X			X			X		
Winc Australia P/L	X	X	X	X	X	X		X	

DISCUSSION

The following information supports the evaluation panel's recommendations.

The purpose of the panel contract is to ensure the ongoing provision of IT Products and Services across all nine categories as required by Council ensuring the effective management of council BT across all council sites. Suppliers across all categories have a range of expertise, experience and products suitable to Councils ongoing needs.

The evaluation panel recommends all of these suppliers as representing the best value outcome for Council.

FINANCIAL IMPLICATIONS

All tenderers submitted a schedule of rates for a range of products and services within the requirements of the specification.

The provision of IT products and services will be managed within the Business Technology operational and capital budgets.

It is estimated that Council will spend \$3,500,000 GST inclusive over the life of the contract. This estimate is based on historical spend across these categories.

Future spend will be determined by the available operating and capital budgets and quotations will be sought from the panel in adherence with Council's Procurement Policy.

CONCLUSION

That Council approves the recommendations contained within this report.