

Software Licence Resellers Agreement (SLRA) (ITS4032 SU)

SUMMARY

Start date: 1st December, 2016

End date: 21st February, 2021

OJEU Number: 2016/S 136-245852

Lead Consortium: SUPC

Main contact: Mark Lewis
m.r.lewis@reading.ac.uk

Website:
<https://www.hecontracts.co.uk/agreements/358>

NB - Phoenix Price Increase Lot 1 from 1st March 2019

NB - Comparex has been acquired by SoftwareOne as from 1st January 2020. All lots awarded to Comparex are now available via SoftwareOne.

This framework replaces and builds on the scope of the previous agreement which expired on 30th November 2016.

- Margins fixed for the life of the agreement
- Now includes professional services
- 4 new suppliers on the agreement

SCOPE

This framework is for the supply of software license reseller services to cover Microsoft, Adobe, VMWare and other software and related services sold via resellers to the relevant community but to also accommodate deals that may be in place directly with manufacturers. This framework has been split into the following lots:

Lot 1 – Microsoft and Associated Services – to include EES and Select Plus Agreements plus Microsoft associated services

Lot 2 – Adobe – Split into 2 sub lots:

- **Sub-lot 2A** – ETLA – site licences, multi-site or unlimited.
- **Sub-lot 2B** - CLP Agreements – perpetual licenses & VIP Agreements – named user/device licenses and other adobe products

Lot 3 – VMware - All VMware software and associated services including maintenance

Lot 4 – Other – off the shelf miscellaneous software and associated services and support including but not limited to IT Security Software

Lot 5 – Software Services - including but not limited to Software Asset Management, auditing and consultancy limited to the products provided under the scope of the agreement

AGREEMENT BENEFITS

- Provides compliance under EU Procurement Directives.
- A new dedicated lot for software services, which will provide institutions with access to software auditing services, asset management and professional consultancy services.
- Pricing is based on a cost plus basis and margins are fixed for the life of the agreement.
- Pricing for professional services for areas such as discovery phases, implementation, training, project management and software development fees are fixed for the life of the Agreement and include travel and expenses.
- A Schedules of rates has been provided for the professional services listed under Lot 5 allowing members to manage service costs.
- Offers access to Eduserv Chest Agreements providing best value pricing
- New Call off Contract for Institutions to use as a template for contracting with suppliers.
- Gives robust performance management by setting clear KPI's to be monitored over the life of the agreement.
- Offers improved terms and conditions specific to software licensing.

USING THE FRAMEWORK

Members of the following organisations can access this framework agreement:

- Southern Universities Purchasing Consortium (SUPC) <http://www.supc.ac.uk/engage/our-members/our-members>
- North East Universities Purchasing Consortium (NEUPC) <http://www.neupc.ac.uk/our-members>
- North West Universities Purchasing Consortium (NWUPC) <http://www.nwupc.ac.uk/our-members>
- London Universities Purchasing Consortium (LUPC) <http://www.lupc.ac.uk/list-of-members.html>
- Advanced Procurement for Universities and Colleges (APUC) <http://www.apuc-scot.ac.uk/#!/members>
- Higher Education Purchasing Consortium Wales (HEPCW) <http://www.hepcw.ac.uk/>
- Crescent Purchasing Consortium (CPC) <https://www.thecpc.ac.uk/>

SUPPLIERS

Lot	Suppliers
Lot 1 Microsoft (SLRA)	Bytes Software, CDW Ltd, Civica UK Ltd. , Comparex, Insight Direct UK plc, Phoenix Software Ltd, Pugh Computers Ltd, Softcat PLC, SoftwareONE UK Ltd, SoftwareOne, XMA Ltd ,
Lot 2 - Sub-lot 2A - Adobe ETLA Agreements (SLRA)	Academia Ltd, CDW Ltd, Comparex, Insight Direct UK plc, Phoenix Software Ltd, Softcat PLC,
Lot 2 - Sub-lot 2B - Adobe VIP/CLP Agreements (SLRA)	Academia Ltd, CDW Ltd, Comparex, Insight Direct UK plc, Phoenix Software Ltd, Softcat PLC,
Lot 3 - VMWare (SLRA)	Academia Ltd, CDW Ltd, Comparex, Insight Direct UK plc, Softcat PLC, XMA Ltd ,
Lot 4 - Other Software (SLRA)	Academia Ltd, Bytes Software, CDW Ltd, Civica UK Ltd. , Comparex, Insight Direct UK plc, Phoenix Software Ltd, Softcat PLC, SoftwareONE UK Ltd, XMA Ltd ,
Lot 5 - Software Services (SLRA)	CDW Ltd, Civica UK Ltd. , Insight Direct UK plc, Phoenix Software Ltd, Softcat PLC, XMA Ltd ,

SUSTAINABILITY

This Agreement was assessed as a low risk contract with regards to sustainability as the majority of the products are delivered by electronic means.

NEXT STEPS

To start taking advantage of this agreement please visit HE Contracts. From there you can view the supplier, supplier contact details, terms and conditions and a complete buyer's guide.

If you need any assistance please contact the person with responsibility for procurement at your institution or contact Tammie Purdue, SUPC ICT Category Manager at t.purdue@reading.ac.uk