Software Licence Resellers (SLRA) (ITS4042 SU)

SUMMARY

Start date: 22nd February, 2021

End date: 21st February, 2025

OJEU Number: 2020/S 033-078650

Lead Consortium: SUPC

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

Website:
https://www.hecontracts.co.uk/agreements/944

SCOPE

The purpose of this Framework Agreement is to deliver an efficient, compliant and sustainable route to market for participating public bodies by minimising the resource and providing value for money.

This Framework Agreement was procured via the open procedure tendering process and advertised on Intend and in the Official Journal of the European Union (OJEU) 2020/S 033-078650.

This Framework is for the supply of the following

LOT	LOT DESCRIPTION
Lot 1 – Microsoft and Associated Services	Microsoft software and license procurement and support inclusive of maintenance, renewals and support.Associated services including consultancy that is limited to the products available via this lot.This includes access to special pricing and special terms and conditions offered via the Chest Agreement, including but not limited to EES, Select Plus and CSP agreements. Software As A Service (SAAS) including their consumption-based models are also included.
Lot 2 – Adobe *Sub-Lot 2A – Adobe ETLA Agreements*	Adobe software specific to ETLA agreements (site licences, multi-site or unlimited) inclusive of maintenance and renewal and associated services including consultancy specific to this agreement. This includes access to special pricing and special terms and conditions offered via the Chest Agreement.
Lot 2 – Adobe *Sub-Lot 2B – Adobe VIP/CLP Agreements*	Adobe software and license procurement and support inclusive of maintenance and renewal. Adobe CLP Agreements (perpetual licenses and optional upgrade protection) and VIP Agreements (named user/device subscription licenses). This includes access to special pricing and special terms and conditions offered via the Chest Agreement.
Lot 3 - VMWare	VMware software and license procurement and support inclusive of maintenance and renewal. Associated services including consultancy that is limited to the products available via this lot. This includes access to special pricing and special terms and conditions offered via the Chest Agreement (where applicable).
Lot 4 - Other	Miscellaneous software and license procurement and associated services and support including maintenance and renewal. This includes, but is not limited to IT Security Software and support This includes access to special pricing and special terms and conditions offered via the Chest Agreement. (where applicable). Software As A Service (SAAS) including their consumption-based models are also included.
Lot 5 – Software Services	Software services including cloud optimisation services, cloud readiness services, software asset management, training and any professional services related to the products sold via the other lots provided under this agreement.

AGREEMENT BENEFITS

1. What are the Benefits of Using this Agreement?

There are several benefits to using this framework:

- Provides compliance under the EU Directives.
- New pricing to include consumption-based models via Software As A Service have also been added.
- Suppliers checked to ensure they are responsible and sustainable suppliers;
- Enables members to consolidate and reduce their supplier base for software licensing Updated Lot 5 Software Services that now includes cloud optimisation services, cloud readiness service as well as providing institutions with access to software auditing services, asset management and professional consultancy services.
- Pricing is based on a cost plus basis and margins which 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.
- New Schedule of rates has been provided for the professional services listed above under Lot 5 allowing members to manage service costs.
- The Framework allows the flexibility to determine specific requirements at the call off stage.
- Offers access to Eduserv Chest Agreements providing best value pricing
- 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

To appoint a supplier, please refer to the call-off mechanisms below. Full contact details for each appointed supplier are located in Appendix A – Suppliers' Full Contact Details. Your local consortia contact details are:

Consortium	Name	Email	Number
LUPC	Mike Kilner Senior Contracts Manager	M.Kilner@lupc.ac.uk	Tel: 020 7307 2768
HEPCW	Howard Allaway Procurement Manager	h.allaway@wales.ac.uk	Tel: 029 20879201
NEUPC	Paul Eagleton Category Manager – IT, Telecoms and Office Supplies	p.eagleton@neupc.ac.uk	Tel: 0113 344 3951
NWUPC	Sarah Dye Category Manager	sarah.dye@manchester.ac.uk	Tel: 0161 234 8016
APUC	Peter Jackson Procurement Manager – Information Services	pjackson@apuc-scot.ac.uk	Tel: +44 (0) 131 442 8944
CPC	Jane Edwards Category Manager – AV and ICT	j.edwards@thecpc.ac.uk	Tel: 0161 823 1860

SUPPLIERS

Lot	Suppliers
SLRA Lot 1 Microsoft & Associated Services	Bytes Software, CDW Ltd, Insight Direct (UK) Ltd, Phoenix Software Ltd, Pugh Computers Ltd, SCC (Specialist Computer Centres) plc, Softcat PLC, SoftwareONE UK Ltd, Trustmarque Solutions Ltd, XMA Ltd ,
SLRA Lot 2a Adobe ETLA Agreements	Academia Ltd, Bytes Software, CDW Ltd, Phoenix Software Ltd, Softcat PLC, SoftwareONE UK Ltd,
SLRA Lot 2b Adobe VIP/CLP Agreements	Academia Ltd, Bytes Software, CDW Ltd, Insight Direct (UK) Ltd, Phoenix Software Ltd, Softcat PLC,
SLRA Lot 3 VMWare	Academia Ltd, CDW Ltd, Phoenix Software Ltd, Softcat PLC, SoftwareONE UK Ltd, XMA Ltd ,
SLRA Lot 4 Other Software	Academia Ltd, CDW Ltd, Civica UK Ltd. , Phoenix Software Ltd, Pugh Computers Ltd, SCC (Specialist Computer Centres) plc, Softcat PLC, SoftwareONE UK Ltd, XMA Ltd ,
SLRA Lot 5 Software Services	Academia Ltd, CDW Ltd, Civica UK Ltd. , Insight Direct (UK) Ltd, Phoenix Software Ltd, SCC (Specialist Computer Centres) 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. Any questions relevant were included in the quality section of the tender. Questions asked in the tender can be found in Appendix C. Institutions can incorporate specific questions for their own specifications into their further competitions.

NEXT STEPS