Buyer's Guide for the

Routing & Switching Services Framework

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Appendices

1   Scope of the Framework

This framework agreement has been set up by Jisc Services Ltd (JSL).. The framework agreement is for the supply and support of a broad range of routing and switching equipment; from low end Buyer premises equipment (CPE), through to mid-range enterprise and high-end carrier class type equipment supporting up to 100 Gigabit Ethernet. No other equipment can be purchased through the framework.

2   Duration of the Framework

The framework will run for an initial term of two years commencing on 1st October 2015. In March 2017, JSL exercised the option to extend the framework for two further years and will now expire on 30th September 2019.

3   Compliance under EU procurement rules

This Framework was advertised in OJEU on 11th February 2015 under number 2015/S 029-048581 and tendered using the restricted procedure. A copy of the contract notice is embedded below as a pdf:

Published Notice - Routing & Switching

The contract award notice is embedded below as a pdf:

Contract Award Notice.pdf

The Operational Requirement document is embedded below as a pdf:

Routing and Switching Framewor

4   Who can use the framework

The scope of the framework covers purchases by JSL, Higher Education institutions, Further Education and Specialist Colleges and Research Council establishments in the UK, Regional Network Operators (RNOs) and by any other bodies whose core purpose is the support or advancement of further or higher education or of research.

Any member of the following HE and FE purchasing consortia will be eligible to purchase from this framework by virtue of its membership, as will members of any other similar purchasing consortium in higher or further education that might be formed during the lifetime of the Service.

Membership lists for existing higher and further education purchasing consortia may be found at:

http://www.lupc.ac.uk/list-of-members.html

http://supc.ac.uk/engage/our-members/our-members

http://www.nwupc.ac.uk/our-members

http://www.neupc.ac.uk/our-members

http://www.hepcw.ac.uk

http://www.apuc-scot.ac.uk/#!/members

http://www.collegeswales.ac.uk/Find-a-College

JSL provides services to many Local Authority education networks, in support of ICT provision in schools and in adult and community learning. The National Educational Network is a dedicated, educationally focused resource for teaching and learning. A number of regional networks, operated by the Regional Broadband Consortia are constituent parts of The National Education Network.

A full list of members of the Consortia is available at:

http://www.nen.gov.uk

Each of these users of the framework are referred to as Buyer in this document.

5   Suppliers on the Framework

The framework has been separated into ten lots and the following table shows which suppliers are capable of supplying equipment under each Lot and the first ranked supplier on each Lot is marked "1st"

Supplier \ Product	Lot 1 Aruba	Lot 2 Brocade	Lot 3 Ciena	Lot 4 Cisco	Lot 5 Extreme	Lot 6 HP	Lot 7 Huawei	Lot 8 Juniper	Lot 9 Palo Alto	Lot 10 Aerohive	Lot 10 Arista	Lot 10 Fortinet	Lot 10 Dell	Lot 10 Alcatel-Lucent	Lot 10 F5	Lot 10 Infoblox
ADA Networks						✓										
AIT Partnership										✓						
Alternative Networks					✓			✓	✓							
Ampito Group	1st	1st			1st						1st	1st				
Axians								1st								
BT				1st		✓										
Capita												✓				
CAE (formerly Mason IT)							1st									
Data Integration (Xchanging)										✓						
Datrix					✓											
Dell													1st			
Dimension Data														✓		
European Electronique						1st						✓				
CDW Limited				✓												
Khipu Networks	✓							1st					1st			✓
Logicalis			1st	✓											✓	1st
Pervasive Networks	✓	✓										✓				
Redcentric (formerly Calyx)		✓														
Softcat Ltd													✓			

5.1   Supplier Contact Details

Company name	Buyer Email address
ADA Networks	edu@adanetworks.com
AIT Partnership	customer.services@ait-pg.co.uk
Alternative Networks	bid.management@alternativenetworks.com
Ampito Group LLP	Janetinfo@ampito.com
Axians	Juniper4edu@axians.co.uk
BT	DLPF-INET-sales-education-smb@bt.com
Capita	CMITS-tenders1@capita.co.uk
CAE (formerly Mason IT)	jisc@caeuk.com
Data Integration (Xchanging)	disalessupport@xchanging.com
Datrix	tenders@datrix.co.uk
Dell	jisc_networking@dell.com
Dimension Data	UK.BIDTEAM@dimensiondata.com
European Electronique	sales@euroele.com
CDW Limited	tenders@uk.cdw.com
Khipu Networks	Sales-UK@khipu-networks.com
Logicalis	Jisc.framework@uk.logicalis.com
Pervasive Networks	janet@pervasive.co.uk
Redcentric (Formerly Calyx Managed)	janet@redcentricplc.com
Softcat plc	PSITQ@softcat.com

6   How the Framework operates

For Lots 1-9 the Buyer shall award the call-off to the Supplier who is considered to provide the most economically advantageous tender. This will either be:

    i.   Directly to the 1st ranked supplier without reopening competition;

        or

    ii.   As a result of running a mini-competition against its specific requirement with all capable Suppliers in the relevant Lot(s).

For Lot 10 there are a total of seven proprietary products available, some of which have just one Supplier for the available proprietary products and others where there are more than one supplier.

- Where there is more than one supplier of a single proprietary product there is the option of a direct award to the first ranked supplier or a mini competition with the other capable Suppliers.

- For all proprietary products on Lot 10 where there is only a single Supplier the Buyer may make a direct award.

- Where the requirement can be met by more than one proprietary product on Lot 10 then all capable Suppliers will be invited to take part in the mini competition. Capable Suppliers are those judged by the Buyer to be capable of delivering their specific requirements.

When reopening competition, each Buyer must use the evaluation criteria used to establish the Framework (refer to Section 7). The weightings may be varied as appropriate to the requirement.

7   Evaluation criteria

The evaluation criteria used to establish the framework were:

Award Criteria	Weighting
Technical	60%
Charges	40%

The original framework agreement evaluation criteria should be applied in the further-competition tender document. The Buyer is unable to add in any additional sub-criteria.

The Buyer is able to vary the weightings of the published award criteria within the range of 50% and 200% (i.e. half or double their original tender weightings).

The total of the weightings should add up to 100%

8   Terms and Conditions

The JSL framework agreement incorporating the pro forma call-off contract, signed by JSL and each supplier will govern all business conducted under the framework. A copy of the generic agreement is embedded as a pdf below:

Routing and
Switching Framework

The proforma contract in schedule 1 of the framework agreement will form the basis of any call off awarded. Specific details will be agreed between the supplier and the Buyer and inserted into the call off contract where indicated.   A copy of the proforma call-off contract is embedded as a Word document below:

Routing and
Switching Framework

9   Placing a simple order for equipment under this framework

Section 6 outlines all the options available under the framework in terms of direct appointment or mini competition.

If the Buyer wishes to raise a Request for Quote (RFQ) for a simple order of equipment then the request should include a clear return date and any late quotes should not be considered. JSL would recommend giving suppliers a maximum of 3 working days to respond to requests for simple orders. The Buyer should clearly state if any weighting has changed from JSL's original weighting.

Should the Buyer wish to proceed and place an order with the chosen supplier, the Buyer must use the *Pro-forma Contract with Customers* in schedule 1 of the agreement. Suppliers not chosen, in the event of a mini competition, should be sent rejection correspondence.

10   Running a mini-competition under this framework

1. Establish the requirement.

2. Develop the mini-competition document:

    a. Create a specification for the requirement.

    b. Decide on a return date for tenders. Depending on the complexity of the requirement, we would recommend a minimum of 3 working days with 3-4 weeks on more complex project work requiring a site visit prior to the supplier's response.

3. Decide which Lot is appropriate or if a mini competition will be run across multiple Lots.

4. Issue the specification to all capable suppliers on the relevant Lot(s) of the framework agreement.

5. Open tenders after the published deadline and evaluate tenders. The formula used to evaluate charges is: Lowest price/price being evaluated x % weighting agreed for the Charges

6. Issue award or regret letters as appropriate to all bidders.

    For above threshold orders: In addition to steps 1 – 6, following the implementation of the remedies directive Buyers must include in the letter a summary of the reasons for the rejection of the tender, the characteristics and relative advantages of the tender selected and the name of the successful tender. The letter should also include a precise statement of the exact standstill period applicable. The standstill period must run for at least 10 calendar days between the date of despatch of this information and the date on which it proposes to enter into the contract (place the order).

    Please note: For call-offs under the framework that are above the threshold the ten-day mandatory standstill should be applied. The debrief for above threshold call-offs is the letter that is issued at the start of the standstill period that includes a summary of the reasons for the rejection of the tender, the characteristics and relative advantages of the tender selected and the name of the successful tender. The letter should also include a precise statement of the exact standstill period applicable.

7. Place an order using the *Pro-forma Contract with Customers* in schedule 1 of the agreement, completing the sections highlighted in yellow.

    Frameworks do not create any contractual obligations but a call-off does. By placing a call-off contract with a supplier from a framework the Buyer is making a commitment to purchase the specified goods/services from that supplier.

11   The benefits of using the Framework

*   Frameworks are faster and less onerous than a full tender process.

- There is no need to advertise the requirement in the European Journal (OJEU).

- Although the basic contract terms will have been established a mini-competition enables the Buyer to refine its exact requirement.

- Having a range of suppliers on the framework provides increased choice and competition for the Buyer and a better chance of achieving best value for money.

- JSL has already assessed the successful suppliers' capacity and capability using the selection criteria of personal situation of the candidate or tenderer, economic and financial standing, technical capability and experience.

- The terms and conditions of the Agreement have already been established. There is no need for Buyers to negotiate on contract terms with suppliers.

- Following the guidelines below and elsewhere in this Buyers' Guide will help ensure that the Buyer adheres to EU procurement legislation.

12   Contacting JSL in connection with the framework

Queries about the framework or feedback about suppliers should be directed to
frameworkcontracts@jisc.ac.uk

Appendix 1 - Vendor Mergers

Lot 1 Aruba and Lot 6 HP

Since the implementation of the Routing and Switching Equipment framework, in September 2015 Aruba has been acquired by HPE, the company is now known as Aruba Networks. Whilst the products will be integrated from a pricing perspective and the product sets are complimentary, please note that there are still two distinct ranges in products with Aruba providing a wireless solution and HPE providing a wired solution.

Within the framework these will remain as two separate lots, identifying them as different product lines by referencing them Aruba and HPE networking.

The following scenarios are allowed under the framework

- As they are certified, suppliers on Lot 6 can sell HPE products plus Aruba, and suppliers on Lot 1 can sell Aruba products plus HPE. However you will need to go to mini competition, should you wish to purchase in this manner.

- If you are looking for an integrated solution they are able to open a mini competition to all 6 suppliers, or place separate orders with the preferred supplier of each lot

Lot 2 Brocade

Due to the recent acquisition of Brocade by Extreme Networks and some re-branding of Brocade products to Ruckus, the Brocade brand will essentially disappear. The manufacturer has made assurances that existing product lines will continue to be supported and developed and the same part codes will continue to be used.

Lot 2 will be referred to as Ruckus.