



Oifig um Sholáthar Rialtais
Office of Government Procurement

HEADS OF INFORMATION SYSTEMS IN LOCAL AUTHORITIES ANNUAL CONFERENCE 2018

Procurement Update 3rd October 2018

Colm O Cleirigh, Category Manager,
Cloud and Infrastructure

OGP.GOV.IE

Delivering Sustainable Procurement Solutions



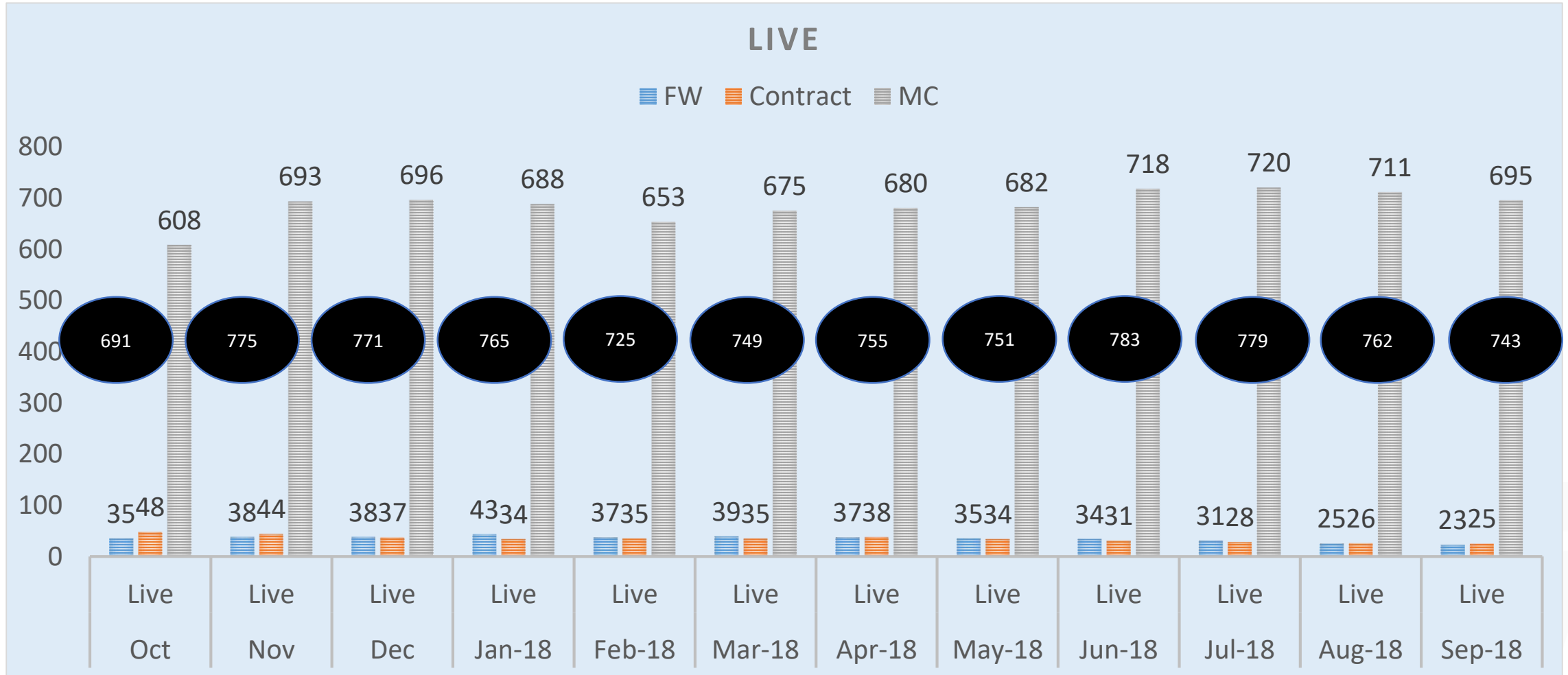
Agenda

- OGP update
- Client proposition
 - Framework Tiering
 - Bespoke Competition
- Frameworks available
- Next Gen Frameworks
- Frameworks of Interest
- Questions

OGP update

- Developments in 2018:
 - GDPR;
 - eInvoicing;
 - National ICT Contracts;
 - State Claims Agency;
 - Brexit.

Live Projects 2017/18



Bespoke Snapshot

- Share Finance System (FMSSC);
- ERP Licencing Acute Sector;
- Shared Payroll ETB Sector;
- Shared Finance System ETB Sector;
- Tetra;
- Passport eGates;
- ICHEC HPC;
- CS (DPER) ELearning Platform;

Client Proposition

Client inputs into the Mini Competition process



Client Proposition - Frameworks

Complexity Level	Timeframe to contract finalisation
Tier 1: Utilities sign up	Available immediately
Tier 2: Direct Drawdown	Available immediately
Tier 3: Low complexity Mini- Competition	Up to 10 weeks
Tier 4: Medium complexity Mini-Competition	Between 10 and 20 weeks
Tier 5: High complexity Mini-Competition	6 months with well developed specification

- Almost 1,000 Mini Competitions run in 2017, Currently at about 750 MCs at this point in 2018
- To support planning – Frameworks banded into Tiers
- Tier 4 and 5 Frameworks – Letters of Engagement
- Tier Categorisation – information on website.

Client Proposition – Bespoke Competitions

Competition type	Complexity level	Minimum value	Minimum Lead Time
Bespoke	High	€400,000	9 months with well-developed specification

- 130 Frameworks in place – 82% of requirements submitted in 2017 met by existing FWs
- Most efficient use of resources
- Ongoing review
- 2 Step Process:
 - Evaluation of Complexity – 5 day turnaround
 - Assessment of requirement – Monthly meetings.

Submission Deadline	Date of Decision
Thursday 29 March	Monday 9 April
Friday 27 April	Friday 4 May
Friday 25 May	Friday 1 June
Friday 29 June	Friday 6 July
Friday 27 July	Friday 3 August
Friday 31 August	Friday 7 September
Friday 28 September	Friday 5 October
Friday 26 October	Monday 5 November
Friday 30 November	Friday 7 December

National ICT Contracts

National ICT Contracts under development

- ICT Sourcing team is working closely with the CSSO to develop a suite of ICT specific contracts;
- Two strands:
 - General contracts/guidance to cover hardware, software and services;
 - Cloud specific contracts/guidance to cover SaaS, PaaS and IaaS.
- Market engagement (Suppliers, Gartner etc.) planned prior to publication.

Current ICT Frameworks

ICT Frameworks Snapshot

Framework Description	Tiering	No of MCs	No of LA MCs	Number of LAs
Computer Devices	3	470	90	26
Mail Room Equipment	3	70	16	14
SAN, NAS, Servers & Converged Infrastructure	3/4/5	157	17	11
Physical Firewalls	4	38	1	1
ICT Professional Services	3/4	121	0	0
ICT Research and Advisory Services	3	31	4	3
Applications Licensing Solution Reseller (LSP)	3	107	21	15
Enterprise Application Support Services	3	4	0	0
Virtualisation Software and Associated Reseller Services	4	41	6	5

ICT Frameworks Snapshot

Framework Description	Tiering	No of MCs	No of LA MCs	Number of LAs
Backup/recovery/replication software	4/3	44	6	6
Security Software and Associated Reseller Services	4/3/2	25	5	4
CRM (Customer Relationship Management)	5	6	0	0
Software Asset Management Services	4	2	1	1
Wide Area Network Connectivity	4	13	1	1
Network / Communications Equipment	4	47	7	7
Video Conferencing Equipment	4	15	0	0
Mobile Voice & Data Services	3	29	4	4

Next Gen Frameworks

Next Gen Frameworks Schedule 2019 to 2021

Framework Description	Project Quarter Start	Project Quarter Finish
Computer Devices - PCs and Notebooks	2018 Q3	2019 Q2
ICT Research & Advisory Services	2018 Q3	2019 Q2
Applications Licensing Solution Reseller (LSP)	2018 Q4	2019 Q3
Computer Devices - Windows tablet/hybrid, iOS, Thin Client, Android	2018 Q4	2019 Q4
SAN, NAS & SERVERS	2019 Q1	2020 Q1
Virtualisation Software and Associated Reseller Services	2019 Q1	2020 Q2
CRM	2019 Q3	2020 Q2
Physical Firewalls	2019 Q3	2020 Q3
Video Conferencing Equipment	2019 Q3	2020 Q3
Backup/recovery/replication software	2019 Q4	2020 Q2
Network / Communications Equipment	2019 Q4	2020 Q4
Security Software and Associated Reseller Services	2020 Q1	2020 Q4
Wide Area Network Connectivity	2020 Q1	2021 Q1
ICT Professional Services	2020 Q2	2021 Q2
Mobile Voice & Data Services	2020 Q3	2021 Q4

Second Generation focus is on: proportionality, Delivering for the Client, Optimum Drawdown

Frameworks of Interest

eInvoicing - ogp.gov.ie/eInvoicing

European Directive 2014/55/EU

“... receive and process electronic invoices which comply with the European standard”

WHAT YOU NEED TO KNOW ABOUT eINVOICING

THE EUROPEAN eINVOICING DIRECTIVE REQUIRES ALL PUBLIC BODIES TO BE ABLE TO RECEIVE AND PROCESS ELECTRONIC INVOICES WHICH COMPLY WITH THE EUROPEAN STANDARD (EUROPEAN DIRECTIVE 2014/55/EU)

SUPPLIER → **SERVICE PROVIDER** → **ACCESS POINT**

eINVOICE JOURNEY

WHAT IS AN eINVOICE?
AN INVOICE THAT HAS BEEN ISSUED, TRANSMITTED AND RECEIVED IN A **STRUCTURED ELECTRONIC FORMAT** WHICH ALLOWS FOR **AUTOMATIC AND ELECTRONIC PROCESSING**

PEPPOL

PUBLIC BODY ← **SERVICE PROVIDER** ← **ACCESS POINT**

APRIL 2019 COMPLIANCE DATE: CENTRAL GOVERNMENT
SUB-CENTRAL GOVERNMENT OPTION TO POSTPONE APRIL 2020

THERE IS NO REQUIREMENT ON SUPPLIERS IN IRELAND TO SEND eINVOICES TO IRISH PUBLIC BODIES AT THIS TIME

BUSINESSES CAN "CONNECT ONCE AND CONNECT TO ALL"
PUBLIC SECTOR ENTITIES ACROSS EUROPE THROUGH THE PEPPOL NETWORK (PAN EUROPEAN PUBLIC PROCUREMENT ONLINE)

eINVOICING ENABLES COST SAVINGS AND HELPS MODERNISE PUBLIC ADMINISTRATION ACROSS EUROPE SUPPORTING THE MOVE CLOSER TO A DIGITAL SINGLE MARKET

FOR FURTHER UPDATES CHECK WWW.OGP.GOV.IE

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Office of Government Procurement

eINVOICING
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OGP National Framework for Provision of eInvoicing Solutions

Intended to be available in Q1 2019

Confidential Shredding – Direct Drawdown

- This includes paper and non-paper items
- Destruction both on-site and off-site
- In-scope:
 - SIM cards, mobile phones, mobile tablet devices (iPad and other Mobile devices)
 - Video/audio tapes, diskettes, cassettes, film, ID Cards, CDs, DVDs, Floppy Disks, USB Flash Drives and back-up tapes
 - Hard drives from laptops or servers (still in outer casing) and hard drives (removed from outer casing)

LOT	Framework Agreement Locations
LOT 1	Cork, Kerry, Limerick
LOT 2	Clare, Galway
LOT 3	Donegal, Leitrim, Longford, Mayo, Roscommon, Sligo
LOT 4	Carlow, Kilkenny, Laois, Offaly, Tipperary, Waterford
LOT 5	Cavan, Louth, Meath, Monaghan, Westmeath
LOT 6	Dublin, Kildare, Wexford, Wicklow
LOT 7	Multiple Geographic Areas (extending across more than one of Lots 1-6)

Merchant Acquiring & Payment Gateway Services – Direct Drawdown

- Lot 1 – Merchant Acquiring Services – Elevon
- List of services (non-exhaustive):
 - Payment Processing.
 - Equipment including Point of Sale (POS), Mobile Point of Sale (MPOS), Virtual Terminals, etc.
 - Internet Payments: Integration with Payment Gateway Service Provider.
 - Chargebacks, Refunds and Reversals
 - Merchant Acquiring Services and Equipment are available 24/ 7/365
 - Data Security
- Lot 2 – Payment Gateway Services – Realex
- List of services (non-exhaustive):
 - Process on-line payments via credit/debit cards and Debit instructions through EFT on secure Hosted Payment solution (HPS).
 - Provide nightly data for all settlement requests
 - Provides gateway into the main acquiring banks in both Ireland and the UK.
 - The service has a guaranteed minimum uptime of 99.99%.
 - Dynamic Currency Conversion.

Reminder

RFT / SRFT Drafting Reminder.....

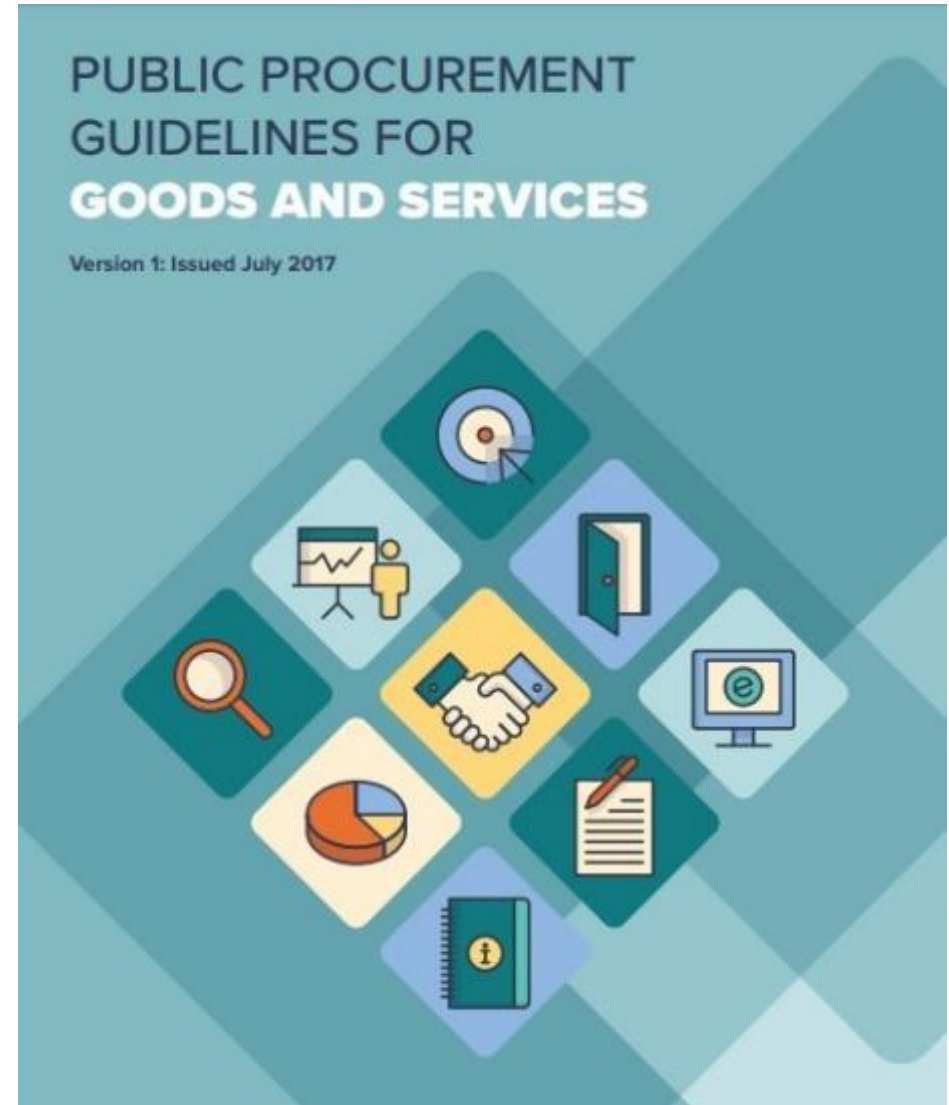
- The specs are yours to determine = tailored contract for you as CA
- Ensure your specs are market ready
 - clear, comprehensive and understandable in the same way by all tenderers
 - brand agnostic
 - can be evaluated in line with the marking methodology – tenders & evaluation based on stated specs

RFT / SRFT Drafting Remember.....

- Consider your requirements over the term of the contract;
 - Not just immediate needs but, ensure requirements (e.g. volumes) are realistic so tenderers can price accordingly
- Consider carefully the award criteria you will apply (consult the FW guidance document) and pick the most appropriate award criteria for your competition
- Be aware of timelines for OGP FWs

Procurement Guidelines

- Published in July 2017
- Glossary of terms
- <https://ogp.gov.ie/public-procurement-guidelines-for-goods-and-services/>



Opportunities for Local Authorities

- Aggregation
- Examples are:
 - ETBs Devices;
 - Acute Sector Servers and SANs;
 - Education Sector Servers.
- What aggregations can we work with the Local Authorities on?

Category Councils

- Local Authorities have a voice on the OPG category Councils
- Your rep for the ICT Category Council is Stephen Brady from Dun Laoghaire Rathdown
- We will be looking for Subject Matter Experts (SMEs) to work with us in the development of our Frameworks in 2019 /2020. It is your opportunity to input into the future.



- Questions



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Office of Government Procurement



An Roinn Caiteachais Phoiblí
agus Athchóirithe
Department of Public
Expenditure and Reform



Rialtas na hÉireann
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Delivering Sustainable Procurement Solutions



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