

HE National Apple Framework Agreement

ITS6004HW

Context

- National arrangement for Apple products related software, accessories and services
- All HE Regional UKUPC involved in tender process
- 2nd iteration of agreement via resellers
- Approx £35-£40M annual spend within HE Sector
- Builds on first agreement let in 2016
- Access to education specialist resellers
- Competitive Pricing

Tender Evaluation and Award

Award Criteria

- Basket of Goods (40%)
- Price Review Mechanism (15%)
- Customer Service & Contract Mgmt (15%)
- Relationship Mgt, Product Knowledge & Added Value (20%)
- Responsible Procurement (20%)

Successful Bidders

- Academia
- Albion Computers
- GBM (trading as Sync)
- XMA

Successful Bidders Scores

	Basket of Goods	Price Review Mechanism	Customer Service and Contract Management	Relationship Mgt, Product Knowledge & Added Value	Responsible Procurement	Total
Academia	39.66	5.00	14.33	20.00	20.00	98.99
XMA	33.98	4.67	14.00	19.33	20.00	91.98
Albion	28.69	4.00	10.00	17.00	16.33	76.02
Sync	27.04	3.33	10.67	13.33	17.33	71.70

Call Off Methods

- Award to top ranked bidder
- Desktop Exercise
- Further Competition
- Original Weightings can be adjusted by +/-50% at call off stage
- Desktop/ further competition encouraged to reflect institutional basket of goods/requirements

Weighting Adjustments

Criterion	ITT Weighting	Call Off (Min)	Call Off (Max)
Basket of Goods	40%	20%	60%
Price Review Mechanism	5%	2.5%	7.5%
Customer Service and Contract Management	15%	7.5%	22.5%
Relationship Mgt, Product Knowledge & Added Value	20%	10%	30%
Responsible Procurement	20%	10%	30%

Key Features

- All suppliers are Authorised Apple Education Specialists (AAES)
- 4 suppliers provides choice and security of supply
- 2 new entrants should present competitive tension
- Savings of 7.5% compared with previous agreement and 12% compared with Apple education pricing
- Additional services including training, device enrolment, mobile device management, alternative funding models
- End of life options for devices
- All suppliers either have or will register with Netpositive Futures

Further Information

- All supporting information – Buyers Guides, price lists etc are available via HE Contracts
- Suppliers have either or are in the process of developing on line configurable portals
- Pricing methodology fixed for 12 months
- 3 of the suppliers have committed to offering the same pricing and support terms for staff and student sales
- Further queries either via regional consortia contact or Howard Allaway – Agreement Manager (h.allaway@wales.ac.uk)

Thank You

Any questions?