



# Pensions Administration System Retender

Procurement Timeline v0.3

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# Option 1: Mini-Competition

Option 1 - Estimate 5.5 months	Mini-Competition (suitable Framework if available)											
Month	1	2	3	4	5	6	7	8	9	10	11	12
Pre-Market engagement	■											
Gather Requirements, Review Framework Terms & Build Call-off	■	■										
Prepare Detailed Sourcing Plan & Tender Documents		■	■									
ESCC Governance (Route to Market)												
Advertise Tender/Supplier Response			■									
Evaluate / Moderate Tender Responses				■	■							
Clarify Tender / System Demonstrations					■							
ESCC Governance (Award)												
Award Notices, Call-off Contract Finalisation & Standstill						■						
Signature												
Pensions Board / Committee Engagement Points	1	2			3							

## Key Risks

1. No suitable Framework available
2. Framework Terms unacceptable to ESCC
3. Compromise

## Key Benefits

1. Fastest and least cost procurement path
2. Established Contract Terms
3. Known Suppliers

## Recommendation

Rejected: Key reason: Limits competition: Two specialist Frameworks available, Kent CC has two Suppliers (Civica & Equiniti) and Northumberland CC is single supplier (Heywoods).

Pensions Board / Committee Engagement Points	
1	pre-market to review known systems available in marketplace
2	review functional system requirements and terms
3	review evaluation outcome and attend system demonstrations

# Option 2: OJEU – Open Tender

Option 2 - Estimate 7.5 months		OJEU Tender - Open											
	Month	1	2	3	4	5	6	7	8	9	10	11	12
Pre-Market event/engagement		■											
Gather Requirements, Build Contract Terms		■	■										
Prepare Detailed Sourcing Plan & Tender Documents			■	■									
ESCC Governance (Route to Market)													
Advertise Tender/Supplier Response				■	■								
Evaluate & Moderate Tender Responses					■	■	■						
Clarify Tender / System Demonstrations							■						
ESCC Governance (Award)													
Award Notices, Final Due Dilligence, Contract Finalisation & Standstill								■	■				
Signature													
Pensions Board / Committee Engagement Points		1	2				3						

## Key Risks

1. Large number of unsuitable bids
2. Development of robust new ESCC Terms
3. Limited Response from the Market

## Recommendation

Rejected: Key reason: High evaluation effort:  
Without a pre-qualification stage, there is likely to be many unsuitable bids that will require evaluation and feedback, which in turn creates a challenge risk.

## Key Benefits

1. Open to entire market

Pensions Board / Committee Engagement Points	
1	pre-market to review known systems available in marketplace
2	review functional system requirements and terms
3	review evaluation outcome and attend system demonstrations

# Option 3: OJEU Restricted Tender

Option 3 - Estimate 9 months		OJEU Tender - Restricted											
	Month	1	2	3	4	5	6	7	8	9	10	11	12
Pre-Market event/engagement		■											
Gather Requirements, Build Contract Terms		■	■										
Prepare Detailed Sourcing Plan & Tender Documents			■	■									
ESCC Governance (Route to Market)					■								
Advertise Tender/Supplier Response to PQQ				■									
Clarify, Evaluate & Moderate PQQ responses and agree short-list					■								
Issue final Tender/Supplier Response						■	■						
Clarify, Evaluate & Moderate Tender Responses								■	■				
System Demonstrations									■				
ESCC Governance (Award)										■			
Award Notices, Final Due Dilligence, Contract Finalisation & Standstill										■	■		
Signature											■		
Pensions Board / Committee Engagement Points		1	2					3					

## Key Risks

1. PQQ criteria limits the competition
2. Development of new ESCC Terms takes longer than planned
3. Additional PQQ stage increases risk of challenge

## Recommendation

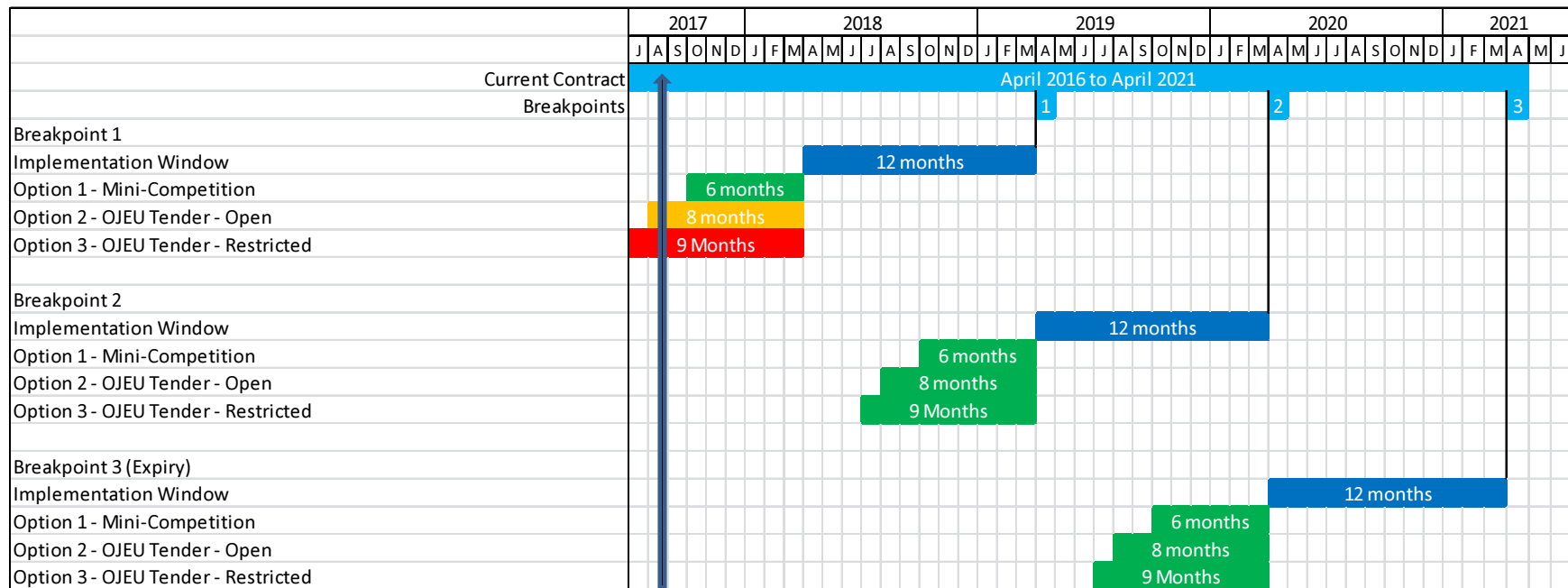
Chosen path: Key reason: The Pre-qualification stage will enable capable players to be quickly identified, short-listed and tendered.

## Key Benefits

1. Open to entire market
2. PQQ stage allows exclusion of bidders unprepared to accept pre-Qualification criteria, eg. target Licensing model to permit resale

Pensions Board / Committee Engagement Points	
1	pre-market to review known systems available in marketplace
2	review functional system requirements and terms
3	review evaluation outcome and attend system demonstrations

# Procurement Timeline Windows



## Financial considerations

Breakpoint 1 (April 2019); £151,000 early exit penalty

Breakpoint 2 (April 2020); £88,000 early exit penalty

Breakpoint 3 (April 2021); Nil