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Tender

## **Managed Network Services**

Essex County Council

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-053348

Procurement identifier (OCID): ocds-h6vhtk-0592b5

Published 2 September 2025, 9:36pm

### **Scope**

### **Reference**

D001PA

### **Description**

Transformation is fundamental and across the Authority change is inevitable, now, and as we move into the future. The Authority sets our clear intention to be a modern digital council, maximising the use of new technologies, delivering innovation and to work more effectively, as well as to maximise our opportunity to add value across the Authority.

The Authority understands that our suppliers (particularly on a technology or digital front) are leaders within their specific expertise. To enable the Authority to become a modern digital council, we require strategic relationships with our suppliers to support us with delivering our key principles, helping with challenges and to contribute to managing, shaping and innovating our services

The Authority has used outsourced Managed Service Providers (MSPs) for network services for over 20 years, with the current network contract in place since 2012. This Procurement aims to replace the existing network technology while maintaining the same

operating model to meet the Authority's evolving needs, which include hybrid working, an evolving real estate and defending against increasing cyber threats.

The Authority requires a modern and well managed enterprise network solution that is designed, built, and managed based on effective security principles. The Solution will need to ensure that there is robust protection whilst maintaining a quality service experience to our Users and their various working styles.

The wider adoption of hybrid working has seen the traditional perimeter of the network extend outside of our buildings. This change needs to be reflected in the security of the network, thereby securing the User and their Device as well as the traditional elements of the network.

The Services must provide consistent and reliable connections that are scalable and flexible, both operationally and commercially, to accommodate changes in usage and demand at all Sites both now and in the future.

The Procurement aims to consolidate contract management through operating a unified Managed Network Service for the Sites. The Provider must provide a reliable and consistent Service, including a managed service "wrap" founded on proactive support, open and transparent communication, strategic alignment with the Authority's business goals, and accurate data and reporting. This will enable the Authority to gain insights from the Provider on how to reduce costs and carbon emissions while promoting innovation during the life of the Contract.

The Services must minimise network reliance on specific Sites through reducing on premise infrastructure. The Authority will work with the Provider to reduce network-related carbon emissions annually and to minimise costs associated with Sites by leveraging cloud infrastructure and enabling working for business continuity.

This Contract will require the Provider to replace the network components at each Site, i.e. Wi-Fi, LAN and WAN to achieve the Authority's aims and outcomes.

The Authority currently has various contracts in place to provide network services for circa 175 sites. The 175 Sites in scope comprise 127 under an existing managed services contract with the remainder, known as New Sites, having unmanaged services.

There are c.9000 Authority Users who can use the network daily, along with General Public and Guest Users.

It is anticipated, that during the life of this contract/framework, the LGR process will commence and/or progress potentially impacting this contract/framework. Impacts may include, but are not limited to, modifications such as a transfer of the legal entity you currently contract with, significant increases and/or decreases in the value/volume of

goods/services/works required due to the change in size/scope of the Contracting Authority, and/or changes to the scope of the nature of goods/services/works required. Although any contract scope changes should broadly relate to the nature of the existing scope, new goods/services/works of a related nature may be required that were not previously included.

The contracting authority is Essex County Council and any Successor Body meaning one or more entities which assumes any of the Council's functions (as applicable) as a result of Local Government Reform (LGR). Such successor body or bodies may be, without limitation, a local authority, a combined authority, a combined county authority, a strategic authority or any other status determined pursuant to the Devolution and LGR Legislation.

The scale and exact timing of the changes are unknown at this point, but it is known that LGR will impact the County of Essex. All suppliers who work with the Authority need to be aware and where possible, work with the Authority to adapt to any changes/modifications as required to ensure smooth transition and continuity of services.

Estimated contract value range, inclusive of possible extensions, is between £46,486,259.50 - £61,607,520.00 (inclusive of VAT).

### **Total value (estimated)**

- £61,607,520 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 23 March 2026 to 22 March 2033
- Possible extension to 4 March 2037
- 10 years, 11 months, 13 days

Description of possible extension:

The Authority may at its sole discretion extend the Term by such period as it may specify in written notice given not less than 3 months' prior to the expiry of the Term and may do

so on as many occasions as it shall think fit provided that such extensions shall not, except as otherwise provided in this Agreement, exceed forty-eight (48) months in total.

The Authority may, in addition to the extension described above, at its sole discretion require the Provider to provide TAP Services (which includes BAU, Exit Services and Chargeable Service Requests) for such a further period as it may specify in written notice given not less than 3 month's prior to the expiry of the Contract Term and may do so on as many occasions as it shall think fit provided that such extensions shall not, except as otherwise provided in this Agreement, exceed twenty-four (24) months in total.

## **Options**

The right to additional purchases while the contract is valid.

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Services within the Networks scope which do not materially alter the original requirement.

Any Services which are described and within the scope as defined for Minor Projects, Complex Projects or Technical Collaborations Project work includes additions, removals, decommissioning, and changes to the existing service provision, the specific details of which cannot be foreseen. Much of this work would be associated with Essex County Councils changing property portfolio (e.g. Estates Transformation Programme).

## **Main procurement category**

Services

### **CPV classifications**

- 32410000 - Local area network
- 32430000 - Wide area network
- 32510000 - Wireless telecommunications system
- 48730000 - Security software package

- 72315100 - Data network support services
- 72710000 - Local area network services
- 72720000 - Wide area network services

## **Contract locations**

- UKH3 - Essex

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## **Participation**

### **Legal and financial capacity conditions of participation**

There are Legal and financial capacity conditions of participation, full details on these are included in the tender documentation which can be found through by searching for the opportunity, DN787914 D001PA Managed Network Services on the Authority's eSourcing system, ProContract, <https://procontract.due-north.com/Login>.

### **Technical ability conditions of participation**

There are Technical ability conditions of participation, full details on these are included in the tender documentation which can be found through by searching for the opportunity, DN787914 D001PA Managed Network Services on the Authority's eSourcing system, ProContract, <https://procontract.due-north.com/Login>.

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## **Submission**

## **Enquiry deadline**

17 September 2025, 5:00pm

## **Submission type**

Requests to participate

## **Deadline for requests to participate**

29 September 2025, 5:00pm

## **Submission address and any special instructions**

Selection of tenderers will be based solely on the criteria set out for the procurement.

For this tender the Authority will be using the ProContract (aka Due North) eSourcing portal <https://procontract.due-north.com> throughout the procurement process, and all communications with Essex County Council relating to this procurement exercise must be via the portal's messaging system.

Supplier registration on the portal is free of charge and can be done via:  
<https://procontract.due-north.com/>

The reference and title of this procurement in ProContract is DN787914 DP001PA  
Managed Network Service.

It is recommended that any Bidder not already registered on the ProContract eSourcing portal, register at the earliest opportunity.

The Authority reserves the right to amend timescales for any reason and change the assessment criteria where necessary for example if there are genuine omissions or mistakes. The Authority also reserves the right to cancel the procurement exercise and/or not to award all or part of a contract. The Authority will not be responsible for any costs incurred by bidders in relation to this procurement exercise.

**Tenders may be submitted electronically**

Yes

**Languages that may be used for submission**

English

**Award decision date (estimated)**

5 March 2026

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**Award criteria**

Name	Description	Type	Weighting
Technical Quality Questions	Strategic Requirements (5%) Managed Service Approach (10%) Service Requests and Chargeable Projects (10%) Disaster Recovery and Resilience (7%) Capacity & Performance, Service Availability, Scalability & Flexibility (7%) Financial Management (6%) Transition Strategy (10%) Service Transition Project Plan (10%) Network Technology (10%) Security (7%) Compliance (4%) Technical Design Standards & Documentation (4%) Non-Corporate Services (7%) Contract Exit (3%)	Quality	55%
Commercial	Bidders are required to Price complete and submit a full Pricing Matrix demonstrating their costs associated with delivering the requirement as set out in the tender documentation for D001PA Managed Network Services. The Authority states that: As set out in the Procurement Act 2023 & Procurement Regulations 2024 an abnormally low bid may be rejected. The Pricing Matrix provided	Price	40%

Name	Description	Type	Weighting
	<p>at ITT must be completed fully. If not completed and returned as part of the tender response the Authority reserves the right to exclude the bid. The cost of the Managed Network (excluding Minor Project, Complex Project and Technical Collaboration service requests) and Exit mobilisation Costs for the initial 7-year contract term, must not exceed £24,227,045. Bids that do exceed this will be excluded from the tender. The prices and/or rates stated in this commercial section constitute the only reimbursement and profit to the organisation for providing the Services which are the subject of this Agreement. The prices are deemed to cover all costs, expenses and profit incurred directly or indirectly by the Provider in providing the Services. All rates and prices quoted in this section must be in GBP and exclusive of VAT</p>		

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Technical Social Value	Social Value Calculator in conjunction with Social Value Supporting Statement	Quality	5%

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## **Other information**

### **Payment terms**

Bidders should refer to Schedule 3 (Payment) of D001PA Terms and Conditions for the relevant information on payments under this contract.

### **Description of risks to contract performance**

It is anticipated, that during the life of this contract, the LGR process will commence and progress potentially impacting this contract. Impacts may include, but are not limited to, modifications such as a transfer of the legal entity you currently contract with, significant increases and/or decreases in the value/volume of services and works required due to the change in size/scope of the Contracting Authority, and/or changes to the scope of the nature of goods/services/works required. Although any contract scope changes should broadly relate to the nature of the existing scope, new goods/services/works of a related nature may be required that were not previously included.

### **Applicable trade agreements**

- Government Procurement Agreement (GPA)

### **Conflicts assessment prepared/revised**

Yes

## **Procedure**

### **Procedure type**

Competitive flexible procedure

### **Competitive flexible procedure description**

This procurement will be completed in two (2) stages. The first stage is Procurement Selection Questionnaire (PSQ), for which the award criteria and selection process is detailed in the procurement documentation. Bidders that are successful at the PSQ stage will be invited to participate in the second stage, Invitation to Tender (ITT).

### **Justification for not publishing a preliminary market engagement notice**

Preliminary market engagement was undertaken in accordance with Public Contract Regulations 2015, before the Procurement Act 2023 came into effect. Notice reference: 2024/S 000-034256 CO0168 Managed Network Services.

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## **Contracting authority**

### **Essex County Council**

- Public Procurement Organisation Number: PWVM-4844-NRQH

County Hall, Market Road

Chelmsford

CM1 1QH

United Kingdom

Email: [sophie.jarrett@essex.gov.uk](mailto:sophie.jarrett@essex.gov.uk)

Website: <http://www.essex.gov.uk>

Region: UKH36 - Heart of Essex

Organisation type: Public authority - sub-central government