

**Flexible Working: Remote Access Project: Authentication System:
Acceptance of Non-Lowest Quotation
(Report by the Head of Information Management)**

1. PURPOSE

- 1.1 The purpose of this report is to inform the Cabinet of a decision by the Director of Central Services following consultation with the Executive Councillor with responsibility for ICT to accept a non-lowest quotation. This was following the recommendation of the Head of Information Management. The process followed is set out in paragraph 11.4 (c) of the Code of Procurement.

2. SUPPORTING/BACKGROUND INFORMATION

- 2.1 As part of the Remote Access Project we need to procure a 2 factor authentication system. The system components comprise small electronic key ring fobs, corresponding user accounts / licenses and support.
- 2.2 The term 2 factor means the user identifies themselves not only by entering their standard network user name & password but also by entering a pass code which is radio transmitted (& frequently changed) to the key fob (which is unique to the user). This provides a high degree of security.
- 2.3 A number of companies were asked to quote for their solution (there are different ways of achieving the similar outcomes). The company Signify (a leading provider, is locally based and has many public and private clients) submitted a quote that equated to £9k for 1 year for the key fobs, licenses and support. This would total £21k over 3 years (the fobs last for 3 years). The Council received 4 quotes for other systems and approaches to achieve similar outcomes. The lowest price for these was £10k for 1 year. However, the direct costs were lower over 3 years (approximately £9k lower in total over 3 years).
- 2.4 The reasons that the Signify solution offers better overall value to the Council include:
- Signify provide an outsourced solution which the other suppliers do not. This means there is no additional server or software for IMD to purchase & maintain. IMD would need to provide limited support to users as this would be provided externally. The support is available 24x7 which would not be the case if IMD had to provide it. The value to the Council of this outsourced service over the 3 years in question would “bridge” the £9k difference in cost. The Council has also been offered very competitive pricing from Signify that is linked to their involvement in the national mobile working project for Local Authorities (NOMAD).

- The Council needs a solution deployed relatively quickly to support the roll out of the Remote Access Project - Signify gives us the best and lowest risk option to achieve this quick roll-out. This is because it requires little work by IMD being an outsourced solution.
- It is a proven solution which IMD has confidence will deliver the required outcomes – it therefore offers a low risk option.

3 RECOMMENDATION(S)

3.1 The Cabinet is requested to note the acceptance of a non-lowest quotation.

Background papers

Procurement documentation

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