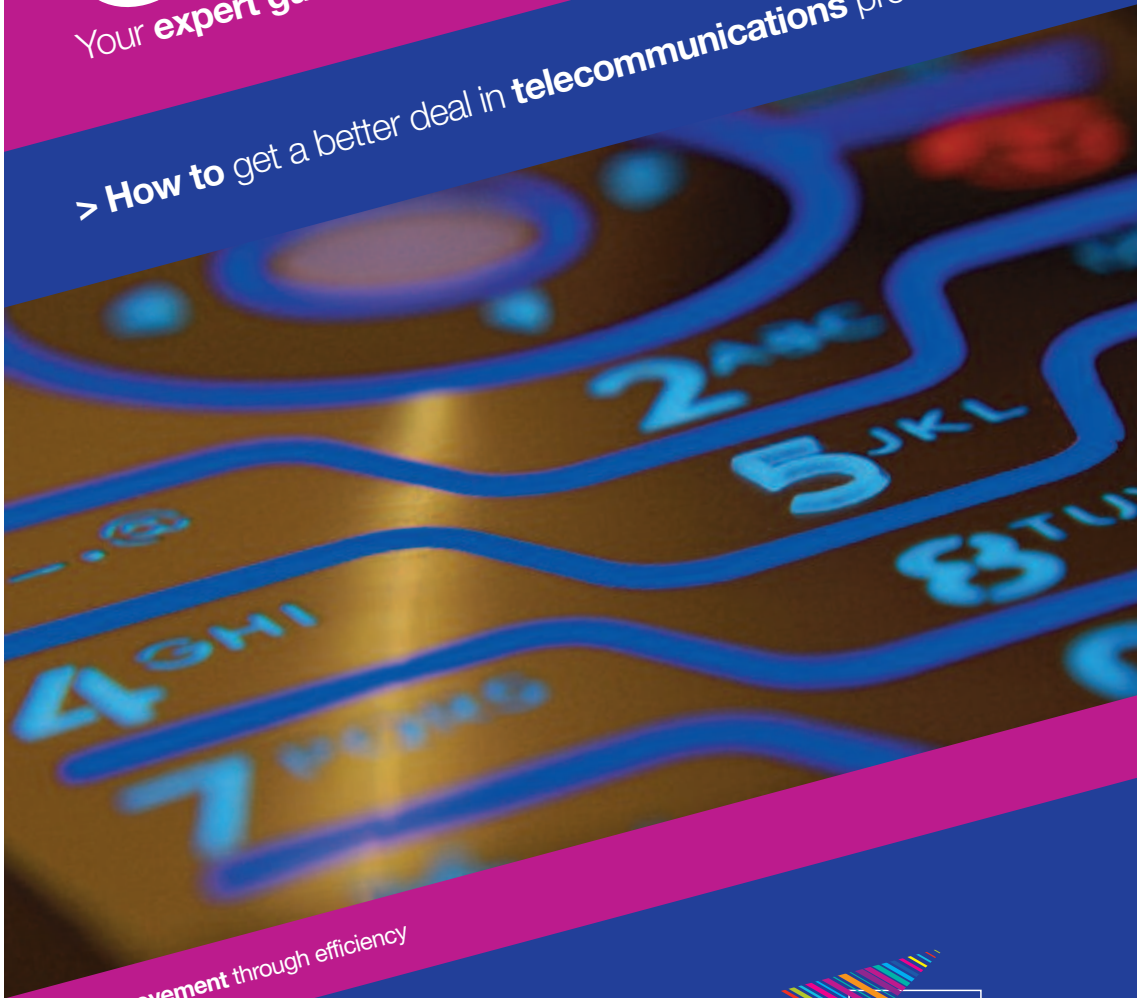




# On the money

Your expert guide to saving money by making better deals

> How to get a better deal in telecommunications procurement



Improvement through efficiency



[rcoe.gov.uk](http://rcoe.gov.uk)

## **Cut costs and save time**

At a time when local government is facing a tough financial future, it's a fact that many councils are paying too much for some commonly bought goods and services. And yet there are deals available that would help them to cut their costs. Unfortunately, councils aren't always aware of these deals or how they can access them – until now.

That's why we're pleased to bring you this guide to help you reduce your telecommunications costs. Not only does it highlight ten contracts but because they are fully OJEU compliant and open to local authorities, you can make substantial time savings by avoiding a lengthy procurement process of your own.

This guide is part of the Regional Centres of Excellence Procurement Programme which is seeking to deliver major efficiencies in the £42 billion that local government spends each year on goods and services in order to protect front-line services.

Please read this guide and contact to your Regional Centre of Excellence for further help.

## Overview

The telecommunications contracts set out in this guide provide local authorities with the opportunity to purchase telecommunications services, voice minutes and line rental, intranet and mobile solutions from existing framework arrangements.

## Benefits for you

By migrating your spend onto these OJEU compliant contracts you will save time and expense by avoiding a lengthy procurement process of your own.

Ten contracts are listed all of which have been negotiated by buying organisation on behalf of a range of bodies. As such, the suppliers have been through a rigorous process of evaluation and selection.

## Honest brokers

The Regional Centres of Excellence are acting as honest brokers by researching and analysing the market on behalf of local authorities. We aim to provide better information so that local authorities can make informed procurement decisions. Other contracts and opportunities to save money may also be available.

For further advice, contact your Regional Centre of Excellence.

## Contract details

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<b>Description</b>	<b>BT Netstream Corporate which offers a 32% discount on private data circuit products</b>
Lead organisation	OGCbuying.solutions
Open to	All local authorities
End date	31 October 2011
Contact	<b>Service Desk</b> OGCbuying.solutions 0845 000 4999 servicedesk@ogcbs.gsi.gov.uk

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**Description**

**BT Premier Value which offers best rates for business calls, consultancy services and line rental packages**

Lead organisation

OGCbuying.solutions

Open to

All local authorities

End date

Renewed annually on 1 June

Contact

**Service Desk**

OGCbuying.solutions

0845 000 4999

servicedesk@ogcbs.gsi.gov.uk

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**Description**

**Supply of broadband connectivity via digital subscriber line, cable, modem, fixed wireless access, satellite, basic rate ISDN and/or similar or successor services. It also provides for ancillary services such as internet access, remote access, e-mail, centrally hosted applications and security functionality**

Lead organisation

OGCbuying.solutions

Open to

All local authorities

End date

31 May 2008

Contact

**Vivienne Roberts**

OGCbuying.solutions

01603 704827

broadband@ogcbs.gsi.gov.uk

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**Description**

**Supply of telecoms expenditure and data transmission services including charges associated with land lines and tariffs for local, national, international, mobile and 08XX numbers**

Lead organisation

NHS Purchasing and Supply Agency

Open to

All local authorities

End date

14 March 2009

Contact

**Jason Nurse**

NHS Purchasing and Supply Agency

0118 980 8775

jason@nurse.pasa.nhs.uk

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**Description** **Provision of the government secure intranet (GSI) service**

Lead organisation OGCbuying.solutions  
Open to All local authorities  
End date 20 August 2009  
Contact **Chris Illman**  
OGCbuying.solutions  
07769 671440  
gslsp@ogcbs.gsi.gov.uk

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**Description** **Supply of mobile telephone services and solutions from systems design to managed service support**

Lead organisation OGCbuying.solutions  
Open to All local authorities  
End date 31 December 2008  
Contact **Tenders Section**  
OGCbuying.solutions  
0845 410 2222  
custcare@ogcbs.gsi.gov.uk

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**Description** **Supply of specialist services including voice and data solutions, broadcasting, multicasting as well as radio, satellite, microwave, conferencing and CCTV**

Lead organisation OGCbuying.solutions  
Open to All local authorities  
End date 1 October 2009  
Contact **Tenders Section**  
OGCbuying.solutions  
0845 410 2222  
custcare@ogcbs.gsi.gov.uk

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**Description** **Discounted charges on the cost of telephone calls**

Lead organisation Eastern Shires Purchasing Organisation  
Open to All local authorities  
End date 31 March 2008  
Contact **Aaron Powdrill**  
ESPO  
0116 265 4074  
a.powdrill@espo.org

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**Description****Advice, design, installation and servicing of telephone systems**

Lead organisation

Eastern Shires Purchasing Organisation

Open to

All local authorities

End date

31 September 2007

Contact

**Aaron Powdrill**

ESPO

0116 265 4074

a.powdrill@espo.org

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**Description****Supply and delivery of telecommunications equipment including phones, video and audio conferencing, radio, paging, mobile accessories, public address and headsets**

Lead organisation

Eastern Shires Purchasing Organisation

Open to

All local authorities

End date

31 March 2008

Contact

**Aaron Powdrill**

ESPO

0116 265 4074

a.powdrill@espo.org



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