

Report Title	GEL – G-Cloud 13 framework for Waste Management System - software, hardware and vehicle telematics		
Meeting	Greener Ealing Board - Written Resolution Cover Paper		
Date	23 rd May 2023	Agenda Number	
Type of Report	For decision		
Author	Katarina Pohancenikova can be contacted on pohancenikovak@greenerrealing.co.uk		
Background	The Board is asked to approve the proposal set out below		

Introduction

This paper sets out the proposals for the new 2-year plus 2 x 12-month extension for Waste Management System - software, hardware and vehicle telematics under G-Cloud 13 framework.

Background

Greener Ealing Ltd is seeking to re-procure the company software contract for waste management, recycling, street cleansing and associated services. The management software, hardware and vehicle telematics to be procured via the Crown Commercial Service's G-Cloud 13 framework.

After performing soft market testing exercise, GEL has decided to Direct Award the contract for the supply, maintenance and support of hardware and software solutions to Whitespace Work Software Limited for a term of 2 years with 2 x 12 months extension. The decision was based on the following criteria:

- **Price:** best value for the money. Whitespace is the current provider of the above services and is already integrated into the Council's CRM system. Awarding the contract to Whitespace is renewing a pre-existing software with no initial funding requirements. As part of the LATCo mobilisation set up costs in 2020, the Company has invested a significant amount of money into the hardware so that the company can continue to operate with Whitespace. The contract annual cost breakdown is shown Appendix A. The contract costs are locked for the duration of contract with no inflation uplift during this time.
- **Software modules:** currently the software modules are split to separate contracts but with re-awarding the contract to Whitespace, the software modules such as waste management, street cleansing and vehicle telematics can be aligned under one contract.
- **Customer service:** the company has not experienced any significant issues with the customer service.

It is often the case that physical and financial investment into a software solution makes changing to a different supplier – with added implementation costs – an expensive solution that fails to represent good value for money. Market research including benchmarking by GEL has shown this to be the case in this instance.

Based on the above, GEL management believes that awarding the contract to Whitespace is the most economic, efficient and effective solution.



GEL has performed a market benchmarking exercise this year to review the current market position and the outcome of this exercise proved that there is a limited (almost none) competition of suppliers providing software solution for all mentioned services. Based on the available quotes from other competitors, we have concluded that awarding the contract directly to Whitespace would save GEL and the Council the additional ICT set up and configuration costs linked to moving to a new provider.

Recommendation

The Board is asked to approve the proposals set out below and to delegate the authority to the GEL Managing Director to enter and sign the Whitespace Contract.

Appendix A

GEL - Whitespace Renewal with merge of Environmental

Quote Date: 19/04/2023

Module	Description	Number of Users	Year 1	Year 2	Year 3	Year 4	Notes
Ealing (Municipal)	Whitespace Licence	N/A	£ -	£ -	£ -	£ -	
Ealing (Municipal)	Masternaut Connect Essentials	145+65	£ 19,836.50	£ 19,836.50	£ 19,836.50	£ 19,836.50	Year one costs includes the invoice consolidation up to 01/09/23.
Ealing (Municipal)	Masternaut Connect Essentials: PTO Services	48	£ 864.00	£ 864.00	£ 864.00	£ 864.00	
Ealing (Municipal)	Whitespace Support & Maintenance	N/A	£ 5,104.17	£ 8,750.00	£ 8,750.00	£ 8,750.00	
Ealing (Municipal)	Whitespace Analytics Server License Support	N/A	£ 1,093.75	£ 1,875.00	£ 1,875.00	£ 1,875.00	
Ealing (Municipal)	Whitespace Analytics User License Support	6	£ 227.50	£ 390.00	£ 390.00	£ 390.00	
Ealing (Municipal)	Whitespace Mobile Subscriptions	55	£ 9,625.00	£ 16,500.00	£ 16,500.00	£ 16,500.00	
Ealing (Municipal)	Whitespace Route Optimisation	5	£ 175.00	£ 300.00	£ 300.00	£ 300.00	
Ealing (Municipal)	Hosting	N/A	£ 3,500.00	£ 6,000.00	£ 6,000.00	£ 6,000.00	
Ealing (Environmental)	Whitespace Mobile Subscriptions	45	£ 13,500.00	£ 13,500.00	£ 13,500.00	£ 13,500.00	
Ealing (Environmental)	Magenta (Ad hoc route optimisation)	5	£ 300.00	£ 300.00	£ 300.00	£ 300.00	
Ealing (Environmental)	Whitespace Tracking	0	£ -	£ -	£ -	£ -	Removed from contract provision
Ealing (Environmental)	Whitespace Support & Maintenance	N/A	£ 5,000.00	£ 5,000.00	£ 5,000.00	£ 5,000.00	
Ealing (Environmental)	Whitespace Analytics Server License Support	N/A	£ 1,875.00	£ -	£ -	£ -	The Whitespace Analytics Server License Support would only be charged for year one
Ealing (Environmental)	Whitespace Analytics User License Support	6	£ 390.00	£ 390.00	£ 390.00	£ 390.00	
Ealing (Environmental)	Route Optimisation Connector	N/A	£ -	£ -	£ -	£ -	Removed from contract provision
Ealing (Environmental)	Hosting	N/A	£ -	£ -	£ -	£ -	Removed based on 'Merge'
Ealing	Indexation Uplift @ 7%	N/A	£ -	£ -	£ -	£ -	As a part of the renewal we will not charge Indexation Uplift for the contract term.
Ealing	Merge Environmental to Municipal	N/A	£ 8,500.00	£ -	£ -	£ -	Merging the two systems together would save GEL £4,875 per year from year two onwards
Ealing	Tracking & Camera Connector	N/A	£ -	£ -	£ -	£ -	As a part of the renewal the Tracking & Camera connectors will be provided free of charge. This will provide a saving of £15,000 year one and £5,000 on going.

Total	£ 69,990.92	£ 73,705.50	£ 73,705.50	£ 73,705.50
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Contract Ref / Title:

CEX23010

"Provision of operations management system (software, hardware, maintenance and hosting) and telematics services.

This procurement initiation document (PID) **must be completed for all procurements with a value of £75,000 and above** and will serve as formal instruction to commit resources from Commercial Hub and Legal Services. The PID provides the basic information needed to correctly direct and manage the project and is a formal agreement of the project.

The purpose of the PID is to ensure that required funding and Officer Authority to commence the project has been obtained as well as appropriate level of commercial assessment to ensure appropriate sourcing strategy is adopted, to secure value for money.

Completed forms should be sent to the appropriate Commercial Hub lead or to procurement@ealing.gov.uk and LegalContracts@ealing.gov.uk

1 Key information

Anticipated Contract Value	Annual value = £100,000	Contract Type: Works/Call-off from frwk
	Total value = £400,000	
	Funding Source: Revenue	
Proposed duration of contract including any extensions	24 months + 2 x 12 months extension	
Is this a replacement contract	Replacement of an expiring contract (provide current contract ref)	
	RM1557.11	
Complete for replacement contract	Name of current Contractor	Whitespace Work Software Limited
	Title/current contract number	n/a
Anticipated contract start date	01/01/2024 - TBC	
Anticipated ITT issue date		
Name/Job Title of instructing Officer	Katarina Pohancenikova, GEL Head of Finance	
Service area/department of instructing Officer	Greener Ealing Ltd	
Portfolio Cabinet Member(s)	GEL Board	
Has Authority to commence procurement been obtained?	No (if No - date when approval is to be obtained)	GEL Board to approve in the next meeting
	GEL Board Approval	

2 Project Details

Details of the supplies, services and works to be procured

Greener Ealing Ltd is seeking to re-procure the company software contract for waste management, recycling, street cleansing and associated services. The management software to be procured via the Crown Commercial Service's G-Cloud 13 framework.

After performing soft market testing exercise, GEL has decided to Direct Award the contract for the supply, maintenance and support of hardware and software solutions to Whitespace Work Software Limited for a term of 2 years with 2 x 12 months extension. The decision was based on the following criteria:

- **Price:** best value for the money. Whitespace is the current provider of the above services and is already integrated into the Council's CRM system. Awarding the contract to Whitespace is renewing a pre-existing software with no initial funding requirements. As part of the LATCo mobilisation set up costs in 2020, the Company has invested a significant amount of money into the hardware so that the company can continue to operate with Whitespace.
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Based on the above, GEL management believes that awarding the contract to Whitespace is the most economic, efficient and effective solution.

3 Savings

New procurements above the tender thresholds are required to demonstrate a benchmark of 6% savings. Please provide details of steps to be taken to achieve savings

GEL has performed a market benchmarking exercise this year to review the current market position and the outcome of this exercise proved that there is a limited (almost none) competition of suppliers providing software solution for all mentioned services. Based on the available quotes from other competitors, we have concluded that awarding the contract directly to Whitespace would save GEL and the Council the additional ICT set up and configuration costs linked to moving to a new provider.

4 Legal support and form of contract

Form of Contract	Other (specify below)
	GEL CPRs
Is a Performance Bond required? (if over £5m)	No
Cost code for Legal Costs	N/A
Client Team/Section Name (Linked to Cost Code):	

Further Details

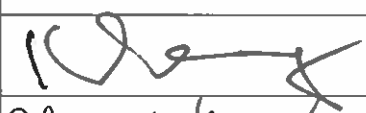
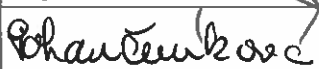
1. For works contracts - has the insurance team been notified of the proposed works including the estimated value?
N/A
2. Where any Council staff or ex-Council staff are likely be transferring under TUPE has the Pensions team be notified?
N/A
3. If there is grant funding please provide grant documents.
N/A
4. How long is the contract to be for (including options to extend)?
24 months plus 2 x 12 months extension
5. Will you require any modifications to the contract during its term? If so please discuss with the legal contract team
No
6. Will you be requiring the service provider to pay the Real Living Wage?
N/A
7. Please advise whether there are premises issues, staff/TUPE issues, personal data transfers and any other key priorities to be addressed. Please provide details for each such issue.
N/A

8. Is a parent company guarantee required?
No

5 Social and Sustainability Requirements

		Yes	No
Collaboration	Does the contract cover requirements across all department of the Council including council owned Trading Companies?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Sustainability	Have the sustainability and social issues been considered?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Diversity & Equality	Have the diversity and equality issues associated been considered?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Personnel Matters	Are any staff affected (council or contractor)?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
London Living Wage	Will the contractor be required to pay RLW?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Social value	Will the SV Matrix be completed? If no, please provide information in summary section above	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Tender Evaluation	Has the tender evaluation team been formed? Note that members of the Evaluation Panel must complete Declaration of Interest.	<input type="checkbox"/>	<input checked="" type="checkbox"/>

THE AUTHORISED SIGNATURE WILL BE TAKEN AS APPROVAL THAT THIS EXPENDITURE HAS BEEN ADOPTED AND AGREED FOR THIS CONTRACT AND ASSOCIATED LEGAL COSTS

	NAME	SIGNATURE	DATE
PROJECT SPONSOR	GEL BOARD		
GEL LEAD	Kevin O'Leary GEL Managing Director		23/5/23
FINANCE LEAD	Katarina Pohancenikova GEL Head of Finance		23/05/2023

DECLARATION

It is hereby declared that, by submitting this document, the Author and the Service Lead confirm that this report, its content and its proposals have been checked and agreed by the Service Director and by the Budget Holder and it has been approved that the report may progress through the Council's Governance process.

It is further confirmed that the allocated budget provides for internal legal costs associated with this procurement.


GREENER EALING LIMITED (THE 'COMPANY')


**WRITTEN RESOLUTION OF THE DIRECTORS OF
GREENER EALING LTD, PURSUANT TO THE ARTICLES OF ASSOCIATION**


GREENER EALING LTD – WASTE MANAGEMENT SYSTEM (WASTE & STREETS) SOFTWARE, HARDWARE AND VEHICLE TELEMATICS

Pursuant to the authority given by the Company's Articles of Association, and following consideration of the details of the proposed Waste Management System - software, hardware and vehicle telematics (agreed in principle between Greener Ealing Ltd Management and representatives from Whitespace Work Software Limited) we, the undersigned, being all the directors for the time being of the Company entitled to receive notice of a meeting and who would be eligible to vote on the following business if proposed at a meeting of directors, hereby RESOLVE:

- (i) To approve to enter into a new 2-year plus 2 x 12 months extension Waste Management System - software, hardware and vehicle telematics with Whitespace Work Software Limited under G-Cloud 13 framework, as per the attached cover report.
- (ii) To delegate GEL Managing Director to enter and sign the Agreement.


Mike Boulton (May 30, 2023 12:56 GMT+1)
.....
Signed **MIKE BOULT**
DIRECTOR
Date: May 30, 2023


Alison Reynolds (May 24, 2023 12:33 GMT+1)
.....
Signed **ALISON REYNOLDS**
DIRECTOR
Date: May 24, 2023


J. Pavlides (May 24, 2023 08:00 GMT+1)
.....
Signed **JOANNA PAVLIDES**
DIRECTOR
Date: May 24, 2023










Please sign the attached GEL written resolution for the Waste Management Contract (Whitespace)


Final Audit Report


2023-05-30


Created:	2023-05-23
By:	Lizzie Purewal (Lizzie@bhcsecretaries.co.uk)
Status:	Signed
Transaction ID:	CBJCHBCAABAAMEvo4bM0ntuYra_XXprXliueXUZCiN_


"Please sign the attached GEL written resolution for the Waste Management Contract (Whitespace)" History


-  Document created by Lizzie Purewal (Lizzie@bhcsecretaries.co.uk)
2023-05-23 - 6:32:50 PM GMT- IP address: 2.222.71.203
-  Document emailed to mikeboul1@aol.com for signature
2023-05-23 - 6:34:36 PM GMT
-  Document emailed to reynolda@ealing.gov.uk for signature
2023-05-23 - 6:34:36 PM GMT
-  Document emailed to pavlidej@ealing.gov.uk for signature
2023-05-23 - 6:34:37 PM GMT
-  Email viewed by pavlidej@ealing.gov.uk
2023-05-24 - 6:55:08 AM GMT- IP address: 188.190.122.217
-  Signer pavlidej@ealing.gov.uk entered name at signing as J. Pavlides
2023-05-24 - 7:00:28 AM GMT- IP address: 165.225.17.30
-  Document e-signed by J. Pavlides (pavlidej@ealing.gov.uk)
Signature Date: 2023-05-24 - 7:00:30 AM GMT - Time Source: server- IP address: 165.225.17.30
-  Email viewed by reynolda@ealing.gov.uk
2023-05-24 - 11:31:33 AM GMT- IP address: 188.190.106.73
-  Signer reynolda@ealing.gov.uk entered name at signing as Alison Reynolds
2023-05-24 - 11:33:35 AM GMT- IP address: 194.73.182.62

 Document e-signed by Alison Reynolds (reynolda@ealing.gov.uk)
Signature Date: 2023-05-24 - 11:33:37 AM GMT - Time Source: server- IP address: 194.73.182.62

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2023-05-24 - 4:09:50 PM GMT- IP address: 217.141.114.38

 Signer mikeboul1@aol.com entered name at signing as Mike boul
2023-05-30 - 11:55:58 AM GMT- IP address: 86.19.81.86

 Document e-signed by Mike boul (mikeboul1@aol.com)
Signature Date: 2023-05-30 - 11:56:00 AM GMT - Time Source: server- IP address: 86.19.81.86

 Agreement completed.
2023-05-30 - 11:56:00 AM GMT