

**WRITTEN QUESTION TO THE MINISTER FOR TREASURY AND RESOURCES
BY DEPUTY M.R. HIGGINS OF ST. HELIER
ANSWER TO BE TABLED ON TUESDAY 23rd OCTOBER 2012**

Question

Will the Minister publish:

- (a) the high level tender documents that were supplied to Danwood that included information supplied by Cannon UK referred to by the Assistant Minister in his oral answer to the Assembly on 9th October 2012;
- (b) the assessment of the top three tendering companies which led to the award of the contract to Danwood; and,
- (c) full details of the implementation of this contract showing whether the winning contractor is on time and has met the milestones laid down in the contract?

Answer

- a) It is disappointing that the Deputy has not taken up the Assistant Minister's offer of meeting the Corporate Procurement team in order to be fully briefed on the managed print project. It is also concerning that the Deputy chooses to be advised by sources not party to the complete process. A detailed understanding of the procurement process and associated decision making should allay any concerns. Prior to the new contract the States had a staggering 2,600 printers with 700 different types of printer. This will reduce to 900 and 15 respectively. If the Deputy continues to reject this offer an audit of the project would be the most effective way of dealing with concerns whilst protecting the commercial position of the affected parties.

Canon UK tender documents were not supplied to Danwood. The data released was an internal analysis document which did not form the basis for the selection of Danwood as the preferred supplier. As this was a working document and the content formed no basis for selection of the preferred bidder it was not retained. Furthermore it was confirmed at the time by the third party whose data was released in error that it had no impact on the tendering process.

- b) The high level assessment criteria upon which the tendering companies were assessed were in line with the OGC (UK Office of Government Commerce) Contract for Managed Print Services and the shortlisted suppliers bid in accordance with these criteria. The high level weightings are set out below but individual scores cannot as they are commercially sensitive. Private company's who tender for Public sector work do so with the expectation that their tenders are, and will remain, commercially confidential. It is therefore not appropriate to release details of private company's bids for general public review.

Weightings:

Technical ability 30%

Customer / user feedback 20%
Commercial proposal 50%

- c) Mobilisation has taken longer than anticipated due to internal departmental issues but currently 27% of our total number of sites now operate with a managed print service and the number of devices at these sites has reduced by 63% from 426 to 155. In the period May to September these sites experienced an overall 15% reduction in print volumes.

The Minister again extends the offer for the Deputy to be fully briefed on the project by Corporate Procurement and is supportive of the entire process being reviewed by the PAC.