

**WRITTEN QUESTION TO THE MINISTER FOR TREASURY AND RESOURCES
BY DEPUTY M.R. HIGGINS OF ST. HELIER
ANSWER TO BE TABLED ON TUESDAY 6th MARCH 2012**

Question

Will the Minister outline the tender process that was used for the multi-function printing machine contract that was awarded to Danwood Jersey (formerly IOS Digital), giving details of tender descriptions and requirements and timelines and stages adopted?

Answer

A restricted competitive tender process was carried out issuing a request for expressions of interest (EOI) in the JEP and the Official Journal of the European Union (OJEU) in January 2008. The candidates were shortlisted using a pre-qualification questionnaire which required the respondents to have Jersey based service support (February 2008).

Three suppliers were shortlisted who had been awarded framework contracts by the Office of Government Commerce (OGC) and had on-island partner. An invitation to tender (ITT) was issued requesting mini site surveys. One supplier submitted a non-complaint bid and was therefore de-selected (August 2008).

The remaining suppliers attended tender clarification presentations and reference sites were visited. As each of the suppliers displayed similar capabilities the OGC provided independent support to assist with the evaluation process.

This included a request for both suppliers to submit a detailed site survey of floors 4-8 Cyril Le Marquand House and Jersey Property Holdings Hill Street, along with a technical solution and supporting commercial pricing proposals (Sept-Dec 2009). Each of the suppliers were requested to deploy their suggested solution in order to assess the practicality of implementing their scheme, the appropriateness and readiness of the States of Jersey in embracing a Managed Print Service solution and the capabilities of the supplier.

The suppliers were scored on three key elements:

- ITT Technical response
- Customer feedback from pilot
- Commercial Proposal (Price)

Danwood Jersey were selected as preferred supplier (in April 2010) as a result of this competitive process.