

TENDER 026/18 WIDE AREA NETWORK AND INTERNET SERVICES

PRICE OFFERED

Item	Description
1	Managed IP Wide Area Network Services
2	Dark Fibre Services
3	Internet Services
4	Corporate Backup as a Service (BaaS)
5	CCTV WAN Services

SCHEDULE OF RATES – ADDITIONAL SERVICES

Item	Description	UOM
1	Upgrading data storage capacity	TB/month
2	Connection of additional sites	MB/month
3	Upgrade costs for additional IP addresses	
4	Additional services at new sites	

SCHEDULE OF RATES – ADDITIONAL LABOUR

Service	Hourly rate and minimum hours (Business Hours)	Hourly rate and minimum hours (After Hours)
Network Technician		
Network Engineer		
Callout Service Charge		

SUMMARY OF TENDER SUBMISSIONS

Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Price	Rank
		Capacity	Demonstrated Experience in Providing Similar Services	Demonstrated Understanding of the Required Tasks	Social and economic effects on the local community			
Vocus Pty Ltd t/as Vocus Communications	Yes	Vocus Communications is an ASX listed telecommunications company founded in 2008. The company acquired Amcom in 2015 and M2 Group in 2016. The company has more than 30,000 km of fibre in the ground and its network infrastructure connects Australia and New Zealand to Singapore, Hong Kong and the United States. The company has more than 2,000 staff in Australia and New Zealand and its WA office is at Perth.	The company demonstrated extensive experience in providing similar services for various local governments. It is providing IP WAN, rack co-location and internet services to the City of Melville for the past 19 years, IP WAN, internet and SIP Trunking services to the City of Cockburn (since 2014) and IP WAN/Multipoint network and internet services to the City of Subiaco for the past 17 years. Vocus Communications is the current service provider of the City for the WAN and internet services for the past nine years.	The company provided a complete understanding of the requirements. It submitted a detailed response addressing all the services requirements. The proposed solution overview covered the managed wide area network services, dark fibre services, internet services, managed IP WAN CCTV network services and Corporate Backup as a Service (BaaS). A diagram of the proposed network was also submitted.	Its office in WA is at Perth. No response was provided for this criterion.	70.3%	\$1,475,460	1
All requirements have been met.								

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		Capacity	Demonstrated Experience in Providing Similar Services	Demonstrated Understanding of the Required Tasks	Social and economic effects on the local community			
Bendigo Telco Limited t/as BCT Precision Networks	Yes	BCT Precision Networks has been in business since 2000. It is a Division of Bendigo Telecommunications Group and is based in Melbourne. The company has 103 full time employees. The qualifications, experience and expected role of 11 employees were provided. Its services will be supported via its Australian Service Desk which will provide 24x7x365 support and delivery/reporting against Service Level Agreements.	The company demonstrated experience providing similar services to local governments and private organisations. It is providing Multi-Protocol Label Switching (MPLS) to create Virtual Private Networks (VPN) for five sites (including NBN technologies, managed cisco routers, hosted managed firewall and premium internet) in Margaret River region for the Shire of Augusta Margaret River. It is also currently providing MPLS VPN for offices and NBN links (including business grade fibre and NBN technologies, managed cisco routers, hosted managed firewall and premium internet) for the Kiama Municipal Council, NSW and business grade NBN, premium Internet, enterprise SIP and fixed lines for the Mount Alexander Shire, Victoria. BCT Precision Networks is also the wide area network provider of Bendigo and Adelaide Bank across Australia.	The company demonstrated an understanding of the City's requirements. The company proposed a MPLS network with managed CISCO routers for the private network linking the sites, unlimited fibre internet and a separate VPN core for other required services. It will also manage BaaS by a Commvault backup environment.	It is based in Melbourne. The company stated that it is strongly committed to promoting community values and would engage with the City to determine the best ways to can support the local community.	57%	\$2,451,153	2
All requirements have been met.								

Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Price	Rank
		Capacity	Demonstrated Experience in Providing Similar Services	Demonstrated Understanding of the Required Tasks	Social and economic effects on the local community			
<p>Telair Pty Ltd</p> <p>All requirements have been met.</p>	Yes	<p>Telair Pty Ltd has been in telecommunications business since 2006. The company employs 27 staff in its two offices in Queensland (Murarrie) and WA (Balcatta). Its Balcatta office has three staff. The company structure was provided and supported by details of its eight key personnel. One of its Directors was designated as the after-hours contact for emergency requirements. No information was provided on its ability to provide additional resources.</p>	<p>The company did not demonstrate experience providing similar services. Only one contract example (solution provided to Lincom Pacific Equipment Pty Ltd) was provided to demonstrate its experience. The services provided to Lincom Pacific are not similar to the services under this contract. Periods and dates of contracts and referee details were not supplied.</p>	<p>Telair Pty Ltd demonstrated an understanding of the requirements. Its response included data connection service delivery, provisioning period, phased implementation and a network diagram of the proposed solution.</p>	<p>Its WA office is at Balcatta.</p> <p>The company stated that it will not use any local services, does not employ local residents and does not have the ability to support any local community services.</p>	34.3%	\$859,320	NA