

**3.2 TENDER FOR MOBILE SERVICES**

(CF2022121: BL)

Responsible Senior Officer: Danny Wain, Chief Financial Officer

**RECOMMENDATION***That Council:*

- 1. Approves access to the Victorian Government State Purchasing Contract, Telecommunication Services for a schedule of rates-based contract with an estimated contract value of \$1,310,000 for the initial term and an estimated total contract value of \$2,410,000 inclusive of all available extension options;*
- 2. Authorises the Chief Executive Officer or their delegate to execute the contract agreement; and*
- 3. Notes that the initial term ends on 31 September 2025, and the contract has two extension options of 1 year each and authorises the Chief Executive Officer to approve extension options subject to Victorian Government extension approval and satisfactory performance for the City of Monash.*

*(\*Please note that all dollar figures are GST Inclusive unless stated otherwise)***INTRODUCTION**

Council Officers seek to access a panel contract through a Victorian State Purchasing Contract for the provision of Mobile Data and Telephony Services.

**BACKGROUND**

The City of Monash, via State Purchase Contracts, Victorian Telecommunications Services (VTS), has conducted a request for quote for the supply of Mobile Services.

The City of Monash has mobile services currently provided by Telstra Limited and Optus Networks Pty Ltd. The two suppliers are currently used to ensure that appropriate coverage is maintained within the municipality at all locations.

**NOTIFICATION**

A Public Notice was not required because two Tenderers were selected from the Victorian State Purchase Contract for Telecommunication Services as allowed under Council's Procurement Policy. These two tenderers were selected because they are the only panel members able to provide comprehensive mobile coverage within and outside the municipality.

**TENDERS RECEIVED**

Submissions were received from the following two (2) suppliers:

<b>Tenderer No.</b>	<b>Tendering Respondent</b>
1	Telstra Corporation Ltd
2	Optus Networks Pty Ltd

**Tender Conformance:**

Both submissions were assessed for their compliance with the tender conditions and the requirements of the response schedule, and both submissions were deemed conforming.

**TENDER EVALUATION**

All members of the evaluation panel signed Conflict of Interest and Confidentiality forms, and no conflicts were raised.

**Evaluation Criteria:**

The tenders were assessed in accordance with the published evaluation criteria:

<b>Key</b>	<b>Key Evaluation Criteria</b>	<b>Weighting (%)</b>
<i>Non-Price (50%)</i>	<i>Capacity and Capability</i>	<i>20%</i>
	<i>Project Timelines</i>	<i>10%</i>
	<i>Sustainability</i>	<i>20%</i>
<i>Price (50%)</i>	<i>Price</i>	<i>50%</i>
	<b>Total</b>	<b>100%</b>

**DISCUSSION**

The following information supports the evaluation panel's recommendations.

The invited suppliers, Telstra Corporation Ltd. and Optus Networks Pty. Ltd. provided comparable solutions that satisfy the needs of Council.

In order to provide the best possible outcome for the City of Monash, it is recommended that Council again engages both Telstra Corporation Ltd and Optus Networks Pty Ltd, to provide mobile services to the City of Monash based on current user/location requirements. This will allow the best options to be selected for each service.

Based on optimised coverage requirements, it is expected that over 80% of Council services will be provided by Telstra, with approximately 20% to be supplied by Optus.

As such, the evaluation panel recommends these two tenderers as representing the best value outcome for Council.

***FINANCIAL IMPLICATIONS***

The proposed mobile plans have been optimised to ensure that each service is on an appropriate plan based on historical usage. The new mobile plan structure represents an overall saving compared to the previous plans, including unlimited calls and SMS messages within Australia and a shared data pool for Council mobile data services. Included within these new plans is access to the 5G network where available.

The mobile services costs under these proposed contracts will be approximately \$31,000 per month (including GST). It is also foreseen that the number of services will increase by approximately 10% per year as more initiatives involving mobile services are deployed within the municipality.

***CONCLUSION***

That Council approves the recommendations contained within this report.