

SUNET Tender for a Mobile Device and Desktop Synchronization Service

Procurement Protocol

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SUNET Tender for a Mobile Device and Desktop Synchronization Service

Background

SUNET (the Swedish University Computer Network) started in the 1980s as a research project for Swedish computer scientists. Today the aim for SUNET is to provide the Swedish research and higher education community with access to world class national and international data communication and related services. SUNET is dedicated to support the needs of the research and education communities within Sweden. Apart from offering high-capacity computer networks, SUNET also hosts a wide variety of different services for connected organizations.

The Swedish Research Council (Sw. "Vetenskapsrådet") is administratively responsible for SUNET.

The Swedish Research Council is an authority inside the Department of Education and Culture, and is the largest Swedish funding agency for basic research at Swedish universities, colleges and institutes. The services of SUNET are government funded and connected organizations are charged for services.

SUNET supports several high-demand eScience projects; SUNET is a vital part of the Swedish Research Infrastructure. As such a Body Governed by Public law the Swedish Act (2007:1091) on Public Procurement applies on SUNET.

Scope

The scope of this procedure is to purchase a Mobile Device and Desktop Synchronization Service, for the Swedish research and higher education community. The service is to be made available to both the employees of the community as well as students. The potential number of users exceeds 600.000.

Procedure

The procedure chosen for this procurement is the Restrictive procedure in accordance with Chapter 4, Section 1 of the Swedish Act (2007:1091) on Public Procurement ("LOU"). Restrictive procedure is implemented in two stages. The first stage includes an invitation in which the Candidates were given the opportunity to submit a request to participate and their request was tested against the pre-qualification criteria set out the invitation. The pre-qualified Candidates were thereafter invited to submit a tender on conditions set out in the complete specifications. The tender document, including the details on the criteria for the award of the contract was made public in the second step when the pre-qualified Candidates was invited to submit a tender.

TED Submission

Form published on TED Reference

Official title: SE-Stockholm: Data storage services

No_Doc_Ext Number: 2011-133240

Submission: 23/09/2011 19:31

Pre-Qualification

Replies to the Contract Notice Invite to tender

The following companies replied:

- Atea Sverige
- Box
- Information Infrastructure Management Nordic
- Powerfolder
- Proact IT Sweden

Pre-Qualification Criteria and qualification

Compny	Atea	Box	IIMN	Powerfolders	Proact IT
Requirement					
Signed affidavit	OK	OK	All Documents received after deadline	OK	OK
Registration certificate, not older than a month from the date of submission of request to participate	OK	OK	All Documents received after deadline	OK	OK
Annual reports from the last three finalized financial years	OK	OK	All Documents received after deadline	OK	OK
Credit rating from Dun & Bradstreet or equivalent, not older than 14 days from the date of submission of request to participate	OK	OK	All Documents received after deadline	No financial information provided	OK
Description of three equivalent assignments and contact information to reference persons	OK	OK	All Documents received after deadline	OK	OK
Status	Qualified	Qualified	Not qualified	Not qualified	Qualified

Tendering

The qualified parties, Atea, Box and Proact IT were invited to tender on December 2nd, 2011.

Replies

All 3 companies replied.

Atea

Atea replied that they were not able to tender as their services did not fit the tender profile.

Full replies were received from Box and Proact. Both replies complied with formal requirements as laid out in the tender document.

Box

Founded in 2005, Box provides a secure content sharing platform. Content on Box can be shared internally and externally, accessed through iPad, iPhone, Android and PlayBook applications, and extended to partner applications such as Google Apps, NetSuite and Salesforce. Headquartered in Palo Alto, CA, Box is a privately held company and is backed by venture capital firms Andreessen Horowitz, Bessemer Venture Partners, Draper Fisher Jurvetson, Emergence Capital Partners, Meritech Capital Partners, NEA, Scale Venture Partners, and U.S. Venture Partners, and strategic investors salesforce.com and SAP.

Proact

Proact is an independent integrator in the field of storage, backup/recovery, archiving and disaster recovery

On a global scale, it is predicted that information volumes will grow by more than 50 per cent year on year (source: IDC). Consequently, the demand for new technologies and methods for cost-effective storage and archiving is growing at the same rate. Proact offers systems, consultancy services, support and operation services in their focus areas, complemented by their expertise in the field of IT infrastructure. The solutions typically include hardware and software from market leaders and niche players using the latest technology, designed for use in complex and demanding IT environments. They always customise the solutions on the basis of client requirements. Proact supports their clients throughout the process phases – design, deployment, support and managed cloud.

Proact provides solutions for storage and archiving in complex environments, often spread over several different locations. This requires an knowledge of operating systems, databases, networking, hardware and security.

Evaluation of tenders

The incoming replies from Box and Proact were evaluated as below.

Financial

Pricing

<i>Number of User account Range</i>	<i>Cost per user account in €/month</i>	<i>Cost per user account in €/month</i>
	Box	Proact
0-50.000	.5233	4.92
50.000 – 100.000	.4650	4.02
100.000 – 200.000	.4192	3.42
200.000 – 400.000	.3792	2.82
400.000 – and above	.3467	2.64

Scoring

<i>Ranking</i>	<i>Score</i>	<i>Points</i>
1	Box	60
2	Proact	50
3		40
4		30
5		20
6		10
7-x		0

Technical

Company	Technical		Comments
	Shall	Should	
		Points	
Box	ok	36	All Shall requirements fulfilled. Should requirements 2.2.5 not fulfilled. Should requirements 5.1, 5.2 and 5.3 are considered not to be fulfilled
Proact	fail	33	Shall requirement 4.1 not fulfilled. Should requirements 2.2.5, 3.9, 5.2, 5.3 and 6.1.4 not fulfilled

Final point score and evaluation

Box has the best score on both the Financial and Technical evaluation, and therefore has the overall best score.

It shall be noted that Proact did fail to meet a mandatory shall requirement

Company	Financial	Technical		Total Points
		Shall	Should	
	Points		Points	
Box	60	ok	36	96
Proact	50	fail	33	83

Conclusion and recommendation

A total of 5 replies were received on the formal contract notice invite to tender. 3 compliant respondents were qualified to participate in the tender.

2 valid responses complying with the formalities were received.

The evaluation committee has evaluated those 2 responses and the conclusion is that only one response is fully compliant with regards to the technical requirements, as one respondent failed to meet a mandatory shall requirement.

Despite this both incoming tenders have been evaluated, and the only tender that complied with all shall requirements is also the one with the best points score and lowest cost, as per the above evaluation.

With reference to above it is therefore recommended by the evaluation committee that SUNET initiate contract proceedings with Box.

On behalf of the evaluation committee.

Stockholm, January 19, 2012



Jørgen Qvist,
NORDUnet CNOO



Hans Walberg
SUNET CEO