

# Fujitsu Navigating Frameworks Guide

Framework and Procurement Guide



shaping tomorrow with you

With Government departments under constant pressure to drive efficiency across the public sector while reducing their overall IT spend, frameworks offer a valuable mechanism to deliver savings from the initial procurement process, all the way through to the solution delivery. Furthermore, frameworks allow Government departments to benefit from price and contractual transparency.

Fujitsu has made its services available to search, browse and buy through a range of procurement methods including Government frameworks. With comprehensive experience through all procurement methods, our full portfolio is available to you. You can explore this guide to discover how we can assist you.

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# Dear Customer

For more than 40 years, Fujitsu has been innovating government IT on a national, local, regional and devolved level. Collaborating with some of the largest UK government organisations, we are committed to delivering IT solutions that are tailored to suit your needs, helping to enable better public services for all.

In recent years, our customers are disaggregating contracts and are opting to purchase their IT products and services through a range of public sector frameworks. These offer faster and more efficient procurement, increased choice, agility and peace of mind - with all the I's and T's already dotted and crossed in a rigorous supplier selection process.

From IT hardware and peripherals to large integrated solutions, networking and consultancy, Fujitsu has successfully won places, making available our products and services, on many of these framework agreements.

This Navigating Frameworks guide can help you to explore these frameworks as well as identify the respective products and services available on each of them. Should you wish to speak to someone from Fujitsu there are contact details throughout this guide and we will be delighted to help.

Kind Regards,

Greg McDaïd  
**Head of Public Sector and Transport**  
**Fujitsu UK & Ireland**

Crown  
Commercial  
Service  
*Supplier*



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# Fujitsu In The Public Sector

## Shaping the future of Public Services with you

Our commitment to the public sector is deep, long-term and innovative. We believe in the continuous renewal of public services in pursuit of greater value for money, higher responsiveness to citizens' needs and stronger competitiveness for our economy.

Our changing population expects digital services. We are committed to collaborating with Government to deliver digital solutions that provide departments and authorities with new ways to respond, driving efficiency and delivering benefits to citizens.



# Procurement Options for the Public Sector

There are many procurement routes for Public Sector Buyers, these include OJEU Procurement and Direct Award procurement routes. You can find out more information about alternative procurement options by speaking to one of our experts.

## OJEU Procurement

OJEU is the official route for all procurements, Fujitsu have extensive knowledge and experience when delivering projects via the OJEU procurement process. The OJEU process (Official Journal of the European Union) is typically used to procure larger and sometimes more complex business collaborations, frameworks are increasingly supporting simpler and more commodity based transactions.

Within OJEU there are five routes that can be taken;

- Open,
- Restricted,
- Competitive Dialogue,
- Competitive with Negotiation and
- Innovation Partnerships.

Fujitsu has a track record of working with organisations who choose to procure via the OJEU process. Our experience allows us to remove the hassle from your organisation, making the procurement process as transparent and efficient as possible.

## Direct Award

The Public Contract Regulations make provision for a number of “special” types of award which cover situations such as single tender, direct awards or single supplier shortlists.

Fujitsu has been involved in various bids in the past where all of these types of procurement have arisen. However it is usually wise as a supplier or a buyer to take advice where situations like these arise, if for no other reason than to ensure that the regulations have been followed properly and the award is not subject to challenge.



Speak to our  
experts to  
find out  
more



## Government Frameworks

Government frameworks allow your organisation to cut out much of the costs and leg-work associated with ICT procurement. Framework contracts allow you to bypass pre-purchase stages and go directly to suppliers who have already been evaluated to meet your needs.

Fujitsu has a proud history of working with The Crown Commercial Service and their Digital Marketplace. G-Cloud continues to be a hugely popular framework as we continue to develop digital services for your organisation through a cheaper, more flexible model of procurement.

Fujitsu offers access to hundreds of products and services via a range of frameworks and procurement methods. You can use these to buy just about everything from the smallest IT accessories, such as ink cartridges, through to large integrated solutions, networks and consultancy services. To find out more, explore this guide or speak to one of our experts.

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# Fujitsu Navigating Framework Guide

Click below to explore the framework options available to your organisation

G-Cloud - RM1557



Network Services - RM1045



Traffic Management Technology 2 - RM1089



Digital Outcomes and Specialists - RM1043



Technology Products 2 - RM3733



Technology Services 2 RM3804



Corporate Software Solutions - RM1042



Servers, Storage and Solutions National Agreement



Scottish Frameworks





## G-Cloud **RM1557**

The G-Cloud framework is one of the largest CCS frameworks that has been put in place with the primary aim of easing procurement of cloud products and services. Fujitsu is a supplier on all 3 lots of the framework; **Cloud Hosting, Cloud Software and Cloud Support**.

Our long standing relationship with the UK Government has meant that we are committed to developing Cloud Computing through the 'Cloud First Policy'. To date Fujitsu has seen an uptake of our offerings through G-Cloud such as Records Management as a Service (EDRMaaS) and Business Process Management (BPM) which have been rolled out to several large government organisations.

**Fujitsu now offers K5 via the G-Cloud framework.** K5 is a next generation cloud platform, specially created to enable efficient, easy and cost effective enterprise-level digital transformation. With K5, the public sector can **modernise**, become **digitally enabled** and **transform** their existing IT environment.

Purchasing Fujitsu Cloud services and products through G-Cloud has never been easier with the introduction of the framework's online catalogue, Digital Marketplace. You can explore how to navigate your way around the Digital Marketplace by viewing our 'Simple Guide To G-Cloud' where you can also find out more around Fujitsu's offerings available on the framework.



Discover the next generation of cloud with  
the Fujitsu K5 Guide



### Find out more

- » [Fujitsu G-Cloud Page](#)
- » [Fujitsu Cloud](#)
- » [Simple Guide To G-Cloud](#)
- » [Digital Marketplace](#)  
[Access the digital marketplace](#)
- » [Crown Commercial Services](#)  
[Buyers Guide](#)
- » [Find out more about G-Cloud](#)

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## Network Services **RM1045**

The Network Services framework provides you with access to networks and telecommunications services, including PSN compliant services. Fujitsu operates on Lots 4 and 8 of the Network Services framework. Lot 4 offers you an easy and transparent process when purchasing inbound telephony services for established local call centres, including; 03xx, 05xx, 08xx and 09xx non-geographical telephone numbers. Lot 8 gives you access to procuring video-conferencing services. This includes consultancy and training services, software management tools, call recording, analysis tools, peripheral equipment and transcribing and translation services.

Through working with Fujitsu, your organisation can benefit from our in-depth experience of the framework process, with over 40 years of supporting the UK government in IT infrastructure development. The Network Services framework mitigates the risks of procurement complexity, with transparency on pricing and contract terms- right from the initial project conception until the full completion of the contract. Meanwhile, collaboration with Fujitsu on the Network Services framework reduces timescales, supports flexible contract lengths that suit your organisation and works with the CCS to pre-define terms and conditions and the call-off terms.

Purchasing through Fujitsu's Network Services portfolio has never been easier with the introduction of the UK government frameworks catalogue, The Digital Marketplace. You can access the Digital Marketplace by following the links on the right hand side. Alternatively, you can contact us and we can talk you through our experience, our approach and how we are working towards transforming digital infrastructure within the UK's Public Sector.



Download the Fujitsu  
Network Services Guide



### Find out more

» [Fujitsu Global Network Services](#)

### Further Information

» [Crown Commercial Services  
Buyers Guide](#)

» [Find out more about Network  
Services](#)

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# Traffic Management Technology 2 – TMT2 **RM1089**

Traffic Management and Technology Framework 2 gives your organisation access to a wide range of traffic management technology products, solutions and services. Fujitsu operates across 8 of the 15 Lots:

- Lot 2 - Traffic Monitoring and Traffic Enforcement Cameras
- Lot 3 - Geographic Information Systems (GIS) Data Systems
- Lot 5 - Parking and Access Control Systems
- Lot 6 - Environmental Monitoring Systems (Fixed and mobile)
- Lot 8 - Asset Data Capture and Management
- Lot 10 - Sustainable Transport Infrastructure
- Lot 11 - Traffic Management Communications
- Lot 14 - Intelligent Transport Systems (ITS)

Our long standing relationship with government and the public sector has meant that we are committed to assisting them in the support of traffic infrastructure and traffic management solutions. With our extensive experience within the UK transport sector, we can offer guidance that directs your organisation in the most appropriate direction when choosing to procure through the TMT2 framework. Working with Fujitsu, you can benefit from a range of high quality products and services, along with absolute transparency of the costs and invoicing throughout the procurement process.



## Find out more

» [Find out more about TMT2](#)

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## Digital Outcomes and Specialists – DOS **RM1043**

The Digital Outcomes and Specialists framework allows the public sector to buy, design, build and deliver digital outcomes using an agile approach.

The Digital Outcomes and Specialist Framework replaces the Digital Services 2 Framework, while breaking down the Framework into four lots. Fujitsu operates within two lots; **Digital Outcomes** and **Digital Specialists**. Procuring through the **Digital Outcomes** lot, gives your organisation the opportunity to benefit from a specialist Fujitsu team that builds and supports digital services within your organisation.

The **Digital Specialists** lot can be pursued when your organisation requires an individual specialist that can join on to a service, programme or project that your organisation is currently undertaking as part of its digital transformation. This can be any specific role that is required within your organisation such as; a business analyst, a cyber security consultant or a service manager.

Through procuring with the Digital Outcomes and Digital Specialists frameworks agreement, your organisation will benefit from a reduction in the time and cost traditionally associated with procurement. Furthermore, these framework agreements allow government department to speak with Fujitsu directly. With our expertise and guidance, we can assess the needs of your organisation and develop the best possible solution. Furthermore, this framework gives Fujitsu the opportunity to support digital transformation across the whole of the public sector.



Find out about how Fujitsu can help  
achieve your digital vision in Government



### Find out more

- » [Access the digital marketplace](#)
- » [Crown Commercial Services Buyers Guide](#)
- » [Find out more about DOS](#)

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# Technology Products 2 RM3733

The Technology Products framework focuses on large deployments of both software and hardware in the public sector. The framework consists of four lots made up of Technology Hardware, Packaged Software, Secure Technology Products and Disposals and User Devices.


Whether you require software or secure hardware, Fujitsu has a broad product portfolio that can help you reap benefits. From Fujitsu PRIMERGY Servers to Fujitsu STYLISTIC Tablets, we have experience in the management and roll out of large, high quality hardware deployments, that can be pre-configured to suit your needs.

To explore our Technology Products further, please select from the links to the right, in the **Find out more** section.


### Hardware




View




### Software




View



### Secure IT



View



## Find out more

» [Crown Commercial Services Buyers Guide](#)

» [Find out more about RM3733](#)

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## Technology Services 2 **RM3804**

The Technology Services 2 framework is a direct replacement of the IT Managed Services (ITMS) framework and provides public sector organisations with a full range of IT Services.

Fujitsu is a supplier across all 4 Lots of the framework:

- Lot 1 - Service Design and Strategy
- Lot 2 - Transition and Transformation
- Lot 3 - Operational Services
  - 3a - End User Services
  - 3b - Operational Management
  - 3c - Technical Management
  - 3d - Application and Data Management
- Lot 4 - Programmes and Large Projects
  - 4a - Government Official security classification
  - 4b - Government Secret and Top Secret classifications

Fujitsu's primary focus is around delivering impeccable IT Services that exceed customer expectations. With our vast experience within the UK public sector, we understand your demands and requirements.

From our service desk offerings, to our work within disaster recovery, we have a service that can be tailored to your needs at an affordable price through the Technology Services framework.

**To procure through Technology Services, you may wish to partake in pre-tender market engagement to discuss your requirements.**



Find out about how Fujitsu are Reshaping  
Business



### Find out more

- » [Fujitsu Technology Services Page](#)
- » [Crown Commercial Services Buyers Guide](#)

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# Corporate Software Solutions **RM1042**

Corporate Software Solutions provides a procurement vehicle for customers to access software solutions for complex business needs.

Under the agreement Fujitsu is able to provide Enterprise applications software and related services to include design, development, installation and commissioning of systems; ongoing support, training, enhancement and maintenance and some related business process support services.

The framework consists of 7 lots:

- Lot 1 - Enterprise Resource Planning (ERP) software and associated services
- Lot 2 - Finance IT application software and associated services
- Lot 3 - Human Resources (HR) and Payroll software and associated services
- Lot 4 - Customer Relationship Management (CRM) software and associated services
- Lot 5 - Enterprise Content Management (ECM) software and associated services
- Lot 6 - Data Management and Reporting Systems (DMRS) software and associated services
- Lot 7 - Mobile Application Solutions

## **Fujitsu Software**

Fujitsu is experienced in delivering innovative Software that is developed by both ourselves and leading partners. Our complete Software portfolio has been designed for virtualised and automated environments with the intention to increase flexibility, raise efficiency and drive business agility.



Find out more about Fujitsu Software

## **Find out more**

- » [Crown Commercial Services Buyers Guide](#)
- » [Find out more about Corporate Software Solutions](#)

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# Servers, Storage and Solutions National Agreement

The Servers, Storage and Solutions National Agreement is specifically targeted towards the Education and Research Sector, with a focus on the supply, support, maintenance and delivery of industry-standard servers and storage solutions.

Fujitsu is as a global leader in high performance, cost effective server technologies and is proud to be a supplier to the higher education sector through the SSSNA framework.

Whether you are a university, HE/FE college or member institution, purchasing through the SSSNA framework will provide you with full access to Fujitsu PRIMERGY Servers, from Micro Servers right through to Blades for highly-scalable, environments. Our full range includes:

- [PRIMERGY- Blade Servers](#)
- [PRIMERGY- Rack Servers](#)
- [PRIMERGY- Tower Servers](#)

By purchasing our servers through the SSSNA framework you will be able to stretch your budget with consistent, competitive pricing whilst also eliminating the need for an OJEU bid process. You will also receive accelerated deployment with comprehensive support and installation services.

## Fujitsu PRIMERGY-based Solutions

- **Innovation**- PRIMERGY servers represent our continual technological innovation.
- **Reliability**- Availability rates of up to 99.995%/26 minutes of unplanned downtime a year
- **Performance**- 16 world records, regular #1 rankings on SPEC, TPC and Vmmark.
- **Efficiency**- Cool-safe technology with a typical TCO reduction of 40-60%
- **Green**- First IT manufacturer (SNI) to receive Blue Angel eco label



## Find out more

» [Fujitsu NSSA Guide](#)

## Further Information

» [Find out more about the SSSNA Framework](#)

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# Scottish Frameworks

Scottish public sector organisations choose to buy from Fujitsu through either the Digital and Technology Services (DATS) framework, the Hosting and Cloud Services framework or the ADDS framework.

The DATS framework enables the Scottish public sector to procure from Fujitsu's extensive and wide ranging digital and technology services portfolio. This is a multi-supplier framework comprising of one lot. Mini competitions will be required for all contracts awarded via the framework.

The Hosting and Cloud Services framework focuses on the provision of data hosting services including co-location, private cloud and community cloud to the Scottish public sector. This is an extremely beneficial framework that provides public sector organisations with the opportunity to have their data stored by an external party, alleviating the need for storage on internal infrastructure which can be both costly and inefficient.

The ADDS framework enables an organisation to secure a diverse range of application services from design through to deployment and support.

Finally there is the Digital Services Dynamic Purchasing System. This allows you to procure Digital Projects, Digital Resources and Cyber Security services under a quick further competition process.

To find out more around our offerings available on the both frameworks, please visit the **Fujitsu Scottish Frameworks** page.

## Fujitsu in Scotland

- We currently support customers in approximately 2,500 sites across Scotland.
- Our offices in Scotland include Edinburgh, Dundee and Inverness and enable us to deliver world class services to customers at a local level from Shetland to the Borders.
- We are committed to putting people on the ground where they're most needed and this demands continuous investment in recruiting staff at every level - now over 500 strong in Scotland.



View the Fujitsu Scottish Frameworks  
Page



## Find out more

- » [Find out more about DATS](#)
- » [Find out more about Hosting and Cloud Services](#)
- » [Find out more about the Hosting Framework](#)
- » [Find out more about the ADDS Framework](#)
- » [Find out more about the Dynamic Purchasing System.](#)

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## Contact Us



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