

# Fujitsu Navigating Frameworks Guide

Framework and Procurement Guide

FUJITSU

shaping tomorrow with you

With Public Sector organisations under constant pressure to drive efficiency 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 Public Sector 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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# Welcome

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 our customers' needs, helping to enable better and simpler public services for all.

In recent years, an increasing number of our customers 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 our services available 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. After reading this guide, if you have any queries please don't hesitate to get in touch with the [Frameworks Operations team](#) who would be delighted to help.

Kind Regards,

Patrick Stephenson  
**Director of Innovation and Healthcare**  
**Fujitsu UK & Ireland**



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PROCUREMENT OPTIONS

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# Procurement Options for the Public Sector

In addition to Framework Procurements, there are alternative routes to purchase IT products and services 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;

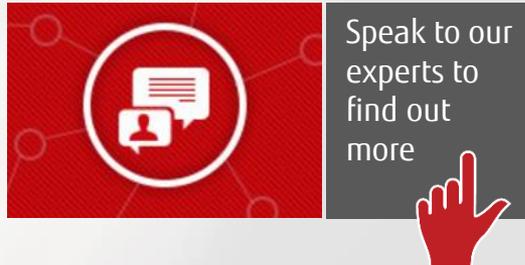
- Open,
- Restricted,
- Competitive Dialogue,
- Competitive with Negotiation and
- Innovation Partnerships.

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.



## Frameworks

Frameworks allow our customers to cut out much of the costs and leg-work associated with 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, alongside DOS 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 its portfolio 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 each of the Frameworks that Fujitsu has been successfully appointed to:

[G-Cloud - RM1557](#)



[Technology Services 2 – RM3804](#)



[Digital Outcomes and Specialists - RM1043](#)



[SPARK Innovation Marketplace - RM6094](#)



[Data and Application Solution - RM3821](#)



[Management Consultancy Framework Two – RM6008](#)



[NHS SBS Cloud Solutions Framework](#)



[HealthTrust Europe Consultancy & Advisory](#)



[Scottish Digital Technology Services DPS](#)



[Network Services 2 - RM3808](#)



[Servers, Storage and Solutions National Agreement](#)



[Traffic Management Technology 2 - RM1089](#)



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[NHS London Procurement \(LPP\) IM&T Framework](#)



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## G-Cloud RM1557 (G-Cloud 11)

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 Cloud and Managed Infrastructure Professional Services and Microsoft Dynamics 365 (CRM) Services which have been rolled out to several large government organisations.

**Fujitsu are a multi-cloud provider offering end-to-end services for leading cloud technologies.** With Fujitsu, you can take full advantage of the **leading cloud technologies such as VMware, AWS, Microsoft Azure, SAP and Oracle** to power your connected, intelligent and transformed future. Working with a multi-cloud provider, 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.

## Technology Services 2 RM3804

This agreement provides technology services from strategy and service design through transition to operational running of an IT estate. It offers large project services, up to top secret classification and access to a range of technology services, including:

- provision and management of IT service desk
- end user device support
- network support
- asset disposal and application maintenance
- infrastructure support

It includes services at all government security classification levels. The agreement was developed with Home Office, Ministry of Defence, Yorkshire Purchasing Organisation (representing local government) and Crescent Purchasing Consortium (representing education) among others.

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## Digital Outcomes and Specialists

RM1043 (DOS 4)

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

On the Digital Outcomes and Specialist Framework, Fujitsu operates within two lots; Digital Outcomes and Digital Specialists. Procuring through the Digital Outcomes lot, gives our customers 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 our customers require 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, our customers 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.

## ‘SPARK’ – Innovation Marketplace

RM6094

Spark was formally launched in April 2019 to provide Public Sector organisations with the aim of creating:

- Simple and rapid access to a marketplace of innovative products and services, removing the commonly experienced barriers to identification and adoption
- A vehicle to engage with true innovators and unlock real value through the exploitation of their proven innovative solutions
- The opportunity to be part of a community that can benefit from each other's developments through the structured and enabled scaling of Proof of Concept solutions

The Framework is administered through a Dynamic Purchasing System, which has been designed to minimise upfront work and enable customers such as yourself to locate potential suppliers and their solutions quickly and efficiently.

This is achieved by simply filtering on the subject area (e.g. Corporate, Health, Defence, Police / Justice, Local Government etc.), Technology areas, required location and security classification.

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# Data and Applications Solution

RM3821

Data and Application 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 has multiple lots and Fujitsu has secured appointed supplier status on 6 of them.:

- Lot 1a: Resource Planning & Management Solutions including Financial & Commercial
- Lot 1b: Workflow & Case Management Solutions
- Lot 1c: Data Collection, Storage and Management
- Lot 1d: Data Intelligence & Analytics
- Lot 2b: Environmental & Planning
- Lot 4b: Bluelight Data & Information Management

# Management Consultancy Framework Two (MCF2) RM6008

The Management and Consultancy Framework enables customers to obtain advice on business consultancy, strategic, complex and transformation issues, and procurement, supply chain and commercial matters. MCF2 provides a compliant, cost effective way for central government and the wider public sector to access a variety of consultancy advice from a range of suppliers

Fujitsu has been appointed to Lot 1 which focused on the delivery of Business Consultancy Services.

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## HealthTrust Europe Consultancy & Advisory Framework

The Consultancy and Advisory Services Frameworks has been designed to support the NHS and other Public Sector organisations in managing the dynamics of the consultancy market, offering a simple, compliant route for the procurement of a range of expert consultancy services at competitive rates.

It offers users the flexibility of allowing both direct call-off and further competition under the provisions of the framework agreement.

Fujitsu are on Lot 1 and Lot 6.

Lot 1 covers process redesign and improvement, organisational and change management, programme and project management and management consultancy services.

Lot 6 covers ICT and Digital Consultancy and Advisory Services.

## NHS SBS Cloud Solutions Framework

The Cloud Solutions framework offers a simple, OJEU compliant route to purchase cloud solutions for NHS and public sector authorities. The framework provides access to 24 carefully selected suppliers and offers bespoke and off-the-shelf solutions.

The framework offers services under 4 lots:

- Lot 1: Solution Design and Consultancy
- Lot 2: Infrastructure as a service (IaaS), Platform as a service (PaaS) and Software as a service (SaaS)
- Lot 3: Cloud Support Services
- Lot 4: End-to-end Cloud Solutions

## NHS London Procurement (LPP) IM&T Framework

NHS London Procurement Partnership (LPP) is hosted by Guy's and St Thomas' NHS Foundation Trust from which the framework is let.

Working with its stakeholders, the framework supports the NHS to make the most of its purchasing power in order to maximise investment in patient care.

Fujitsu are on multiple lots for this framework covering:

- Lot 1 Consultancy
- Lot 3 Hardware
- Lot 4 Software
- Lot 6 Hosting
- Lot 7 Operational Services
- Lot 8 Interoperability & Interfacing
- Lot 9 IT Managed Services

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# Scottish Digital Technology Services DPS

The Scottish Digital Technology Services framework is administered through a Dynamic Purchasing System (DPS) and provides access to services through 3 lots:

- Lot 1: Digital technology projects
- Lot 2: Digital technology resources
- Lot 3: Cyber security services

The DPS will support and be an enabler for a number of digital initiatives, specifically "Scotland's Digital Strategy, 'Realising Scotland's full potential in a digital world" and provide access to a range of digital technology skills, including cyber expertise, as well as supporting the delivery of agile projects.

## Network Services 2 **RM3808**

The Network Services framework provides public sector organisations access to networks and telecommunications services, including PSN compliant services.

Fujitsu operates on Lots 1 and 10 of the Network Services framework. Lot 1 offers 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 10 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.

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.

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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.

By purchasing servers through the SSSNA framework, our customers are able to stretch their 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.

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

The Traffic Management Technology 2 Framework provides our customers with 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.

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# Quality Assurance and Testing for IT Systems **RM3810**

This agreement enables public sector organisations to buy QAT for IT systems and software. QAT is required for new digital systems and services to ensure they are fit for public launch. It comprises 8 lots covering common QAT scenarios and services, such as specialists and consultancy. The agreement was developed with the Home Office who use it for their internal, shared, managed QAT service. Home Office also support a number of other central government organisations for these services.

Fujitsu has been appointed to the following lots:

- Lot 2: Automation, Agile & Dev-Ops.
- Lot 3: Load & Performance Testing
- Lot 4: Functional Testing
- Lot 5: Infrastructure Testing and Environments
- Lot 6: Operational Acceptance Testing (OAT) and Disaster Recovery (DR)

## Bloom

Bloom has established itself with the aim of bringing together a community of buyers and suppliers to help the public sector buy professional services better.

Fujitsu became an accredited Bloom supplier in November 2019.

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## Contact Us



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