



Print Management, Photocopiers and Associated Services

'With typical savings of 24% on
your spend.'



*Average saving figure based on PfH print management
and photocopiers benchmarking results.

Features and benefits

- Total print management solution
- Postal and mailing solution
- Design agency service
- VAT consultancy
- Management information reporting including stock reports, environmental performance
- Dedicated account management and customer services
- Online ordering facility
- Storage and logistics
- Full technical site surveys
- Full project management for new solutions
- Day to day support of hardware and software
- Remote management of consumables including automatic delivery
- Collection and recycling service

Did you know we have got other frameworks covering...

Ambient and Chilled Food, Bill Payment Services, Building Cleaning Services, Commercial and Domestic Appliances, Computer Equipment, Debt Management Services, Decorating Vouchers, Energy Management, Fuel Cards, Furniture and Furnishings, Heating systems, Insulation, Kitchens, Materials, Mechanical Ventilation and Heat Recovery and Heat Recovery Room Ventilator Systems, Office Furniture, Office Stationery, Paint, Recruitment Services, Solar PV, Solar Thermal and Voltage Optimisers, Telecommunications, Vehicle Fleet Management, Vehicle Purchasing, Waste Management, Workwear, PPE and Janitorial

The agreement was awarded to eight suppliers on the 1st June 2012 and is set to run for the duration of four years.

Print Management (Lot 1)

A total print management solution including: print audits, printed stationery, corporate material, marketing material, mailings, ad hoc print request, signage, printed merchandise, a creative design service, desktop mail solution, stock management, online ordering service and any other print associated service.



Photocopiers & Multi-Function Devices (MFDs) (Lot 2)

The supply of photocopiers, printers and MFDs along with associated services. This includes: maintenance and support, consumables and finance options.



Managed Print Services (Lot 3)

A managed print service designed to improve efficiency through print device consolidation and proactive device management. This service may also include the provision of equipment, consumables and maintenance for print devices to include photocopiers, printers and MFDs.



Contact us to start trading today!



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t: 0845 864 5260

e: info@procurementforhousing.co.uk

www.procurementforhousing.co.uk

Mini-competitions

Many of the frameworks that PfH offers are delivered by more than one nominated supplier. If you are looking to take advantage of a multi-supplier framework, you need to follow one of two EU compliant processes.

1. You can simply 'call off' products or services from the framework using the ranking system without holding a mini-competition. **The number one ranked supplier presented the most economically advantageous offer using the original award criteria.**

If that provider for any reason could not supply the items required at that time, you would go to the provider offering the next most economically advantageous offer, and so on.

2. Where the terms laid down in the framework agreement are not precise enough or if you have a more substantial requirement, a mini competition should be held. The competition should include suppliers awarded to the framework that are capable of meeting your particular needs.

PfH offers two different mini-competition services with a selection of tools and templates for you to take advantage of depending on your needs.

Our standard service is free and will suit those organisations with the resources to complete the evaluation. For those organisations that require additional support we offer a premium service at a cost of £1500. Members that opt for our premium service and award the mini-competition to a PfH supplier, and commence trading, will be credited with £500 cash back.

The benefits of a mini-competition

Mini-competitions are much faster and less laborious than a full tender process and there is no need to advertise the requirement in the Official Journal of the European Union (OJEU). The process also allows you to further refine your exact requirements whilst retaining the benefits offered under the original framework agreement.

PfH mini-competition services

	Standard Free	Premium £1500
Mini-Competition Template Provided A pre-designed template document provided by PfH	●	●
Background Information All customer background information completed within template	●	●
Mini-Competition Scope Description of mini-competition scope completed by PfH	●	●
Mini-Competition Template Customisation Amount of questions which can be customised by PfH at Member request	5	10
Mini-Competition Question Library A library of mini-competition questions relevant to the good/service in question provided by PfH		●
Tele-Conference Meetings All customer engagement will be conducted by either tele-conference or email	●	●
On-Site Meetings* PfH can attend on-site meetings upon customer request		Day Rate
EU Legislation Advice EU legislation advice provided for mini-competitions	●	●
Evaluation Evaluation of supplier submissions with PfH		●
Evaluation Matrix Evaluation matrix designed for mini-comp and provided by PfH		●
Supplier De-briefs Full supplier de-briefs conducted by PfH on behalf of member, in compliance with EU legislation		●
Mini-Competition Administration Issue of mini-comp to all suppliers and collation of all submissions	●	●
Mini Competition Award Report A detailed report of mini-competition scoring, evaluation, supplier responses and proposed award		●

* Daily Rate £250.00 + vat

Request a mini-competition

To find out more about what PfH can offer you with regards to your mini-competition requirements please contact us



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Print Management, Photocopiers & Associated Services

Awarded 1st June 2012

Contract length 4 years

1. *Covered in this framework agreement:*

A total print management solution including print audits, printed stationery, corporate material, marketing material, small and large mailings (including the postage of mailings), ad hoc print request, signage, printed merchandise, a creative design service, desktop mail solution, stock management, online ordering service and any other print associated service.

Supply of photocopiers, printers and MFDs with associated services to include maintenance and support (to include training), consumables including toner and staples (but not paper) and finance options relating to the configuration including purchase, fixed term lease and cost per print.

A Managed Print Service (MPS) to improve efficiency through print device consolidation and proactive device management, including consumables management and management and billing information. This service may also include the provision (where appropriate) of equipment, consumables and maintenance for print devices to include photocopiers, printers and Multi-Function Devices (MFDs).

2. *Brief summary of tender exercise:*

The tender was split into 3 lots. The lots were Print Management (Lot 1), Photocopiers & MFDs (Lot 2) and Managed Print Services (Lot 3).

Below are the evaluation criteria and weightings used in this tender exercise:

Criteria	Weighting
Quality	25%
Service Levels	25%
Whole Life Costs	50%

A total of 21 Pre Qualification Questionnaires (PQQ) were received from interested suppliers. A total of 14 suppliers were successful at the PQQ stage and were invited to the tender stage. A total of 8 suppliers were successful at the tender stage and were awarded onto the contract.

3. Awarded suppliers:

Print Management - in order of ranking:

1. CDP
2. Oce
3. InnerWorkings (etrinsic)
4. Resource

Photocopiers & MFDs - in order of ranking:

1. Arena Group
2. OCS
3. M2
4. Alto Digital

Managed Print Services - in order of ranking:

1. Arena Group
2. Alto Digital
3. M2

4. Pricing:

There are no standard price lists; pricing is done on a job by job basis due to bespoke customer requirements and the nature of the product items.

5. Features and benefits of the agreement:

- Dedicated Account Management & Customer Services
- Total print management solution
- Postal & mailing solution
- Design Agency Service
- VAT consultancy
- Management information reporting incl. stock reports, environmental performance
- On-line ordering facility
- Storage and logistics
- Full technical site surveys
- Full project management for new solutions
- Day to day support of hardware and software
- Remote management of consumables including automatic delivery
- Collection and recycling service

6. *Supplier contact details:*

Lot 1 - CDP		
Main Contact	Name	Paul Scanlon
	Job Title	Chairman
	Email	paul@cdp.co.uk
	Telephone	0151 724 7000

Lot 1 - Océ		
Main Contact	Name	Keith Cartwright
	Job Title	Bid Manager
	Email	keith.cartwright@oce.com
	Telephone	0870 600 5544

Lot 1 - InnerWorkings (formally etrinsic)		
Main Contact	Name	Paul Howie
	Job Title	Account Director
	Email	phowie@inwk.com
	Telephone	07976 942016

Lot 1 - Resource		
Main Contact	Name	Philip Thompson
	Job Title	Managing Director
	Email	pgt@resource-ps.co.uk
	Telephone	0113 205 8301

Lot 2 - OCS		
Main Contact	Name	Davide James
	Job Title	Business Development Manager
	Email	david.james@ocs.co.uk
	Telephone	07720 969111

Lot 2 & 3 - Arena Group		
Main Contact	Name	Steve Hobson
	Job Title	Managed Service Sales Manager
	Email	steveh@arenagroup.net
	Telephone	07703 675727

Lot 2 & 3 - M2		
Main Contact	Name	David Knowles
	Job Title	Director Public Sector & Education
	Email	david.knowles@m2.uk.com
	Telephone	07881 918 262

Lot 2 & 3 - Alto Digital		
Main Contact	Name	Andrew Hargreaves
	Job Title	Regional Sales Manager
	Email	andrew.hargreaves@altodigital.com
	Telephone	07977 277244