

Question	Responses
Is Lot 2a applicable via mini competition or direct award? What is the % split for cost/quality?	All Lots can be used via direct award and further/mini competition. Details on the evaluation criteria can be found on Framework Schedule 7: call off award
can we see the supplier breakdown by lot prior to the 25th?	The supplier breakdown per lot will be posted on the web page by early next week
· Many of the suppliers listed provide 'multiple' systems or software solutions – will it be identified which particular offerings are eligible to be purchased via the framework?	We did not request suppliers to identify what they are willing to offer per Lot outside of the scope that was made available to them in the specification.
· There appear to be a number of suppliers on the list who are resellers or indeed consultancy type suppliers. Will the framework therefore identify what their specialist offering will be within each lot, as it is not clear what solution they are putting forward?	I would recommend that as part of any pre-market engagement that suppliers are given as much details about the requirement so that part of the process can be gauge how many bids are likely to be received when the requirement is taken to market. No downselect methodology exists under the Framework outside of running a further competition.
Is there a minimum term for lots 1c and 1d? If I want to do a short length contract?	there is no minimum length only the maximum of 5+1+1
Can we have access to review the forms etc associated with DAS now, in order to be ready fo commencement on 22nd February?	Wherever possible all documentation will be live on the webpage prior to the 22nd.
Will there be a follow up webinar for Lot 2c?	We're evaluating the use of Lot/group specific webinars but it will come down to customer interest whether we go down that route.
Please could you indicate the length of the award process? From point of issue to award?	Length of any competition will have a number of organisation specific factors. I would suggest that the minimum time any competition is with suppliers is 2/3 weeks and the maximum 8/10 weeks
I notice a supplier is not listed, do they have a selected re-seller?	All suppliers have the ability to be listed as a key subcontractor across any of the successful suppliers.
I would be grateful if you could clarify re Contract length – is the 7 years maximum i.e. to include implementation or can this be 7 years following implementation.	It is a maximum of seven years from the date both parties (you and the supplier) sign the call off order form
If suppliers fail to provide compliance information by the Framework start date, is that it for them (no place on Framework after all) or just that they have delayed themselves from being available on the Framework?	Should a supplier not return all requested compliance data to our satisfaction before launch date of 22/2 then we reserve the right to withhold their availability to customers until this has been completed
Are you making the presentation available afterwards?	This Q&A and webinar slides will be made available on the web page from early next week

<p>Did you allow SMEs to bid or were they put off by the 7 year contracts?</p>	<p>We have worked closely with suppliers via our pre market engagement and ITT process to ensure that a fair opportunity to bid was given to all.</p>
<p>If the offering is on the marketplace, but the supplier is offering a further discount to the price on the marketplace, is this allowed?</p>	<p>In order to complete a compliant direct award the price used must be shown on the Government eMarketplace listing</p>
<p>if i currently use a cloud supplier and wish to continue with the same offering through another reseller is that still in scope?</p>	<p>Yes the previous procurement method used to obtain your current service offering has no impact on your ability to use the Framework to extend your use of the product</p>
<p>In terms of further competition, will CCS have standard documents to use or can the contracting authority use it's own documents?</p>	<p>To remain compliant we would expect customers to use the terms as provided, however they can be amended and/or enhanced with special terms to ensure that they provide a best fit for your ongoing use</p>
<p>After 7 years can we direct award to the same supplier?</p>	<p>The Framework only has a maximum length of 4 years so at the end of any 7 year call off this Framework will have expired and its replacement is expected to be available.</p>