

Archiving & storage sourcing Risk and Benefits

Assumptions for analysis

- All providers can meet 3 hour delivery
- All suppliers meet accreditation requirements
- LBB business is attractive to suppliers

Sourcing option	Suppliers	Benefits	Risks
CSG	CDIS	<ul style="list-style-type: none"> • Current Indexing supplier & would enable service integration. • Potential synergies with current document management services eg invoices • Used by NHS bodies 	<ul style="list-style-type: none"> • Darlington Storage location does not enable hard copy delivery within 3 hours. But offer a scanned solution / next day delivery • Concerns over indexing services delivery
CSG supply chain	Market - by LBB invitation	<ul style="list-style-type: none"> • Can select providers to approach – draw on LBB stakeholder experience. 	<ul style="list-style-type: none"> • Full supplier validation required • Reputational risk to LBB due to lack of transparency and openness in not in following the most appropriate routes. • Business may not be attractive to the market • CSG view is inappropriate use of schedule 15
CCS Framework	Iron Mountain	<ul style="list-style-type: none"> • Fully validated suppliers & OJEU compliant • 1st stage VFM defined by CCS process 	<ul style="list-style-type: none"> • Framework pricing is fixed & does not delivery VMS when compared to other options • No recognition of business volume regarding price
ESPO Framework	Ancora solutions Banner Box IT UK Ltd EDM Group Ltd EvaStore Ltd Restore Stor-a-file	<ul style="list-style-type: none"> • Fully validated suppliers & OJEU compliant • 1st stage VFM defined by ESPO process • Additional VFM could be accessed by opportunity for mini competition • Already been utilised by LA customers & NHS bodies 	<ul style="list-style-type: none"> • LBB stakeholders unsure of the supplier experience and suitability.
OJEU	Market – free application	<ul style="list-style-type: none"> • Maximum transparency of public spend 	<ul style="list-style-type: none"> • Long sourcing process does not fit with LBB timeframe requirements • Full supplier validation required • May not be attractive for large supplier due to volume • May not be attractive to SME due to labour intensive nature of OJEU

Key – Value for Money (VFM)
FOI – Freedom of Information