

Ref: FOI/GS/ID 6802

Please reply to: FOI Administrator Trust Management Maidstone Hospital Hermitage Lane Maidstone, Kent ME16 9QQ Email: mtw-tr.foiadmin@nhs.net www.mtw.nhs.uk

10 December 2021

Freedom of Information Act 2000

I am writing in response to your request for information made under the Freedom of Information Act 2000 in relation to Telecommunications.

You asked:

- 1. LAN
- a. What solutions do you have in place?
- b. Who is the incumbent and when does their contract expire?
- c. Can we see a copy of their contract and tender response?
- 2. WLAN
- a. What solutions do you have in place?
- b. Who is the incumbent and when does their contract expire?
- c. Can we see a copy of their contract and tender response?
- 3. WAN
- a. What solutions do you have in place?
- b. Who is the incumbent and when does their contract expire?
- c. Can we see a copy of their contract and tender response?
- 4. Telephony
- a. What solutions do you have in place?
- b. Who is the incumbent and when does their contract expire?
- c. Can we see a copy of their contract and tender response?
- 5. Lines and calls ISDN/SIP
- a. What solutions do you have in place?
- b. Who is the incumbent and when does their contract expire?
- c. Can we see a copy of their contract and tender response?
- 6. Pager Solutions
- a. What solutions do you have in place?
- b. Who is the incumbent and when does their contract expire?
- c. Can we see a copy of their contract and tender response?
- d. When do you plan to replace your pagers with a Digital Solution?

Trust response:

1. LAN

a. LAN is predominantly Cisco-based with a small amount of HP/Aruba and is wholly owned and managed by MTW.

b. Not applicable

c. Not applicable

2. WLAN

a. WLAN (wireless LAN) is Cisco-based and wholly owned and managed by the Trust. b. We contract with Wifi Spark for guest wifi onboarding services - Ends October 2020 with

option to further extend for two years.

c. Tender response is exempt under Section 43 of the Act. All contracts are attached below. 3. WAN

a. WAN is contracted with Block Solutions - Ends 2022 with an option to extend further for two years, Adept Telecom - Ends September 2021

and Custodian Data Centres - annual rolling. This comprises a mixture of private point-to-point (leased line) circuits and MPLS-based services for Internet and HSCN connectivity.

b. Adept solutions - Ends September 2021

c. Tender response is exempt under Section 43 of the Act. All contracts are attached below.

4. Telephony

a. Wholly managed by the Trust.

b. Not applicable

c. Tender response is exempt under Section 43 of the Act. All contracts are attached below.

5. Lines and calls – ISDN/SIP

a. Line and calls are predominantly PSTN (SIP) services provided by Gamma Telecom - annual rolling contract. We also have a Virgin Media Centrex solution which is being decommissioned and replaced with 8x8 for emergency (red) phones.

Analogue lines are being decommissioned.

b. SIP lines Gamma - annual rolling contract, VOIP 8x8 - Annual rolling contract

c. Tender response is exempt under Section 43 of the Act. All contracts are attached below.

6. Pager Solutions

a. Pager solutions comprise a short-range solution that is contracted with Multitone, and longrange paging that is PageOne.

b. PageOne for pager rental – I have been unable to get a response for this question. Please contact me again if you wish me to continue to chase for the response.

Multitone for maintenance - expires 31/03/2024

c. Tender response is exempt under Section 43 of the Act. All contracts are attached below.

d. There are no future plans to switch to a digital solution.

Links to contracts:





G Cloud 11 Call Off



Multitone Contract.pdf



Contract Block Custodian -Network Support_0⁻ contract 2 full racks 8x8 MTWT.docx.pdf signed 2020.pdf



HSCN Access Services RM3825 Framework Schedule 3 (Template Order Form and Template Call Off Terms) Part 1

Call for Competition Order Form

This Order Form must be used to run a Call for Competition under the HSCN Access Services DPS.

Before commencing a Call for Competition and completing this Order Form, please refer to the guidance (How to complete a Call for Competition order form) provided which is available from the Crown Commercial Service (CCS) website on the agreement web page:

http://ccs-agreements.cabinetoffice.gov.uk/contracts/rm3825

Order Form completion

The Order Form consists of the following sections, please complete as follows:

Section A – General information

The Customer must complete the blue boxes in this section before issue to Suppliers. The Supplier must complete the grey sections as part of the General Tender Response.

Section B – Details of the requirement

The Customer must complete this section before issue to Suppliers.

Section C – Location details/requirements

The Customer must complete this section before issue to Suppliers.

Section D – Implementation Plan(s) and Milestones

The Customer to complete the Milestones section, as appropriate, before issue to Suppliers. The Supplier to insert or embed a copy of their Implementation Plan(s) as part of the General Tender Response.

Section E - Compatibility information

The Customer to complete this section, if required, before issue to Suppliers.

Template Call Off Terms

The Customer must amend the template Call Off Terms as required. The revised terms must be issued to Suppliers with the Order Form.

Section F – Supplier response

The Supplier must complete this section for submission as part of the General Tender Response.

Section G - Call Off Contract award

The Supplier must complete the grey boxes in this section. The Supplier must complete details in the signature box and **sign** before submitting a General Tender Response.

The Customer must complete and sign this section to award a Call Off Contract to the successful Supplier.

Section A General information

This Order Form is issued in accordance with the provisions of the HSCN Access Services RM3825.

The Supplier shall supply the Services specified in this Order Form to the Customer on and subject to the terms of this Order Form and the Call Off Terms (together referred to as the "Call Off Contract") for the duration of the Call Off Contract Period.

The Call Off Terms that will apply to the Call Off Contract are as specified in the Template Call Off Terms (DPS Schedule 3, Part 2). The only amendments that can be made, by the Customer, to the Call Off Terms are those identified in sections B and D of this Order Form, or where permitted in the Template Call Off Terms.

Customer details Customer Organisation name Maidstone & Tunbridge Wells NHS Trust **Customer billing address** Your organisation's billing address, please ensure you include a postcode Maidstone Hospital Hermitage Lane Maidstone Kent, ME16 9QQ **Customer Representative** The name of your point of contact for this requirement **Customer Representative details** Please provide full address details, email address and telephone number Maidstone Hospital Hermitage Lane Maidstone Kent, ME16 9QQ **Supplier details** Supplier name The Supplier organisation name, exactly as it appears on the DPS Agreement. A document listing all Supplier names and registered addresses has been provided for Customers on the agreement web page. Adept Telecoms PLC Supplier address The Supplier's registered address Click here to enter text. Supplier Representative The name of the Supplier point of contact for this requirement

Supplier reference number A unique number provided by the Supplier at the time of the

A unique number provided by the Supplier at the time of the General Tender Response. This number should be reported in the financial MI return. MTW HSCN 3825 24/07/18

Section B Details of the requirement

The following details form the basis of a Call for Competition which will be used to award a Call Off Contract.

Suppliers must refer to the Statement of Requirements (SoR) attached (which will form Part A of Annex 1 of Schedule 2 of the Call Off Terms) when preparing their General Tender Response.

Customer project reference Please provide a project reference, this will be used in Management Information provided by Suppliers to assist CCS with DPS management. Kent COIN to HSCN Migration

Customer Statement of Requirements (SoR) reference

Please complete an SoR in accordance with the DPS Agreement Schedule 4 (Call for Competition Procedure) and attach it to this Order Form. Please provide the reference number of your SoR. Provision of HSCN RM3825 Reference 3825RM240718

Closing date for Supplier responses

23/05/2018

eAuction

Please indicate if you are proposing to utilise an electronic reverse auction following an initial full evaluation of all Supplier General Tender Responses. DPS Schedule 4 (Call for Competition Procedure) paragraph 3 (E-Auctions) outlines the requirements for an eAuction under the agreement.

 $\mathsf{Yes} \Box \mathsf{No} \boxtimes$

Call Off Commencement Date

The Call Off Commencement Date is the date of dispatch of this Order Form, following signature by the Customer. This date can be found in section G of this Order Form. 19/07/18

Expected Call Off Commencement Date

Please provide an indication of the planned Call Off Commencement Date. This will assist Suppliers in preparing their bid, but is provided is for guidance only. July 2018

Call Off Contract Initial Period

The Call Off Contract Initial Period will be 60 Months. Where the customer has a specific requirement for a shorter Call Off Contract Initial Period, this should be entered below.

60 months [36 months Primary Term with the option to extend for further periods up to a maximum of an additional 24 months]

Please note

Selecting, or ticking 'yes' to any of the following options may have cost implications and limit the ability of some Suppliers to respond to your request for a General Tender Response.

Please ensure you read the 'How to run a Call for Competition' guidance which is available on our agreement web page. Details of the implications and risks of the following options are outlined in this guidance.

Service compatibility assessment required?

Tick if required. See clause 6.1.4 (c) (E) of the Call Off Terms and Section E of this form which requires you to provide additional information.

Yes 🗆

Bespoke information security management systems (ISMS) required? Tick if required. See call-off Schedule 7

Customer Security Policy or ICT Policy to apply? Tick if required. See call-off Schedule 7 and clauses 6.1.3 and 7.3.3 of the Call Off Terms for references. Yes \Box

Yes 🗆

Service Level requirements

State your Service Level requirements below or refer to the relevant section of your attached Statement of Requirements. See clause 9 of the Call Off Terms and Call Off Schedule 6.

The above definitions are summarised in the SLA table below, which is a refresh of the table submitted as part of our original tender. The availability levels are in line with HSCN best practice.

Service Leve	el Performan	ce Measuren	nents		
	Dual Fibre	Dual Fibre	Resilient	Non-	Non-Resilient
Parameter	: Primary/	: Primary/	Fibre :	Resilient	Copper(FTTC,
	Secondary	Secondary	Fibre	Fibre	ADSL, EFM)
	(Diverse	(Single	Primary		
	Carriers)	Carrier)	with non-		
			Fibre		
			Secondary		
Service Ava	ilability				
Target	99.99%	99.99%	99.90%	99.00%	95.00%
Threshold	99.95%	99.95%	99.00%	98.00%	90.00%
Failure	95.00%	95.00%	95.00%	90.00%	85.00%
Threshold					
Incident Rep	pair*				
Severity 1	5 hours	5 hours	5 hours	6 hours	8 hours
Severity 2	8 hours	8 hours	8 hours	12	24 hours
				hours	
Severity 3	24 hours	24 hours	24 hours	24	48 hours
				hours	
Severity 4	72 hours	72 hours	72 hours	72	72 hours
				hours	
Target	100%	100%	100%	95%	90%
Threshold	95%	95%	95%	85%	80%
Failure	75%	75%	75%	70%	70%
Threshold					

*Note: Incident Repair times are set in alignment with the carriers used by AdEPT. Note: each Service Level is measured as a monthly average on a 24/7/365 basis.

Additional performance monitoring requirements? Tick if required. See Call-Off Schedule 6, Annex 1 to part B

Yes □

Additional performance monitoring requirements

Please provide details of requirements

None other than standard offering as part of contract described in 4.10 of bid response – Customer Portal – Netview monitoring system

Appointment of Key Personnel?

Tick if required and insert descriptions of Key Roles and associated responsibilities to be fulfilled by Key Personnel in this box below. See clause 23 of the Call Off Terms

Yes 🗆

Supplier business continuity and disaster recovery (BCDR) plans
Standard Supplier plan to apply? See clause 11 of the Call Off Terms, Schedule 8 of the Call Off Terms, and the Supplier's SQ Response. Yes ⊠	Bespoke BCDR Plan required? Tick if required. See clause 11 of the Call Off Terms and Schedule 8 of the Call Off Terms. If required, please provide additional information in your SOR. Yes
Financial distress provisions required? Tick if required. See clause 19 of the Call Off Terms and Sched below if required. Yes	dule 5 of the Call Off Terms. Complete Rating Agency section
Rating Agency 1 Please give name of required Rating Agency, see Call Off Schedule 5. Click here to enter text.	Rating Agency 1 - Credit Rating Threshold Please state the minimum credit rating level, see Call Off Schedule 5 Click here to enter text.
Rating Agency 2 Please give name of required Rating Agency, see Call Off Schedule 5. Click here to enter text.	Rating Agency 2 - Credit Rating Threshold Please state the minimum credit rating level, see Call Off Schedule 5 Click here to enter text.
 Payment terms/profile required? Tick if required. See paragraph 4 of Call Off Schedule 3. Yes ⊠ Billing starts once the circuits go live per site and is billed monthly in arrears over the term of the contract and any applicable extensions 	
Relevant Convictions apply? Tick if required. See clause 24.2 of the Call Off Terms. Yes ⊠	
Additional clause "Security measures" required? See Call Off Schedule 13, paragraph 2.2.1 Yes □	
Additional clause "Access to MOD sites" required? See Call Off Schedule 13, paragraph 2.2.2 Yes □	

Any other changes

If you have made changes to any sections of the Call Off Terms that have not been captured in the Order Form, please use this section to draw them to the attention of the Suppliers Yes \Box

Please state with brief description:

Non-Crown Body?

Please indicate if you are a Crown or non-Crown Body. See Call Off Schedule 13, clause 2.1.3 Crown Body \boxtimes Non-Crown Body \square

Non FOIA Public Body? Please indicate if you are an FOIA Public Body or non-FOIA Public Body. See Call Off Schedule 13, clause 2.1.4 FOIA Public Body ⊠ Non FOIA Public Body □

Section C Location details/requirements

Please provide details of all the locations where the Supplier will be required to deliver the Service/s requested (this will be necessary for Suppliers to provide accurate quotations).

For each Site to be covered by this Order Form, please provide the full postal address, including postcode. If a postcode is not available please provide an Ordnance Survey National Grid reference, which can be found using an internet search such as <u>Grid Reference Finder</u>.

Site address	Site postcode	Required service commencement date
7 Circuits in total. 3 X HSCN and 4 X Point to Point. Please see MTW HSCN Appendix 1 for full details.		1/10/18

(Provide further Site details as required)

Section D Initial implementation and milestone requirements

One or more Implementation Plans will be required and there may be one Implementation Plan per Service Instance. This Section D must set out sufficient information to enable the Supplier to produce the relevant implementation materials (which may include draft implementation plan(s)) required for the Services, which shall include, as a minimum, the following:

- a) descriptions of the Milestone and Milestone Acceptance Criteria models the Customer wishes to apply to the Implementation Plan(s);
- b) a indication of the Service Instances to be included on the draft implementation plan(s); and
- c) the level of detail required in the Supplier's draft Implementation Plans provided in section F.

Milestones and Milestone Achievement Criteria

Milestone table:

Milestone ID and title	Milestone Payments scope	Delay Payments amount (£)	ATP/CPP
NA	Payments will not commence until the Trust has provided written sign-off that it is happy that all the required circuits have gone live and are working (sign-off not to be unreasonably withheld)	NA	NA

Milestone Achievement Criteria:

Milestone M1	Go Live
Unique Ref	Acceptance Criteria
N3 RM3825	- All required circuits are live and working and the Trust in in a position to switch off the N3 network
Milestone M2:	Service Stability
Unique Ref	Acceptance Criteria
N3 RM3825	N3 migration and go live circuit test

Implementation Plans

Implementation Plan Id and title	Applicable Milestone / Milestone Achievement Criteria option	Service Instance Unique IDs	Go-Live date constraints	Level of detail required in the Implementation Plans provided by the Supplier in Section F
TBA trust developed plan detail to follow	Appendix 2 Project plan initial outline		Migration from N3	

Section E Compatibility information

This section is relevant where you have indicated that a service compatibility assessment required.

See question in section B. Clause 6.1.4 (c) (E) of the Call Off Terms refers. Please provide additional information as required.

Customer Software

N/A.

Customer System N/A.

Customer Property N/A.

 $\begin{array}{l} \text{Customer Assets} \\ \text{N/A.} \end{array}$

Section F Supplier response

Suppliers - use this section to provide any details that may be relevant to the General Tender Response.

Please ensure that you also attach your detailed response which will be incorporated into Schedule 2, Annex 2 and Schedule 3 of the Call Off Terms.

Commercially Sensitive Information

Commercially Sensitive Information relating to the Supplier, its IPR or its business, or which the Supplier is indicating to the Customer that, if disclosed by the Customer, would cause the Supplier significant commercial disadvantage or material financial loss.

Commercial costing documentation

Key Personnel

Please see Customer response in section B to confirm if required. See clause 24 of the Call Off Terms for details

Key Role	Key Personnel Name	Key Personnel telephone number	Key Personnel email address
Chief Executive			
Chief Technical Officer			
Head of Business Development			
Premier Service Manager			
Head of Operations			
Group Commercial Manager			
Complaint handling			

Please provide details of a single contact who will be responsible for Complaint handling as detailed in clause 52 of the Call Off Terms.

Name of key contact	
Job role	Head of Operations
Telephone number	
Email address	
Postal address	

Supplier implementation and milestone response

Insert below any draft implementation materials and other relevant information in response to the Customer requirements set out in Section D of this Order Form:

Compliant

AdEPT has great experience in managing large scale migrations and has previously managed and migrated estates of several thousand end-points. In addition, our methodology and processes have been fully documented and scrutinised by NHS Digital and it is testimony that currently we are one of very few suppliers holding both Stage 1 and Stage 2 HSCN compliance.

Programme Management

For critical HSCN deployments such as MTW, AdEPT has an established robust governance methodology which is underpinned by the AdEPT Project Board as below. This ensures that all resources and processes are carefully aligned, putting the customer first, and managing all aspects of the project.

Figure 1: AdEPT Support Model for Maidstone & Tunbridge Wells NHS Trust (MTW)

Methodology

AdEPT will take the lead in all aspects of the delivery and have appointed a dedicated Project Manager accredited to PRINCE2 standards. A suggested plan showing the key activities and respective responsibilities is given in the Gantt chart below.

We would hold an initial joint Project kick off meeting to review all aspects of the implementation and agree a high-level project plan. This is normally on the customer's site and can involve all key stakeholders, given that the overall project encapsulates Commercial, Logistical and Technical components that need to be understood and analysed before building a cohesive Project Plan.

Project Plan

A GANTT chart to show the gestation of migrating a single site from N3 to HSCN is given below as an example.

Maidstone & Tunbridge Wells Trust (M&TWT)	Key Milestones		July		August			Se		September		October								
	Owner	w/c	2	9	16	23	30	6	13	20	27	3	10	17	24	1	8	15	22	29
Contract Start 1st of July	M&TWT/AdEPT	1																		
Planning																				
Order MPLS Leased Lines/IP Migration	AdEPT	1																		
Site Surveys (if required)	M&TWT/AdEPT	1																		
Planning Completion	AdEPT	1																		
Excess Charge Notification (if required)	AdEPT	1																		
Excess Charge Acceptance (if required)	M&TWT/AdEPT	1																		
Wayleave Issue (if required)	AdEPT	1																		
Wayleave Signature (if required)	M&TWT/Landlords	1																		
Delivery																				
Fibre/Civils Completion	AdEPT	1																		
Install Internal Tubing/Fibre	AdEPT	1																		
Install lines for DSL alarms (if required)	AdEPT	1																		
Fit & Test complete																				
IP Migration	AdEPT	1																		
Acceptance																				
Confirmation of Acceptance	M&TWT	1																		
In Life Support																				
Service Documentation	AdEPT	1																		
Handover Documentation	AdEPT	1																		

It should be noted that in terms of Carrier delivery, HSCN brings nothing new, and 95% of the process is standard and business as usual. What is different is the NHS Digital overlay of process and governance to ensure that IP information is validated, and that cut-over dates are accurately forecasted to ensure a timely cut-over from N3 to HSCN.

Again these are detailed and documented processes fully agreed tripartedly between AdEPT, NHS Digital and N3 (BT).

These agencies are fully interlocked into the HSCN governance processes and compliance model and are in regular contact to initiate, track and forecast and eventually manage the migration from N3 to HSCN. As well as the day to day dialogue there are formal escalation paths with rigid SLA's.

The AdEPT project manager, has evolved a consistent communication model so that the customer – GM stakeholder in this case – is fully informed of the expectations and pre-requisites of the N3-HSCN migration. Fifteen minutes before the allocated migration slot, will open up a conference bridge with the MTW stakeholder to confirm readiness. At the point migration starts, the conference bridge is opened to all parties so that the migration activities can be stepped through one at a time in the openness of all stakeholders.

Supplier Equipment

Please detail any equipment that will be necessary to provide the services requested by the customer. See clause 28 of the Call Off Terms.

Supplier and Third Party Software

Please include details of any relevant software in accordance with the "Supplier Software" and "Third Party Software" sections of the Call Off Schedule 1 (Definitions)

NA

Due Diligence response information

Please include any information that you wish to make the Customer aware of in accordance with clause 2 of the Call Off Terms.

Complete

WAN Access B'width	Router Model	IOS	CPE presentation	IOS Feature Notes
10Gb	Cisco ASR920-12CZ- A with 10G License	Metro IP	2 x 10G SFP+ 6 x 10/100/1000 Base-T RJ45	
1Gb	Cisco ISR4431 with PERF license	SEC	4 x 1G Flex WAN / LAN ports RJ45 / SFP Option	
500/1Gb	Cisco ISR4431	SEC	4 x 1G Flex WAN / LAN ports RJ45 / SFP Option	
200/1Gb	Cisco ISR4431	SEC	4 x 1G Flex WAN / LAN ports RJ45 / SFP Option	
100/100	Cisco ISR4321 with PERF license	SEC	2 x 1G WAN / LAN ports / 1 Flex SFP Option	
50/100	Cisco ISR 4321	SEC	2 x 1G WAN / LAN ports / 1 Flex SFP Option	
20/100	Cisco 867VAE	SEC	2 x 1G WAN / LAN ports / 4 x 100M LAN ports	
EFM	Cisco 867VAE	SEC	2 x 1G WAN / LAN ports / 4 x 100M LAN ports	
FTTC	Cisco 867VAE	SEC	2 x 1G WAN / LAN ports / 4	

Rating Agency information Please provide the ratings using the Rating Agencies identified (if appropriate) by the Customer in section B of this form, in accordance with Call Off Schedule 5.

Rated Organisation	Credit rating a	agency 1:	Credit rating agency 2:			
Completed as part of the HSCN accreditation	Credit Rating (Long Term)	Credit Rating Threshold	Credit Rating (Long Term)	Credit Rating Threshold		
Supplier						
DPS Guarantor Where the Supplier has a DPS Guarantor the full legal name and registered address is to be provided:						

Performance Monitoring & Reporting

Please provide details as required in part B of call-off Schedule 6 paragraph 1.2.

The service will be pro-actively monitored 24x365 by our Netview monitoring platform, supported by Solarwinds NMS management software which we can provide full access to via our secure portal. The managed router, service and underlying circuit connection, will be monitored for availability and performance 24 x7 x365. The monitoring platform performs ICMP PING polls of the managed routers every 5 minutes. Any lack of availability will be dealt with by the Service Desk team who will be the point of contact for any service related issues. All reporting is bespoke to the trusts needs.

Total contract value

Please provide an estimated total value (for the Call Off Period) as detailed in your attached response to the Customer's Statement of Requirements.

Section G Call Off Contract Award

Customer organisation:	see section A
Customer project reference	see section B
Supplier name	see section A
Unique Call Off Contract identifier	see section A

This Call Off Contract is awarded in accordance with the provisions of HSCN Access Services RM3825.

The Supplier shall supply the Services specified in this Order Form to the Customer on and subject to the terms of this Order Form and the Call Off Terms (together referred to as the "Call Off Contract") for the duration of the Call Off Contract Period.

The Customer confirms that no amendments other those identified in sections B and D of this form have been made to the Template Call Off Terms.

Call Off Commencement Date

The Call Off Contract Commencement Date will be the date of dispatch of this signed Order Form, by the Customer, to the successful Supplier, in accordance with DPS Schedule 4 (Call Off Procedures) paragraph 6 (Call Off Award Procedure).

SIGNATURES

For and behalf of the Supplier (at submission of General Tender Response) The supplier confirms upon signature that they are HSCN Compliant Stage 2

Name	
Job role/title	Financial Director
Signature	
Date	

For and on behalf of the Customer (at Call Off Contract award)

Name	
Job role/title	Director of Finance
Signature	
Date of dispatch	

Please note that the Order Form must be sent to a supplier by electronic means (in line with the Regulations governing a DPS.

Please see the DPS Platform for electronic contact details.

For Supplier use

KCHFT190718RM3825