

**ROTHERHAM METROPOLITAN BOROUGH COUNCIL**

<b>1.</b>	<b>Meeting:</b>	<b>Cabinet Member and Advisers for Finance</b>
<b>2.</b>	<b>Date:</b>	<b>Monday 15 September 2014</b>
<b>3.</b>	<b>Title:</b>	<b>Renewal of the Good for Enterprise Licence</b>
<b>4.</b>	<b>Directorate:</b>	<b>Environment and Development Services</b>

### **5. Summary**

The Council uses Good for Enterprise (GFE) as its mobile email application, and also as a mobile device management application.

The current charging agreement with Vodafone is per device and consists of an activation charge and an annual subscription charge per device. At present the authority has GFE installed on 351 devices, at an annual charge of £23K. If we keep with the current arrangements this amount will increase substantially over the next 1 to 3 years as a result of a large increase in the number of devices requiring GFE.

It is proposed to move to an annual subscription model for 1,200 user licenses for use on unlimited devices. The annual charge would be circa £41k; this would also give access to the Good Collaboration Suite. This would represent a saving of £55k per year when compared to projected costs using the current approach.

### **6. Recommendations:**

**The Cabinet Member for Finance is asked to:**

- **Approve a move to a 3 year subscription model via Vodafone for Good for Enterprise, and access to the Good Collaboration Suite, which gives additional benefits. This will cost £41k per year and will achieve savings in the region of £164K over the 3 year period.**
  - **Approve that the contract for Good for Enterprise be exempt from the provisions of standing order 48.1 (requirement to invite three to six tenders for contracts with a value of over £50k) and the contract be awarded to Good via Vodafone.**
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## 7. Proposals and Details

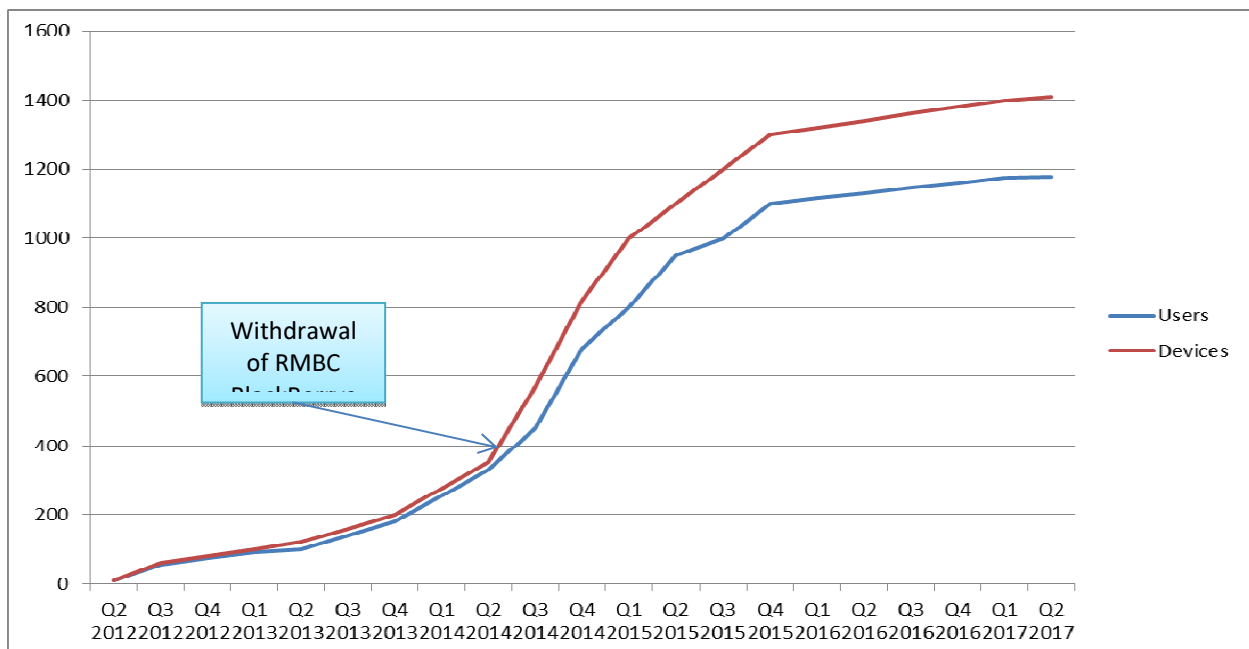
RMBC uses the Good for Enterprise (GfE) app to securely deliver RMBC data to smartphones and tablets. This includes email, calendar, contacts and Intranet access.

RMBC currently has to buy a GfE licence for each device that has the app installed. This costs RMBC £50 per device (one-off) and £5.50 per device per month ongoing. At present the authority has GfE installed on 351 devices, at an annual charge of £23K.

Demand for GfE will soon increase significantly – there are 2 reasons for this:

- 1) RMBC is ceasing to use BlackBerrys for mobile email and will be consolidating on a single mobile email platform (GfE). By the end of 2014 we will have retrieved BlackBerrys from over 500 employees and most of these will need to be replaced by a smartphone running GfE.
- 2) Most GfE users have a requirement to access the app from more than one device. Many officers typically have a smartphone and a tablet at home and wish to use email from both devices. Furthermore we are seeing a marked increase in the use of Android and iOS tablet computers for field workers and these need to have GfE installed (in addition to the app being on the officer's smartphone).

These changes mean that the number of GfE licences that the Council will be buying is set to increase sharply over the next few years. The graph below shows the growth (current and anticipated) in the use of GfE.



It is therefore necessary for RMBC to move from a per-device licence model to a per-user annual subscription model. By moving to a 1,200 user licence we can allow for each user to install GfE on an unlimited number of devices at no extra cost and with no upfront install fees. The annual charge for the new licencing model (3 year

contract) is £41k. The table below shows the savings which will be made as a result of moving to the new per-user model (based upon predicted growth in GfE usage).

Quarter	Users	Devices	Old Licencing Model		New Licencing Model		Saving New vs Old
			Setup Cost	Rental for Quarter	Setup Cost	Rental for Quarter	
Q3 2014	450	570	£10,950	£9,405	£0	£10,250	-£10,105
Q4 2014	680	820	£12,500	£13,530	£0	£10,250	-£15,780
Q1 2015	800	1000	£9,000	£16,500	£0	£10,250	-£15,250
Q2 2015	950	1100	£5,000	£18,150	£0	£10,250	-£12,900
Q3 2015	1000	1200	£5,000	£19,800	£0	£10,250	-£14,550
Q4 2015	1100	1300	£5,000	£21,450	£0	£10,250	-£16,200
Q1 2016	1115	1320	£1,000	£21,780	£0	£10,250	-£12,530
Q2 2016	1130	1340	£1,000	£22,110	£0	£10,250	-£12,860
Q3 2016	1145	1360	£1,000	£22,440	£0	£10,250	-£13,190
Q4 2016	1160	1380	£1,000	£22,770	£0	£10,250	-£13,520
Q1 2017	1175	1400	£1,000	£23,100	£0	£10,250	-£13,850
Q2 2017	1180	1410	£500	£23,265	£0	£10,250	-£13,515
						<b>Total saving over 3 years</b>	<b>£164,250</b>

In addition to these cost savings (or cost avoidance) the new licencing model affords RMBC access to extra features within the Good suite of products, including the ability to more easily deploy apps and data to devices and to better control the security settings for each device.

### 7.1 Procurement

Good is a proprietary software and cannot be obtained from anyone else. However, good do not deal directly with their customers; instead they use an intermediary reseller.

In March 2012 RMBC selected Vodafone as our GfE reseller based upon an assessment of the quality of their service and low margins which they apply to the software they sell. Good have advised that Vodafone's pricing, as negotiated by RMBC Procurement, is currently the best in the UK. In light of this, and the costs that would be involved with re-tendering the re-seller contract, it is proposed to award the contract to Good via Vodafone.

RMBC will continue to regularly test the Good reseller market to ensure the best value for money for the Council.

## **8. Finance**

The £41k per annum will come from ICT Change budget as is current practice for the existing GfE licences (£23k per annum).

There will be no install charges, but users will be each recharged £5.50 per month for the usage of GfE as is the current arrangement.

## **9. Risks and Uncertainties**

Without a PSN accredited mobile device management solution we are unable to protect RMBC's data and retain our PSN connection.

## **10. Policy and Performance Agenda Implications**

Mobile computing is considered a key tool in increasing employee performance and productivity.

## **11. Background Papers and Consultation**

- Corporate ICT, Information Governance and Web Strategy Board
- Consultation with RMBC ICT and Procurement Teams
- RMBC ICT Strategy

## **12. Contact Names:**

- Richard Copley, Corporate ICT Manager
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