



Pwyllgor Cyllid a Pherfformiad/ Finance and Performance Committee

DYDDIAD Y CYFARFOD: DATE OF MEETING:	27 August 2026
TEITL YR ADRODDIAD: TITLE OF REPORT:	Procurement Report
CYFARWYDDWR ARWEINIOL: LEAD DIRECTOR:	Huw Thomas, Executive Director of Finance
SWYDDOG ADRODD: REPORTING OFFICER:	Gemma Deverill, Deputy Head of Procurement

Pwrpas yr Adroddiad (dewiswch fel yn addas)

Purpose of the Report (select as appropriate)

Ar Gyfer Penderfyniad/ For Decision

ADRODDIAD SCAA SBAR REPORT

Sefyllfa / Situation

The purpose of this report is to inform Members of the outcome of the following procurement exercises which have been undertaken on behalf of Hywel Dda University Health Board (HDdUHB). In line with Welsh Government (WG) approval procedures, the Health Board is required to approve the following new contract, as it has a cumulative contract value in excess of £1m over the term of the contract for HDdUHB.

Cefndir / Background

1. Procurement Outcomes:

a) Rubrik Portfolio Renewal

Proposed Outcome

Duration of Contract	Supplier	Current Annual Contract Value (Ex VAT)	Proposed Annual Value of New Contract (Ex VAT)	Maximum Anticipated Total Value of New Contract (Ex VAT)
01 October 2026 to 30 September 2030 with an option to extend to 30 September 2032	TBC - This will be confirmed post FPC and will be included within the Board paper.	£350,000.00	TBC	£2,100,000.00

b) Telephony Modernisation Subscription Renewal

Proposed Outcome

Duration of Contract	Supplier	Current Annual Contract Value (Ex VAT)	Proposed Annual Value of New Contract (Ex VAT)	Proposed Total Value of New Contract (Ex VAT)
01 October 2026 to 30 September 2028 with an option to extend to 30 September 2029	Maintel Europe Limited	£361,959.70	£333,327.02	Initial Contract Value £666,654.04 Total Inc Extensions £999,981.06

c) Contract Change Notice for The Microsoft Enterprise Agreement

Duration of Contract	Supplier	Current Annual Contract Value (Ex VAT)	Proposed Annual Value of New Contract (Ex VAT)	Proposed Total Value of New Contract (Ex VAT)
14 October 2026 – 13 October 2027	Trustmarque Solutions Limited	£4,651,324.93	£4,907,956.87	£23,513,256.61

Asesiad / Assessment

1. Procurement Outcomes:

a) Proposed outcome for the tender exercise: **Rubrik Portfolio Renewal**

HDdUHB Digital Directorate are looking to award a contract to renew their current Rubrik licence portfolio into one co-termed agreement. Rubrik technology forms a critical component of the Health Board's Cyber Security and Data Protection Framework, providing immutable backup, rapid recovery, ransomware detection, and protection of highly sensitive clinical and corporate data. The solutions are used extensively across the organisation to safeguard confidential patient information and ensure HDdUHB can maintain continuity of services in the event of a cyber incident, system failure, or malicious attack.

Over several years, HDdUHB has procured multiple Rubrik solutions as detailed below under separate contracts to support different elements of its cyber resilience and data protection strategy. These contracts now have varying expiry dates and support arrangements, creating operational complexity and increased administrative overhead. The new contract will co-term these arrangements.

Contract Title	Contract Start Date	Current Contract End Date
Rubrik Backup Licences	01/01/2025	30/09/2026
Rubrik Solution for Medical Records	01/02/2024	31/01/2027
Rubrik Microsoft Office 365 Solution	01/04/2024	31/03/2027
Rubrik Cloud Archive	05/05/2026	04/05/2027

It is important to note the Rubrik Solution for Medical Records may not require renewal following expiry at the end of January 2027 due to the renewal of the Health Board's Electronic Document and Records Management System (EDRMS) which is likely to move these patient records away from on premise storage.

A mini competition exercise has been undertaken utilising the Welsh Government Commercial Delivery (WGCD) Framework Agreement for IT Products and Services (iii) under Lot 2 Software. Confirmation of awarded provider(s) will be included within the Board paper.

The contract term will be from 01 October 2026 to 30 September 2030, with an option to extend until 30 September 2032.

b) Proposed outcome for the tender exercise: Telephony Modernisation Subscription Renewal

HDdUHB Digital Directorate is seeking approval to renew its existing telephony modernisation contract with Maintel via a direct award through the CCS Network Services 3 Framework.

The current solution supports around 6,000 telephony devices across the Health Board and includes a fully managed, cloud-hosted Mitel telephony platform. Services provided include hosting, maintenance, updates, disaster recovery, business continuity, performance monitoring, capacity management, and technical support.

The telephony modernisation programme is approximately 90% complete. Significant investment has already been made in migrating from legacy on-premises systems and moving to a different supplier now would require another large-scale migration affecting 6,000 devices, creating additional costs, operational disruption, staff retraining requirements and increased delivery and service risks. Remaining work includes migrating 129 PSTN lines before the national PSTN switch-off at the end of 2026 and replacing the Bronglais General Hospital DECT infrastructure, expected by March 2027 subject to capital funding.

Once the current programme is complete, all telephony services will operate within a single cloud environment, making any future procurement and migration much simpler. Digital Services estimate 12 months to conduct a competitive procurement exercise and a further 12 months for implementation and migration if a new provider is selected. The proposed extension provides sufficient time to complete the current programme and undertake a full competitive procurement process in the future.

The proposed direct award will:

- Maintain continuity of a critical communication service.
- Avoid unnecessary implementation and migration costs.
- Reduce operational risk.

- Deliver a cash-releasing saving of £28,632.68 (ex VAT) in the first year of the contract.

Approval is sought to direct award of the telephony contract to Maintel via the CCS Network Services 3 Framework to enable completion of the telephony modernisation programme, maintain service continuity, and achieve cost savings while preparing for a future competitive procurement exercise.

c) Proposed contract change notice: **The Microsoft Enterprise Agreement**

Digital Health and Care Wales (DHCW) have established a national Microsoft Enterprise Agreement on behalf of NHS Wales organisations. Microsoft technologies form a critical component of the Health Board's digital infrastructure and support a wide range of clinical, operational and corporate systems.

Approval is sought for a Contract Change Notice (CCN) to add 400 Microsoft Windows 10 Extended Security Licences to the existing agreement. The additional licences are required to support the Health Board's Windows 10 asset migration and replacement programme by maintaining security updates, bug fixes and technical support for all Windows 10 assets whilst they are replaced.

The proposed change remains within the original scope and purpose of the contract and will support ongoing digital service delivery.

The proposed value of the CCN is £35,352.00 (excl. VAT), increasing the total contract value to £23,513,256.61 (excl. VAT).

Argymhelliad / Recommendation

The Finance and Performance Committee is asked to scrutinise and recommend for Board to:

- **APPROVE** the award of the Rubrik Portfolio contract renewal from the 01 October 2026 to the 30 September 2030 with an option to extend to 30 September 2032 at a maximum anticipated total contract value of £2,100,000.00 ex VAT. This contract will have onwads submission to HDdUHB Public Board, Velindre NHS Trust (as hosts of NHS Wales Shared Services Partnership).
- **APPROVE** the award of the Telephony Modernisation Subscription Renewal from 01 October 2026 to 30 September 2028 with the option to extend to 30 September 2029 with total contract value of £999,981.06 ex VAT. This contract will have onwads submission to HDdUHB Public Board, Velindre NHS Trust (as hosts of NHS Wales Shared Services Partnership).
- **APPROVE** the Contract Change Notice for the Microsoft Enterprise Agreement increasing the total contract value to £23.513,256.61 ex VAT. This contract will have onwads submission to HDdUHB Public Board, Velindre NHS Trust (as hosts of NHS Wales Shared Services Partnership).

Amcanion: (rhaid cwblhau)

Objectives: (must be completed)

Cyfeirnod Cylch Gorchwyl y Pwyllgor:	3.1.9 Conduct detailed scrutiny of all aspects of
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Committee ToR Reference:	financial performance, the financial implications of significant revenue expenditure (all those over £1million requiring Board approval), business cases (except those that are capital and digital in nature), projects, and proposed investment decisions on behalf of the Board. 3.1.10 Scrutinise major procurements plans and tenders, and provide assurance to the Board as part of its approval process.
Cyfeirnod Cofrestr Risg Datix, Teitl a Sgôr Risg Cyfredol: Datix Risk Register Reference and Score:	Not Applicable
Parthau Ansawdd: Domains of Quality Quality and Engagement Act (sharepoint.com)	7. All apply
Galluogwyr Ansawdd: Enablers of Quality: Quality and Engagement Act (sharepoint.com)	6. All Apply
Amcanion Strategol y BIP: UHB Strategic Objectives:	All Strategic Objectives are applicable
Nodau Cynllunio 2026/27 Planning Goals 2026/27	All Planning Goals Apply
Hypergwyswllt i Amcanion Llesiant HDdUHB 2026 Hyperlink to HDdUHB Well-being Objectives 2026	9. All HDdUHB Well-being Objectives apply
Model Cymdeithasol ar gyfer Iechyd a Llesiant : (wedi'i gwblhau ar gyfer newid strategol a/neu newidiadau sylweddol i wasanaethau) A Social Model for Health and Wellbeing : (complete for strategic	Not Applicable

<i>change and/or significant service changes)</i>	
Gwybodaeth Ychwanegol: Further Information:	
Ar sail tystiolaeth: Evidence Base:	Not Applicable
Rhestr Termau: Glossary of Terms:	Not Applicable
Partïon / Pwyllgorau â ymgynhorwyd ymlaen llaw y cyfarfod hwn: Parties / Committees consulted prior to this meeting:	Not Applicable

Effaith: (rhaid cwblhau) Impact: (must be completed)	
Ariannol / Gwerth am Arian: Financial / Service:	Not Applicable
Ansawdd / Gofal Claf: Quality / Patient Care:	Not Applicable
Gweithlu: Workforce:	Not Applicable
Tegwch Iechyd: Health Equity:	Not Applicable
Risg: Risk:	Not Applicable
Cyfreithiol: Legal:	Not Applicable
Enw Da: Reputational:	Not Applicable

Gyfrinachedd: Privacy:	Not Applicable
Cydraddoldeb: Equality:	Not Applicable