

Reseller process

The reseller framework provides a compliant route to market. The process is as follows:

1. RFP is submitted via the reseller framework, which will detail the type of licence or support and maintenance etc., and who to get it from
2. There are 5 resellers on the framework which will contact the relevant supplier you have specified, and ask for a quote
3. The supplier will then provide a quote back to the resellers that requested the quote
4. The Resellers (not the supplier) will then return quotes (in the form of the RFP) via the tender portal to the GLA, with a slight mark-up (1-3% on top of the quoted price) – how much they mark-up is the competition element as they will all be different
5. You then select the most competitive quote, and we award the contract to the reseller
6. You sign a contract with the winning reseller (and if a software licence – will be based on the licence suppliers T and C's), and the reseller signs a contract with the supplier. (note: this facilitates the payment process)
7. You pay the reseller, and they pay the supplier
8. You will still have day to day contact with the supplier of the licence or Support and maintenance as specified etc as you currently have – nothing will change, other than the payment route.

I would suggest you contact the relevant supplier and make them aware that the procurement route for the licence/maintenance and support will be via one of the resellers and that if they are contacted by one of the below resellers, they should provide them with the quote – and not send it to the GLA.

When raising a PO, you will raise it to the relevant reseller who won the bid, and they will pay the supplier.

Resellers are:

- Computacenter
- SCC
- CDW
- Insight
- Probrand