



## Buyers' Guide

# Cyber Security Penetration Testing Services Framework

A guide for organisations on how to procure services using this framework.

## What is the Cyber Security Penetration Testing Services Framework?

This Framework has been set up in order to streamline the process for police forces and other agencies, of procuring Pen Test suppliers for their annual IT Health Check and any additional Pen Test services they may require. The Framework will provide access to assured Pen Test suppliers.

There is the option to either direct award to a supplier on the Framework or, if there are specific requirements, carry out a mini competition. In order to assist with budgeting constraints, the suppliers have agreed fixed day rates for the duration of the Framework.

## Who can use this Framework?

It is anticipated that this Framework Agreement will primarily be used by police forces, but there is the opportunity for other emergency services and the contracting authorities listed in the contracting bodies document on the Knowledge Hub ([link below](#)) to access and utilise the Framework.

## How long can the contract/ Framework be for?

The Framework will be available for a period of two years from 1<sup>st</sup> December 2021 until 30<sup>th</sup> November 2023. There is the option for the Company to extend the Framework for a further two renewal periods of 12 months each.

The length of the Call-off Contracts will vary depending on the services required. There will be no minimum term and Call-Off Contracts may be entered into at any time during the term of the Framework and may extend beyond its expiry.



## Benefits

The following table summarises key benefits available under this framework:

Benefit	Description
Procurement timelines	Shortened procurement time as advertisement in OJEU and Request to Participate stage has already been undertaken.
Direct award capability	Reduced timescales by having the ability to direct award to the chosen Framework supplier.
Increased competition	Encouraging competition by carrying out mini competitions between Framework suppliers.
Value for money	The Framework represents value for money, with rates fixed for the duration of the Framework.
Social value	Social value benefits may be available to Authorities dependent on the Framework supplier.
Standards	Consistent and robust national standards.

## How to use the Framework

A Contracting Authority will need to determine whether its pen testing requirements can be met by the suppliers on the Framework, that all of the terms of the proposed contract are specified in the Framework Agreement and that the call-off terms and conditions do not require material amendment. If so, then a direct award without re-opening the competition will apply.

If a Contracting Authority requires the suppliers to develop proposals or a solution to meet specific requirements and/or it's not possible to determine which of the suppliers is able to provide the best value and/or the call-off terms and conditions need to be amended or refined to reflect the requirements, then a mini competition must be undertaken.

The Contracting Authority is responsible for producing the specification, pricing schedule and other documentation required to undertake a mini competition. An overview of the required steps for both processes is detailed below.

### Direct Award without re-opening competition

Stage	Action	Process
Step 1	Notification	Contracting Authority should notify the Police Digital Service that you are considering an award to a framework supplier.
Step 2	Requirements	Develop a statement of requirements setting out your requirements for the available services.
Step 3	Supplier Selection	Identify the supplier(s) capable of meeting the Authority's statement of requirements and invite those suppliers to provide a quotation in order to establish which of the framework suppliers provides the Most Economically Advantageous Tender.
Step 4	Order Form	Once the successful framework supplier is chosen, the Authority shall enter into a call-off contract by completing the order form with the selected supplier. It is the responsibility of the Authority to complete the order form and send through to the supplier. A copy of the order form must also be sent to the Police Digital Service.

## Mini Competition Procedure

Stage	Action	Process
Step 1	Notification	Contracting Authority should notify the Police Digital Service that you are considering an award to a Framework supplier.
Step 2	Requirements	The Contracting Authority will be required to develop a statement setting out your requirements and identifying the framework suppliers capable of meeting those requirements.
Step 3	Terms and Conditions	The Contracting Authority will refine the call-off terms and conditions to reflect your requirements only to the extent permitted by and in accordance with the requirements of the Public Contracts Regulations 2015.
Step 4	Mini Competition	All suppliers should be invited to tender against the requirements. The award criteria detailed in the table below should be applied when carrying out a mini competition.
Step 5	Order Form	The supplier that demonstrates it can provide the most economically advantageous solution, should be awarded the contract. The Authority shall enter into a call-off contract by completing the order form with the successful supplier. It is the responsibility of the Authority to raise and complete the order form and send it through to the supplier. A copy of the order must also be sent to the Police Digital Service.

## Award Criteria

Criteria	Sub Criteria (where applicable)	Percentage Weightings range (total = 100)
Price		30-60%
Quality	Geographical coverage Social Value Reporting Retesting Security Developed Vetting False positives	40-70%

Full details of the Ordering Procedure is set out in the Framework Agreement which will be available to access on the Knowledge Hub. Details on how to access the Knowledge Hub are detailed below.

## Supplier Management

The Pen Testing Framework has been set up and entered into by the Company. There are eight Framework Suppliers as follows. Please refer to the PDS Knowledge Hub for further information about the suppliers under Supplier Profiles:

Supplier	Contact Details
Aristi Limited	<a href="mailto:michael.palmer@aristi.co.uk">michael.palmer@aristi.co.uk</a>
Bridewell Consulting Limited	<a href="mailto:jasper.marlow@bridewellconsulting.com">jasper.marlow@bridewellconsulting.com</a>
Commissum Associates Limited	<a href="mailto:alexander.northwood@commissum.com">alexander.northwood@commissum.com</a>
Cyberfort Limited	<a href="mailto:simon.jones@cyberfortgroup.com">simon.jones@cyberfortgroup.com</a>
Fidus Information Security Limited	<a href="mailto:Max@fidusinfosec.com">Max@fidusinfosec.com</a> (Max Scarrot)
MTI Technology Group Limited	<a href="mailto:kviravec@mti.com">kviravec@mti.com</a> (Kevin Viravec)
Rootshell Security Ltd	<a href="mailto:anne.sankey@rootshellsecurity.net">anne.sankey@rootshellsecurity.net</a>
Trustmarque Solutions Limited	<a href="mailto:rob.east@trustmarque.com">rob.east@trustmarque.com</a>

## Management Charge

There is a management charge payable by the framework suppliers to the Company of 1% of the total charges, excluding VAT for all call-off contracts entered into through this Framework. This will be included in the prices quoted

## Police Digital Service Knowledge Hub

This Buyers Guide, FAQs on how to transact business and details of existing commercial deals available to UK policing can be accessed via the PDS Knowledge Hub at <https://knowledgehub.group/cyber-security-penetration-testing-services-framework>. If you are not yet registered with the Knowledge Hub, you will need to complete the simple registration process first and ask to join the Cyber Security Penetration Testing group.

## Contacting us

If you have any further questions regarding this opportunity, please contact our Helpdesk on [Commercial@pds.police.uk](mailto:Commercial@pds.police.uk)

## Public Procurement references

Set out below is reference and a link to the underlying procurement documentation.

Contract Notice Reference Number:	2021-572622
Framework Name:	Cyber Security Penetration Testing Services Framework
Start Date:	1 <sup>st</sup> December 2021
End Date:	30 <sup>th</sup> November 2023
Value:	£1,000,000.00
Suppliers:	8
Primary CPV Code:	72254100