



A guide to Procurement Frameworks

XMA's essential public sector buying manual

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Contents

- 3** Why XMA?
- 8** Ready to buy?
- 9** Industry selector
- 10** Central Government
- 14** Defence
- 18** Local Government and Healthcare
- 22** Blue Light
- 26** Education
- 31** Get started

XMA: We Make Frameworks Work For You

Stuck in a procurement maze? Let XMA be your tech compass. We navigate complex frameworks with expertise, granting you access to industry-leading technologies and achieving seamless project outcomes.

With over 40+ successful frameworks in our current portfolio, XMA stands as a trusted partner for organisations of all sizes and sectors. Our team of seasoned professionals possesses deep insights into the nuances of frameworks procurement, ensuring that your projects are executed seamlessly.

Tired of lengthy, resource-draining bids? XMA streamlines the process, offering a single door to a broad selection of ICT Frameworks from trusted suppliers. All covered through compliant Public Sector Procurement procedures, so you can focus on what matters.

With XMA, forget procurement headaches. Our agreements often include installation, training, and ongoing support – we handle the intricacies, letting you focus on your core business.

XMA allows you to go beyond the ordinary. Exclusive framework agreements unlock not just the latest tech, but wider supply chains and optimised costs. Our experts negotiate the best deals, maximising your ROI.

When you choose XMA, you're aligning yourself with a team of industry leaders committed to providing exceptional service and delivering tangible results. Let us help you simplify the procurement process, optimise your costs, and gain access to the latest technological advancements.

Just a few of our most important frameworks...

...in a few of our most important sectors

Central Government

Defence

Local Government

Healthcare

Blue Light

Education

Scotland, Wales & Northern Ireland

Crown
Commercial
Service
Supplier



NHS
North of England
Commercial Procurement Collaborative

gcnp y gwasanaeth caffael cenedlaethol
national procurement service

NHS
Shared Business Services

HEALTHTRUST EUROPE

Scottish Government
Riaghaltas na h-Alba

Why XMA are industry leaders

Get the most from your frameworks with XMA. We deliver the right technology, boost your performance, and keep you compliant, all seamlessly.

- **With over 35 years of experience, you're in safe hands.** XMA are on over 40+ Public Sector Frameworks, which is testament to our capability, capacity, and expertise.
- **Streamline your procurement with XMA:** Access any combination of ICT products, software, and services through compliant frameworks, anywhere in the UK.
- **Get the best value, guaranteed:** Our dedicated framework experts find the most cost-effective and compliant routes for your specific needs.
- **Experience consistent quality, year after year:** We're consistently ranked among the top 10 suppliers on all major CCS frameworks, with a proven track record of exceeding expectations.
- **Leverage our deep expertise:** You get access to a team of seasoned professionals who know the ins and outs of every framework, so you can be sure you're always making the right decisions.
- **Compliance made easy:** Our independently audited processes ensure peace of mind throughout your procurement journey.
- **Future-proof your IT:** We constantly expand our services to keep you ahead of the curve, with multi-framework options for cloud, security, IoT, and more.
- **Gain an advantage with our Passthrough service.** We operate a successful passthrough service which allows Public Sector Customers to access SME and niche partner services which are led with XMA as Contractual Prime on a Framework, with all commitments flowed down to the selected partner. This allows our customers to compliantly procure Services through the most appropriate Framework with XMA operating as a true Reseller partner.
- **Proven results, quantified:** We help public sector organisations manage over £300 million in annual IT spend, and continue to grow with the largest spend increase on across multiple Public Sector ICT Frameworks.



Meet the Bids & Frameworks Team

The Frameworks team has a deep understanding of the various procedures for each framework. Combined, we have multiple decades' experience of getting the maximum value of Frameworks, ITTs, RFQs and Direct Awards.

The Bid team comprises of experienced bid managers who deal with over 200 bids and proposals monthly. Their in-depth understanding of bid processes means they can recognise and support any kind of relevant bid.



Kelvin Lee

Chief Operating Officer

Former category Director – Technology

Crown Commercial Services



Lucy Miller

Supply Chain Director

Former Associate Commercial Specialist – Technology Products & Services

Crown Commercial Services



Darren Howe

Strategy, Commercial Development & ESG Director

Former Deputy Director – Technology

Crown Commercial Services



Carl Veselis

Framework Manager

With a 25-year career delivering IT Solutions for customers, with the last 10 years within providing Framework Management within XMA, Carl has a deep understanding of the challenges facing the Public Sector in achieving cost effective and compliant routes to purchase and is proud to support this process for our Customers.



Sean Scargill

Bids and Frameworks Director

Leveraging 35 years of IT solutions expertise, Sean has dedicated the last 10 years to spear-heading the Bids team within XMA. He possesses a profound understanding of the public sector's unique challenges in achieving cost-effective and compliant procurement pathways. Sean takes pride in supporting our customers through this critical process.

Experience with frameworks is at the heart of XMA
Our team have a depth of Framework understanding, both as
Supplier and Framework Architects.

Ready to buy? XMA makes it easy

Let XMA take the strain when it comes to finding the right Framework for your sector. If you're ready to buy, click on **'Yes'** and we'll take you, step-by-step, to the right place.



Are you ready
to buy?

YES



Central Government

Defence

Local Government and Healthcare

Including charities and housing associations

Blue Light

Emergency services

Education

[Why XMA?](#)

[Ready to Buy?](#)

[Industry selector](#)

[Central Government](#)

[Defence](#)

[Local Government and Healthcare](#)

[Blue Light](#)

[Education](#)

[Get started](#)

Central Government

Infrastructure

Client

Applicable for Direct Award

Cloud & IT Services

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6098 Technology Products & Associated Services 2 (Tepas 2) Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.	Any	Any
Efficiency East Midlands Enables public sector bodies to access a wide range of technology products and services.	Any	Any
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link 3 For all End User Device requirements for both the NHS and wider Public Sector.	Any	Any
Web Based and Proprietary Client Devices Framework A single supplier framework for the provision of web based and proprietary client devices and associated services. (Scotland only)	Web Based and Proprietary Client Devices	Apple, Microsoft and Chrome
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any

For specific
Infrastructure Security /
ation

Central Government

Infrastructure

Client

Cloud & IT Services

Applicable for Direct Award

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6100 Technology Services 3 Technology strategising, digital transformation, operational and data management and end-user services.	Any	Can include Hardware
CCS RM6292 Cloud Compute 2 Value Added Reseller of Cloud Service Supplier partners and Professional Services	VAR and Professional Services	Google
G Cloud 14 An online catalogue that helps public sector customers to buy cloud-based solutions.	Cloud Hosting / Cloud Software Cloud Support	Hosting and Software Vendor specific Cloud Implementation / Infrastructure Security / Smarter Working / Cloud Migration
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link Digital Workplace Solutions SBS / 19 / AB / WAB / 9411 Sources consumer-oriented technologies across a wide range of IT infrastructure, hardware and software supplies.	Any	Any
Total Technology Solutions For healthcare authorities to purchase ICT hardware, software, services and complete end-to-end solutions.	Any	Any
NHS SBS Cloud Solutions 2 (SBS10256) Framework Agreement for the supply of Cloud Services	Any	Any
Digital Service DPS (Scottish government) Provides for a range of digital technology skills, including cyber expertise, as well as supporting the delivery of agile projects. (Scotland only)	Digital Projects & Cyber Security Services	Not Applicable
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any

FRAMEWORK

TECHNOLOGIES

VENDOR

CCS RM6098 Technology Products & Associated Services 2 (Tepas 2)
 Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.

Any

Any

Health Trust Europe (ComIT3)
 Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.

Any

Any

Link 3
 For all End User Device requirements for both the NHS and wider Public Sector

Any

Any

NPS Wales
 For the supply of IT Products and Services in Wales. [\(Wales only\)](#)

All

Any

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6100 Technology Services 3 CCS Framework for technology strategising, digital transformation, operational and data management and end-user services.	Any	Can include Hardware
CCS RM6292 Cloud Compute 2 Value Added Reseller of Cloud Service Supplier partners and Professional Services.	VAR and Professional Services	Google
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
G Cloud 14 An online catalogue that helps public sector customers to buy cloud-based solutions.	Cloud Hosting / Cloud Software Cloud Support	Hosting and Software Vendor specific Cloud Implementation / Infrastructure Security / Smarter Working / Cloud Migration
Link Digital Workplace Solutions SBS / 19 / AB / WAB / 9411 Sources consumer-oriented technologies across a wide range of IT infrastructure, hardware and software supplies.	Any	Any
Total Technology Solutions For healthcare authorities to purchase ICT hardware, software, services and complete end-to-end solutions.	Any	Any
NHS SBS Cloud Solutions 2 (SBS10256) Framework Agreement for the supply of Cloud Services	Any	Any
Digital Service DPS (Scottish government) Provides for a range of digital technology skills, including cyber expertise, as well as supporting the delivery of agile projects. (Scotland only)	Digital Projects & Cyber Security Services	Not Applicable
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any

Local Government and Healthcare

Infrastructure

Client

Applicable for Direct Award

Cloud & IT Services

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6098 Technology Products & Associated Services 2 (Tepas 2) Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.	Any	Any
Efficiency East Midlands Enables public sector bodies to access a wide range of technology products and services.	Any	Any
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link 3 For all End User Device requirements for both the NHS and wider Public Sector.	Any	Any
Web Based and Proprietary Client Devices Framework A single supplier framework for the provision of web based and proprietary client devices and associated services. (Scotland only)	Web Based and Proprietary Client Devices	Apple, Microsoft and Chrome
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any

or specific
Cloud
Security /
on

Local Government and Healthcare

Infrastructure

Client

Cloud & IT Services

Applicable for Direct Award

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
<p>CCS RM6100 Technology Services 3 CCS Framework for technology strategising, digital transformation, operational and data management and end-user services.</p>	Any	Can include Hardware
<p>CCS RM6292 Cloud Compute 2 Value Added Reseller of Cloud Service Supplier partners and Professional Services</p>	VAR and Professional Services	Google and Microsoft
<p>Efficiency East Midlands Enables public sector bodies to access a wide range of technology products and services.</p>	Any	Any
<p>G Cloud 14 An online catalogue that helps public sector customers to buy cloud-based solutions.</p>	Cloud Hosting / Cloud Software Cloud Support	Hosting and Software Vendor specific XMA Branded services including: Cloud Implementation / Infrastructure Security / Smarter Working / Cloud Migration
<p>Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.</p>	Any	Any
<p>Link Digital Workplace Solutions SBS / 19 / AB / WAB / 9411 Sources consumer-oriented technologies across a wide range of IT infrastructure, hardware and software supplies.</p>	Any	Any
<p>Total Technology Solutions For healthcare authorities to purchase ICT hardware, software, services and complete end-to-end solutions.</p>	Any	Any
<p>NHS SBS Cloud Solutions 2 (SBS10256) Framework Agreement for the supply of Cloud Services</p>	Any	Any
<p>Digital Service DPS (Scottish government) Provides for a range of digital technology skills, including cyber expertise, as well as supporting the delivery of agile projects. (Scotland only)</p>	Digital Projects & Cyber Security Services	Any
<p>NPS Wales For the supply of IT Products and Services in Wales. (Wales only)</p>	All	Any

and Chrome

Local Government and Healthcare

Infrastructure Client Cloud & IT Services **Print** Applicable for Direct Award

Infrastructure Client Cloud & IT Services

Client specific
e.g. Cloud
Security /
Migration

and Chrome

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6299 Office Solutions Lot 2 (EoS) Meets every element of office supply needs for the public sector.	Consumables	Any
CCS RM6174 Provides multifunctional devices, print services, technical resources, digital workflow, and cloud solutions for digital transition and print consultancy services.	All print	Any
Managed Print Solutions Framework Multi supplier national framework for the provision of office equipment and managed print services. (Scotland only)		Any
Yorkshire Purchasing Organisation For electronic office supplies designed to meet the needs of all public sector organisations.	Consumables	Any

Blue Light

Infrastructure

Applicable for Direct Award

Client

Cloud & IT Services

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6098 Technology Products & Associated Services 2 (Tepas 2) Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.	Any Hardware and associated services	Any
CCS RM6116 Network Services 3 For providing the public sector with telecommunications products and services, from traditional telephony to unified communications systems.	LAN Networking and IoT	Any
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link Digital Workplace Solutions SBS / 19 / AB / WAB / 9411 Sources consumer-oriented technologies across a wide range of IT infrastructure, hardware and software supplies.	Any	Any
Total Technology Solutions For healthcare authorities to purchase ICT hardware, software, services and complete end-to-end solutions.	Any	Any
NHS SBS Cloud Solutions 2 (SBS10256)	Any	Any
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any
Technology Peripherals and Infrastructure Framework (Scotland only)	Complex Infrastructure projects	Any

	or specific ng: Cloud re Security / ation	
oft and Chrome		

Blue Light

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6098 Technology Products & Associated Services 2 (Tepas 2) Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.	Any	Any
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link 3 For all End User Device requirements for both the NHS and wider Public Sector.	Any	Any
Web Based and Proprietary Client Devices Framework A single supplier framework for the provision of web based and proprietary client devices and associated services. (Scotland only)	Web Based and Proprietary Client Devices	Apple, Microsoft and Chrome
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any

or specific
 eg: Cloud
 Security /
 ation

Blue Light

Infrastructure

Client

**Cloud &
IT Services**
 Applicable for Direct Award

Print

FRAMEWORK

TECHNOLOGIES

VENDOR

CCS RM6098 Technology Products & Associated Services 2 (Tepas 2)

Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.

Any

Any

CCS RM6100 Technology Services 3

CCS Framework for technology strategising, digital transformation, operational and data management and end-user services.

Any

Can include Hardware

CCS RM6292 Cloud Compute 2

Value Added Reseller of Cloud Service Supplier partners and Professional Services

VAR and Professional Services

Google and Microsoft

G Cloud 14

An online catalogue that helps public sector customers to buy cloud-based solutions.

**Cloud Hosting / Cloud Software
Cloud Support**
Hosting and Software Vendor specific
 XMA Branded services including: Cloud Implementation / Infrastructure Security / Smarter Working / Cloud Migration

Health Trust Europe (ComIT3)

Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.

Any

Any

Link Digital Workplace Solutions SBS / 19 / AB / WAB / 9411

Sources consumer-oriented technologies across a wide range of IT infrastructure, hardware and software supplies.

Any

Any

Total Technology Solutions

For healthcare authorities to purchase ICT hardware, software, services and complete end-to-end solutions.

Any

Any

NHS SBS Cloud Solutions 2 (SBS10256)

Framework Agreement for the supply of Cloud Services

Any

Any

NPS Wales

For the supply of IT Products and Services in Wales. [\(Wales only\)](#)

All

Any

[Why XMA?](#)
[Ready to Buy?](#)
[Industry selector](#)
[Central Government](#)
[Defence](#)
[Local Government
and Healthcare](#)
Blue Light
[Education](#)
[Get started](#)

Education

Infrastructure 1

Applicable for Direct Award

2

Client

Cloud & IT Services

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
CCS RM6098 Technology Products & Associated Services 2 (Tepas 2) Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.	Any Hardware and associated services	Any
CCS RM6116 Network Services 3 For providing the public sector with telecommunications products and services, from traditional telephony to unified communications systems.	LAN Networking and IoT	Any
Efficiency East Midlands Enables public sector bodies to access a wide range of technology products and services.	Any	Any
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link Digital Workplace Solutions SBS / 19 / AB / WAB / 9411 Sources consumer-oriented technologies across a wide range of IT infrastructure, hardware and software supplies.	Any	Any
Servers, Storage and Solutions National Agreement (SSSNA) Covers the provision of servers, storage and solutions, including converged infrastructure and end to end solutions. (HE only)	Server & storage solutions	Any nominated
Total Technology Solutions For healthcare authorities to purchase ICT hardware, software, services and complete end-to-end solutions.	Any	Any

Vendor specific including: Cloud structure Security / Migration

t and Chrome

Education

Infrastructure 1 2

Client Applicable for Direct Award

Cloud & IT Services

Print

FRAMEWORK	TECHNOLOGIES	VENDOR
Apple Framework Agreement (ITS6004HW) The supply of Apple Hardware and Services (HE only)	Devices, Accessories and Associated Services	Apple
CCS RM6098 Technology Products & Associated Services 2 (Tepas 2) Framework for IT Hardware, Software and Sustainable IT and Services across the entire Public Sector.	Any	Any
CPC ICT Hardware & Peripherals (Schools only)	Desktop and Laptops	Any
Health Trust Europe (ComIT3) Provides a route to market for all IT requirements, including ICT for hardware, software applications and security.	Any	Any
Link 3 For all End User Device requirements for both the NHS and wider Public Sector.	Any	Any
National Desktops and Notebook Agreement (NDNA) For desktop and notebook computers working on Windows, Linux, Chrome and other standard operating systems. (Apple OS is covered on other Frameworks.) (HE only)	Desktop and Laptops	HP
Web Based and Proprietary Client Devices Framework A single supplier framework for the provision of web based and proprietary client devices and associated services. (Scotland only)	Web Based and Proprietary Client Devices	Apple, Microsoft and Chrome
ITRAP IT Related Accessories and Parts Framework (HE only)	Media, Peripherals, Monitors, Components, VR, Telecoms, Cables, Power cables, Assisted Technology, Consumables	Any
NPS Wales For the supply of IT Products and Services in Wales. (Wales only)	All	Any

Vendor specific including: Cloud Infrastructure Security / Migration

ft and lots

Why XMA?



Homegrown

We are a private, family run UK-based business.



Award-winning

We are a national award-winning IT reseller.



Public sector approved

We hold status on 25+ procurement frameworks.

[VIEW OUR FRAMEWORKS](#)



Right-sized

We can provide and tailor service solutions for any size project, while maintaining a personal experience for every customer.



Established

We have served thousands of customers over 35+ years in business.



Partner accredited

We have an unrivalled partner accreditation portfolio that means customers have access to best-in-class solutions, always.

With XMA's outcomes-focused philosophy we can make sure that every solution you implement is in alignment with your organisation's goals, and that you have the support you need at every stage of the process.

Find your headspace with XMA Services. Let us take care of your day-to-day so you can focus on your future.

Get in touch to discuss your IT service needs.

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