

# Logicalis helped Banyule City Council with tender documentation



Logicalis helped Banyule City Council to develop a detailed tender document that supported their recent infrastructure upgrade. Banyule City incorporates 21 suburbs, which lie on 63 square kilometres between 7 and 21 kilometres north-east of central Melbourne.

## Challenge

Banyule City Council needed to upgrade their aging switching infrastructure, and also had business-critical requirements for voice. They wanted to apply a rigorous process to ensure they secure the best solution at a competitive price.

## Solution

Logicalis provided Banyule City Council with a research, development and writing of their upcoming switching and voice tender document to ensure the solution would meet all of their business and IT requirements. Logicalis understood the importance of the tender document and were able to apply our methodology, experience and understanding of the business and technical requirements to the project.

The tender development process included:

- Establishing tender working groups and identifying key tender parameters
- Developing tender governance
- Identifying the key stakeholders and discuss further interviews required
- Conducting interview with the key stakeholders (technical and business) to document the functional requirements of the IP Telephony service and perform consolidation and analysis of business requirements
- Reviewing output from stakeholder interviews with current market knowledge and trends
- Presenting and reviewing stakeholder Interviews to council tender team.
- Constructing and reviewing of the tender document, consolidating input from both Logicalis Consultants and the council tender team

## Benefits

By assessing business requirements to ensure successful tender responses based on detailed research of the business operation and needs, Banyule were able to go to tender within six weeks with a tender document that reflected a clear and consolidated view of the council's requirements.

