

Order Schedule 4 - Appendix 1

Authority Clarification Questions	
Clarification Question	Response
The Authority requests confirmation that the evaluated price is complete, inclusive of all required elements, and that the Bidder is satisfied with the price submitted.	Confirmed
The Authority requests any supporting narrative or explanatory notes that outline the key assumptions, methodologies, or rationale underpinning the pricing submission.	[REDACTED]
The Authority requests a clearer breakdown of the general role categories (e.g., "L7 – General") to support understanding of how these roles are defined and priced.	[REDACTED]
The Authority requests confirmation as to whether the evaluated price (rate card) is considered sustainable across the full duration of the proposed contract term.	Confirmed. Our assumption is rates remain valid for the initial contract duration (subject to Terms & Schedules including Call-off Schedule 5).
The Authority requests a breakdown of any mark-up applied within the submitted rates or pricing structure.	Our pricing submission included a full breakdown of mark-up, according to requested pricing format (Overheads and Profit). [REDACTED]

	██████ Please can the Authority confirm if additional specific information is needed to evaluate?
The Authority requests confirmation as to whether any costs have been misallocated or may require reclassification within the pricing model.	We do not wish to reallocate any costs included in our pricing submission
The Authority requests a detailed breakdown of the number of days submitted, along with any associated assumptions or supporting methodologies used in their calculation.	████████████████████ ████████████████████ ████████████████████ ████████████████████ ████████████████████ ██████

Supplier Clarification Questions	
Clarification Question	Response
The FPM Timeline Tab indicates an 11 month period for Work Package 1. But there are 12 milestone payments on Tab 2.2. Is the 11 month period correct? Should we complete all 12 milestone payments?	The FPM tab "Workstream 1 Days - IN" is designated for reporting the costs of "Work Package 1 Example" over an 11-month period. While Bidders are not required to use a specific number of milestones in their proposals or all the milestones available, the total of all milestones must equal 100% of price for Work Package 1. Additionally, please note that the milestone table does not directly correspond to the calculations in columns Q through AA of "Workstream 1 Days - IN" tab.
Due to the Easter holidays please can we ask for an extension to the submission deadline?	Unfortunately the Authority is not able to extend the submission deadline for responses. The current timeline includes 10 working days for the submission to be made, taking into account the public bank holidays. The deadline will remain 25/04/2025 12:00.
In Volume 3; Paragraph 1.2 you mention a recently commissioned report, which has identified C.50 additional data feeds and digital tools. Please can we have access to this report?	Unfortunately the Authority is not able to share the report at this stage. However, we want to assure you that we will endeavour to share the report with the Successful Bidder as soon as feasible.
Could we request a two day extension to the submission date on this tender, due to the two bank holidays that occur across the submission timeline?	The Authority has allowed for the two bank holidays within the current submission timeline, however we will extend the deadline to provide additional time to respond. The new deadline is now 29/04/2025 at 12:00.
Could you please clarify the outcomes of Workstream 1 to be costed?	The Bidder should provide all costs associated with delivering the entirety of

<p>Does it include all of the overarching outcomes listed:</p> <ul style="list-style-type: none"> • refine the requirements with JMSC subject matter experts, and create a Statement of Requirement • develop the business case (which included financial plan, benefits) and risk mitigation plans to deliver the identified data layers • identify the most appropriate commercial route to market (i.e. data sharing agreements vs procurement of data streams), and manage the data acquisition process • act as the co-ordinating subject matter expert between JMSC and the data supplier • develop KPIs and reporting mechanisms, based on understanding user expectations and an understanding of system criticality • work with RN MDAP team, to programme manage the integration of additional data feeds to existing systems • develop an ongoing data performance management plan <p>Or a subset of the overarching outcomes, e.g. the specific outputs:</p> <ul style="list-style-type: none"> • work with JMSC subject matter experts and partners as appropriate in order to write and deliver a Discovery report which provides a recommendation for future JMSC investment options. • deliver a draft outline business case for funding submission • Identify a suitable route to market 	<p>the statement of work as written for Work Package 0001 (FPM tab 2.3 - Work Package 1 Example).</p> <p>Work Package 0001 comprises of the following:</p> <p>Part 1 - Overarching outcome: "This SoW is to support the overarching outcome of improved Maritime Security, through situational awareness for JMSC Stakeholders." (FPM tab 2.3 - row 20)</p> <p>Part 2 – Work package focus: "This SoW is focused on increasing the data feeds into JMSC systems from shore-based sensor systems" (FPM tab 2.3 - row 20-21)</p> <p>Part 3 – Outputs: outputs associated with the 3 data stream packages A, B & C (FPM tab 2.3 - row 32-34)</p> <ul style="list-style-type: none"> • refine the requirements with JMSC subject matter experts, and create a Statement of Requirement • develop the business case (which included financial plan, benefits) and risk mitigation plans to deliver the identified data layers • identify the most appropriate commercial route to market (i.e. data sharing agreements vs procurement of data streams), and manage the data acquisition process • act as the co-ordinating subject matter expert between JMSC and the data supplier • develop KPIs and reporting mechanisms, based on understanding user expectations and an understanding of system criticality • work with RNMDAP team, to programme manage the integration of additional data feeds to existing systems • develop an ongoing data performance management plan <p>Part 4 – Outputs: outputs associated with analysis of optimal data from long range radar vs multiple short range radars (FPM tab 2.3 - row 35)</p> <ul style="list-style-type: none"> • work with JMSC subject matter experts and partners as appropriate in order to write and deliver a Discovery
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	<p>report which provides a recommendation for future JMSC investment options.</p> <ul style="list-style-type: none">• deliver a draft Outline Business Case for funding submission• identify a suitable route to market
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