



Ministry  
of Defence

Post Title: Commercial Officer

Postal address: Dstl, Porton Down  
Salisbury,  
Wiltshire,  
SP4 0JQ

---

Your Reference: SIAB Manufacturing

Our Reference: 1000170324

Date: 22/12/2021

---

Dear Sir/Madam

1. You are invited to tender in competition in accordance with the attached documentation.
2. The requirement is for *Quantity 44* of SIAB (system in a box) cables as detailed in the statement of requirement
3. The anticipated date for the Contract award decision is February 2022, please note that this is an indicative date and may change.
4. You must submit your Tender by email before 25/01/2022

Yours faithfully

[Redacted Signature]

## Table of Contents

<b>1.0 Introduction &amp; Explanatory notes .....</b>	<b>3</b>
<b>2.0 Request for Proposal.....</b>	<b>4</b>
2.1 Statement of Requirement .....	4
2.2 Cable Schedules .....	4
2.3 Evaluation Criteria and Scoring Methodology .....	4
2.4 Pricing and Lead times .....	5
2.5 Commercial Evaluation Questions .....	5
<b>3.0 Milestone Payment Proposal.....</b>	<b>6</b>
<b>4.0 Response Requirements .....</b>	<b>6</b>
<b>5.0 Clarification and Submission deadlines.....</b>	<b>6</b>
<b>6.0 Terms and Conditions .....</b>	<b>6</b>

## **1.0 Introduction**

You have been selected to take part in a Request for Proposal, for a Defence Science and Technology Laboratory (Dstl) science and technology (S&T) requirement.

The following document will explain the requirement, technical specifications, commercial and technical evaluation criteria, quality accreditations required, timelines and points of contact.

### **Explanatory Notes**

The cables listed within the technical specification will be used within a System in a Box (SIAB). SIAB is a portable capability that replicates as close as possible the installed Defensive Aids System (DAS). The component parts reside in an engineered housing that will fit on top of a SIAB Motion Platform. The motion table will then simulate sortie profiles by moving around its axis and hence subjecting the DAS system to representative flight conditions.

Due to the physical loads placed on some of the cables and the potential for operating the equipment in remote extreme environmental conditions the manufactured cables need to be of a very high quality and manufactured to take account of the above. Failure of the cable sets due to poor manufacture is not an option.

## **2.0 Request for Proposal**

### **2.1 Statement of Requirement**

To source cables and connectors and manufacture a total of 44 cables that will be used to support a portable rig which will operate in weather extremes worldwide. To standards such as (or equivalent to) ISO 9001, AS9100 and IPC620.

### **2.2 Cable Schedules**

Included within the tender submission by a separate document. Please refer to email provided on 22/12/2022

### **2.3 Evaluation Criteria & Scoring Methodology**

**Bidders must respond to all of the following questions/required information. Responses will be evaluated on the following basis:**

#### **Quality Accreditation**

**Question 1** - Please respond to confirm that the manufacture and delivery of all of the cables which form part of Statement of Requirement and Cable list will comply with ISO 9001, AS9100 and IPC620 accreditation. If this is not the case, please demonstrate and evidence how your cable manufacture and delivery will provide equivalence to these accreditations.

Responses to this question will be assessed on a Pass/Fail basis as follows:

**Pass** – The response confirms that the manufacture and delivery of the cables will comply with ISO9001, AS9100 and IPC620, or

The response demonstrates and evidences that the cable manufacture and delivery will provide equivalence to these accreditations.

**Fail** – The response does not confirm that the manufacture and delivery of the cables will comply with ISO9001, AS9100 and IPC620, or

The response does not demonstrate and evidence that the cable manufacture and delivery will provide equivalence to these accreditations.

Should the response be evaluated as a 'Fail' the response will be excluded and not evaluated further.

### Unit Prices

**Question 2)** – Please complete the ‘SIAB Cable – Price and Lead Time submission’ spreadsheet to include a Unit Price for each cable item.

Dstl will reserve the right to exclude a bidder or seek clarification, if a unit price is not provided for each cable item. The overall weighting for Unit Price is 70% and the evaluation of this is as detailed in the ‘SIAB Cable – Price and Lead Time submission’ spreadsheet.

### Lead Time

**Question 3)** – Please complete the ‘SIAB Cable – Price and Lead Time submission’ spreadsheet to include a Lead time for each cable item.

Dstl will reserve the right to exclude a bidder or seek clarification, if a lead time is not provided for each cable item. The overall weighting for Lead time is 30% and the evaluation of this is as detailed in the ‘SIAB Cable – Price and Lead Time submission’ spreadsheet.

**Subject to achieving a ‘Pass’ for question 1, the contract will be awarded to the bidder who achieves the highest overall score, by adding together the scores achieved from Question 2) and Question 3).**

### 2.4 Pricing & Lead times

Included within the tender submission by a separate document. Please refer to email provided  
22/12/2022

### 2.5 Commercial Evaluation Criteria

**Price Validity:** Please confirm that the price within your tender submission will remain valid for 60 calendar days, starting from the tender submission.

**Terms and conditions:** Please accept Dstl’s standard terms and conditions by written email along with your tender submission. Dstl will reserve the right to exclude a bidder or seek clarification, if terms and conditions are not accepted.

### **3.0 Milestone Payment proposal (optional)**

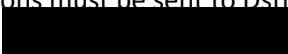
It is within the right of the contractor to submit a milestone payment proposal for consideration by Dstl. If you wish to propose a payment plan, please submit this with your tender. However, please note Dstl will not accept payment request in advance of delivery.

### **4.0 Tender Requirements**

The list below outlines each element that will need to be submitted to Dstl for evaluation.

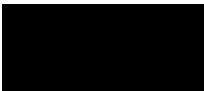
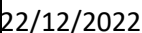
- Pricing and Lead Time Microsoft Excel Spreadsheet
- Quality Accreditation or equivalent evidence
- Milestone Payment proposal (optional)
- Written Acceptance of Dstl's standard Terms and Conditions

### **5.0 Clarification and submission deadlines**

Clarification questions must be sent to Dstl 7 calendar days before the submission deadline. These must be sent  included in the title page.

Submission deadline: 25/01/2022

### **6.0 Terms & Conditions**

 the tender submission by a separate document. Please refer to email provided  22/12/2022