

OFFICIAL

Winch Person Communications:

1. Introduction

- 1.1 Puma 2 Gazelle Delivery Team (P2G DT) ('the Authority') requires the Contractor to provide and support an airworthy winch person wireless radio communication system to connect and operate with Puma HC Mk2 Air System Inter-Communication System (ICS).
- 1.2 The high-level requirement of this procurement consists of:
 - The provision of an airworthy winch person wireless radio communication system to connect and operate with the Air System Inter-Communication System (ICS). Each System shall be composed of 1 (one) base station wirelessly connected to minimum 1 (one) deployable transceiver with a minimum capable range of 500m.
 - Total quantity will be 12 (twelve) base stations and 18 (eighteen) transceivers.
 - Certification documents shall be provided by the OEM.

2. Definitions:

For the purpose of this DPQQ the following definitions apply:

“Supplier”: The entity completing the DPQQ.

“Prime Contractor”: The party that the Supplier proposes would ultimately enter into the contract with the Authority.

3. Instructions:

Further scope details are listed in the Contract Notice accompanying the Dynamic Pre-Qualification Questionnaire (DPQQ). Any questions will need to be asked by 17:00 on the 10th February. The end date and time, for the responses to the DPQQ is 17:00 on the 28th February 2023.

The Statement of Requirements and Invitation To Tender will be issued to the successful bidders.

Please carefully review and respond to the DPQQ provided, ensuring that you answer the questions as written, to ensure that you can clearly tell the story of your capacity and capability to deliver. You will find the assessment scoring criteria for both sections of the questionnaire at Annex A to this document. Please review this prior to completing the DPQQ.

OFFICIAL

The DPQQ shall be assessed in 2 stages:

Stage 1: Qualification Envelope Assessment Criteria

Stage 2: Technical Envelope Assessment Criteria

Stage 1:

Winch Person Communications DPQQ – Qualification Envelope	
ID	Assessment
SQ-1.1(a)	Suppliers must provide information for all required fields regarding their organisation, legal status and contact details, as well as any information regarding consortia/subcontracting, as required. These fields must be completed with the organisation and contact details that are applicable to the organisation that would be the party to any subsequent contract if successful.
SQ-1.1(b) – (i)	
SQ-1.1(b) – (ii)	
SQ-1.1(c)	Suppliers are required to answer all questions in order to achieve a PASS. If a Supplier does not answer all questions, the Authority will reserve the right to give the Supplier a FAIL and be excluded from tendering.
SQ-1.1(d)	
SQ-1.1(e)	
SQ-1.1(f)	
SQ-1.1(g)	
SQ-1.1(h)	
SQ-1.1(i) - (i)	
SQ-1.1(i) - (ii)	
SQ-1.1(j) - (i)	
SQ-1.1(j) - (ii)	
SQ-1.1(k)	
SQ-1.1(l)	
SQ-1.1(m)	
SME Definition	
SQ1.1(n)	
Note SQ1.1(n)	
SQ-1.1(o) Details	
SQ-1.1(p)	

OFFICIAL

SQ-1.2(a) - (i)	
SQ-1.2(a) - (ii)	
SQ-1.2(a) - (iii)	
SQ-1.2(b) - (i)	
SQ-1.2(b) - (ii)	
Declaration	
SQ-1.3(a)	
SQ-1.3(b)	
SQ-1.3(c)	
SQ-1.3(d)	
SQ-1.3(e)	
SQ-1.3(f)	
Part 1: Form B - Grounds of Mandatory Rejection	
All Questions in this section of the form	<p>Pass = None of the exclusion grounds apply to the Supplier OR one or more of the exclusion grounds does apply but the Supplier has satisfactorily demonstrated its reliability and has therefore been considered to have 'self-cleaned'.</p> <p>Fail = An exclusion ground applies to the Supplier and the Supplier has not satisfactorily demonstrated its reliability and has therefore not been considered to have 'self-cleaned'.</p> <p>Pass/fail criteria where Supplier is made up of a group of economic operators: Where one or more of the Economic Operators deemed to 'fail' the above-mentioned criteria, however the Supplier is otherwise deemed to 'pass' this section, the Authority shall notify the Supplier and may provide the Supplier with the opportunity to propose an alternative Economic Operator. However, in deciding whether to permit this, the Authority will have regard to whether this would be permissible by the Regulations and in particular, whether this will comply with the principle of equal treatment of all Suppliers.</p>
Part 1: Form C - Grounds for Discretionary rejection	

OFFICIAL

All Questions in this section of the form; with the exception of the below.	<p>Pass = None of the exclusion grounds apply to the Supplier OR one or more of the exclusion grounds does apply but the Supplier has satisfactorily demonstrated its reliability and has therefore been considered to have ‘self-cleaned’</p> <p>Fail = An exclusion ground applies to the Supplier and the Supplier has not satisfactorily demonstrated its reliability and has therefore not been considered to have ‘self-cleaned’.</p> <p>Pass/fail criteria where the Supplier is made up of a group of economic operators: Where one or more of the Economic Operators is deemed to ‘fail’ the above-mentioned criteria, however the Supplier is otherwise deemed to ‘pass’ this section, the Authority shall notify the Supplier and may provide the Supplier with the opportunity to propose an alternative Economic Operator However, in deciding whether to permit this, the Authority will have regard to whether this would be permissible by the Regulations and in particular, whether this will comply with the principle of equal treatment of all Suppliers.</p>
SQ-7.1	<p>Pass = any of the following:</p> <ul style="list-style-type: none">• the Supplier answers “N/A” to question 7.1 and the Authority has no reason to determine that a ‘N/A’ response is incorrect; or• the Supplier answers “yes” to Question 7.1 and provides a relevant url; or• the Supplier answers “yes” to Question 7.1 and “no” to Question 7.2, but the Supplier provides an adequate explanation for a lack of compliance. <p>Fail = the Supplier answers “Yes” to Question 7.1, and “No” to Question 7.2 and the Supplier does not provide an adequate explanation for a lack of compliance.</p>
SQ-7.2	
SQ-7.2(a)	
SQ-7.2(b)	
Part 1: Form D - Economic and financial standing	
All Questions in this section of the form.	<p>The Supplier’s financial ability to meet this requirement will be assessed on a risk basis and the financial information provided by the Supplier in response to Part 1 Form D will be evaluated by the Authority. Factors that will be taken into consideration when evaluating financial information include but are not limited to:</p> <div><div>(1)</div>Turnover</div> <div><div>(2)</div>Audited Accounts</div> <div><div>(3)</div>Profit and Loss Account</div> <div><div>(4)</div>Credit Position</div> <div><div>(5)</div>Cash Flow</div> <div><div>(6)</div>Liability Insurance</div>

OFFICIAL

When assessing the financial health of an organisation the Authority will also take into consideration any Auditor's opinion, for example Qualifications or Emphasis of Matter Statements. The Authority's opinion may be validated using credit agencies and Companies House.

If examination of the financial information exposes the potential for a Supplier to experience financial difficulty in performing the contract, then the Authority will determine the level of risk that it is willing to bear in fulfilling the requirement.

For the purposes of evaluating the financial standing of responses, the Authority shall use the scoring criteria at Table 1 below.

PASS	A low or medium financial risk assessment as evaluated by the Authority.
PROCEED WITH CAUTION	A high level of financial risk as evaluated by the Authority. The Authority will reserve the right to request further information and guarantees pertaining to the Supplier.
FAIL	A high unacceptable level of financial risk as evaluated by the Authority.

Table 1: Economic and Financial Standing Scoring Criteria

Parent Company Guarantees (PCG)

The Authority may at its discretion require a parent company guarantee, including where there is a failure to meet one or more of the qualification standards described above.

The financial standing of any such parent company will be assessed in the same way as if the parent company were the Prime Contractor. If the parent company itself has failed and the Authority has not awarded a PASS pursuant to Table 1, the Supplier will be assessed as a 'FAIL' score for the Economic and Financial Standing questions, the Authority reserves the right to disqualify them from the Competition, making the Supplier ineligible to receive ITT documentation.

Insurance

As a legal requirement (except for businesses employing only the owner/close family members), the question under this section assesses whether the Supplier has Employer Liability insurance in place, which should be at least £5 million.

Should a Supplier be assessed as a 'FAIL' score for not holding this insurance, the Authority reserves the right to exclude them from the Competition, making the Potential Provider ineligible to receive ITT documentation.

OFFICIAL

Part 1: Form E Technical and Professional Ability		
SQ-6.1	<p>Relevant experience and contract examples</p> <p>Pass = where the supplier has provided up to three contracts that are relevant to our requirement, or the supplier has provided sufficient explanation such as the organisation is a new start up.</p> <p>Fail = where the supplier has not provided any contracts that are relevant to our requirement, or the supplier has not provided sufficient explanation such as the organisation is a new start up.</p>	
SQ-6.2	<p>Where you intend to sub-contract a proportion of the contract, please demonstrate how you have previously maintained healthy supply chains with your sub-contractor(s)</p> <p>Evidence should include, but is not limited to, details of your supply chain management tracking systems to ensure performance of the contract and including prompt payment or membership of the UK Prompt Payment Code (or equivalent schemes in other countries)</p> <p>Pass = any of the following: the Supplier answers “yes” and provides sufficient information of the supply chain management tracking system, or the Supplier answers “no”</p> <p>Fail = the Supplier answers “yes” to question 6.2 but cannot provide sufficient information of the supply chain</p>	<p>Yes</p> <p>No</p>
SQ-6.3	<p>If you cannot provide at least one example for questions 6.1, in no more than 2000 characters please provide an explanation for this e.g., your organisation is a new start-up, or you have provided services in the past but not under a contract.</p>	<p>Yes</p> <p>No</p> <p>N/a</p>
5.3 Electronic Trading		
DPQQ_5.3.1	<p>Pass = where the Supplier answers “Yes” to Question 5.3.1 or where the Supplier answers “No” to Question 5.3.1, however provides confirmation in response to Question 5.3.2 that it will possess the technical ability to take all necessary measures to connect to the CP&F system if awarded this contract.</p> <p>Fail = where the Supplier answers “No” to Question 5.3.1 and does not provide confirmation in response to Question 5.3.2 that it will possess the technical ability to take all necessary measures to connect to the CP&F system if awarded this contract.</p>	
Part 2: Form F Project Questions		

OFFICIAL

Health & Safety		
DPQQ_6.3.1	<p>Pass = any of the following:</p> <ul style="list-style-type: none"> the Supplier answers “yes” to Question 6.3.1 and provides a copy of the relevant policy; or the Supplier provides an adequate plan for having a policy in place by the time of contract award <p>Fail = any of the following:</p> <ul style="list-style-type: none"> the Supplier answers “no” to Question 6.3.1 and cannot provide a copy of the relevant policy; or the Supplier cannot provide an adequate plan for having a policy in place by the time of contract award 	
DPQQ_6.3.2	<p>Has your organisation or any of its Directors or Executive Officers been in receipt of enforcement/remedial orders in relation to the Health and Safety Executive (or equivalent body) in the last 3 years</p> <p>If "yes" please provide details, of any enforcement/ remedial orders served and give details of any remedial action or changes to procedures you have made as a result.</p> <p>Pass = any of the following: the Supplier answers “no” to Question 6.3.2 or the Supplier answers “yes” and demonstrates to the Authority’s satisfaction that appropriate remedial action has been taken to prevent future occurrences or breaches</p> <p>Fail = any of the following: the Supplier answers “yes” to Question 6.3.2 and cannot demonstrate to the Authority’s satisfaction that appropriate remedial action has been taken to prevent future occurrences or breaches</p>	<p>Yes No</p>
Note	The Authority will exclude bidder(s) that have been in receipt of enforcement/remedial action orders unless the bidder(s) can demonstrate to the Authority’s satisfaction that appropriate remedial action has been taken to prevent future occurrences or breaches.	
DPQQ_6.3.2i	If "yes" please provide details, of any enforcement/ remedial orders served and give details of any remedial action or changes to procedures you have made as a result.	
DPQQ_6.3.3	If you use sub-contractors, do you have the processes in place to check whether any of the circumstances outlined at 6.3.1 and 6.3.2 apply to these other organisations; and	<p>Yes No N/A</p>
DPQQ_6.3.3i	Are you able to confirm the subcontractors are compliant with the relevant health and safety and employment legislation that applies to their work under the sub-contract?	<p>Yes No N/A</p>
DPQQ_6.3.4	If you have any comments you wish to offer in support of your answers to the health & safety questions you can provide them here.	

OFFICIAL

	Part 2: Form G: Defence and Security Questions	
Intellectual Property Rights		
DPQQ_7.2.1	<p>Pass = any of the following:</p> <ul style="list-style-type: none">the Supplier answers “N/A” to question 7.1.1 and the Authority has no reason to determine that a ‘N/A’ response is incorrect; orthe Supplier answers “yes” to Question 7.2.1 and provides an adequate explanation of its internal rules regarding its business approach to dealing with Intellectual Property. <p>Fail = the Supplier answers “No” to Question 7.2.1 or “Yes” to question 7.2.1 but does not provide an adequate explanation of its internal rules regarding its business approach to dealing with Intellectual Property.</p>	

The Supplier must achieve a score of PASS for all questions in Stage 1 in order to progress to Stage 2. Should the Supplier achieve a FAIL, the Supplier may be disqualified from the competition and will not receive an Invitation to Tender (ITT).

OFFICIAL

Stage 2: Winch Person Communications DPQQ – Technical Qualification Envelope

Pass/Fail questions:

ID	Category	Question	Pass/Fail	Minimum score / scoring description	Weighting
2.1.1	QA - Certification	Provide details, including copies of current certification (including as a minimum ISO 9001:2015/AS9100 or equivalent), for any Quality Management Systems (QMS) / Business Management System (BMS) operated by the Supplier, both internally and externally, including through the supply chain.	Pass/Fail Copies of certification	A Supplier should only fail if they do not provide copies of relevant certification	n/a

OFFICIAL

Scored Questions:

ID	Category	Question	Word count	Weighting
2.2.1	Delivering Winch Person Communications equipment in the Military Environment	<p>Demonstrate your experience of delivering Wireless Communication Systems/Solutions on a certified Air System</p> <p>The overall scoring descriptions provided in Table 1 applies, additionally:</p> <p>A score of 100 should include (as a minimum):</p> <ul style="list-style-type: none"> • Example(s) of delivering a Wireless Communication Systems/Solutions on a certified Air System within the last 5 years. <p>A score of 0 will be given if:</p> <ul style="list-style-type: none"> • All examples are older than 10 years; or • No examples are for the delivery of Wireless Communication Systems/Solutions on a certified Air System. 	No more than 1500 words total	25%
2.2.2	Delivering a Technical Support Service	<p>Demonstrate your experience of delivering a technical support service, ideally in the Military Environment.</p> <p>The overall scoring descriptions provided in Table 1 applies</p>	No more than 1500 words total	20%

OFFICIAL

2.2.3	Safety and Airworthiness	<p>Provide details of how you have applied your safety and airworthiness methodology to the design of the Wireless Communication Systems/Solutions on a certified Air System, referencing appropriate standards (Federal Aviation Regulations 29, DefStan 00-970 or equivalent standards). Where such equivalent standards have been used, detail the equivalence of these.</p> <p>The overall scoring descriptions provided in Table 1 applies, additionally:</p> <p>For the award of 100, evidence must include (as a minimum):</p> <ul style="list-style-type: none"> • Certification for Federal Aviation Regulations 29 or DefStan 00-970 for the Wireless Communication Systems/Solutions on a certified Air System, within the last 5 years; and <p>A score of 0 will be given if:</p> <ul style="list-style-type: none"> • Certification/evidence provided is unverifiable or older than 10 years. 	No more than 1500 words	30%
2.2.4	Security of Information	<p>Describe examples of how you have appropriately processed, stored and transmitted information during contracts involving, entailing, or containing information at the level of protection required by the contracting authority.</p> <p>The overall scoring descriptions provided in Table 1 applies.</p>	No more than 700 words	5%

OFFICIAL

2.2.5	Sustainable procurement	<p>Please describe your Environmental Management System and provide examples of how it has integrated with other organisational management systems. Please provide details of how you has previously implemented your Environmental Management System for other equivalent contracts and whether accreditation was gained (e.g. ISO 14001, ISO 14064, EMAS or equivalent). Please provide copies of any certificates.</p> <p>The overall scoring descriptions provided in Table 1 applies.</p>	<p>No more than 1000 words narrative.</p> <p>Copies of certificates</p>	5%
-------	-------------------------	--	---	----

OFFICIAL

2.2.7	Supply chain - composition	<p>Describe the structure of the sources of supply which the Supplier has at its disposal or on which it will rely to perform the contract.</p> <p>Include:</p> <ul style="list-style-type: none"> a. Location of resources; b. Type of goods, works, or services provided; c. Criticality of such goods, works, or services to meeting the contract requirement; d. Any significant proposed sub-contractor(s) including any single source/sole source sub-contractor(s), including an estimate of the anticipated % of total contract value by each sub-contractor. <p>For any sources of supply outside the UK or Gibraltar, describe how you will manage their compliance with the agreed program and any additional needs.</p> <p>The overall scoring descriptions provided in Table 1 applies.</p>	No more than 1000 words	10%
-------	----------------------------	--	-------------------------	-----

OFFICIAL

2.2.8	Business Continuity	<p>Please provide evidence of your organisational plan(s) to react to unforeseen circumstances (e.g. a business continuity plan) to ensure continuity of supply. We require evidence of how you;</p> <ul style="list-style-type: none"> • Assess your business-critical processes. • Plan to deal with the loss or damage to key manufacturing equipment, IT & telecommunications. • Plan to deal with the loss or breach of soft or hard data. • Plan to deal with the loss of key utilities, such as electricity, water and gas. • Plan to mitigate disruption to the supply chain of raw materials and component parts. <p>Evidence can include but is not limited to;</p> <ul style="list-style-type: none"> • Process or contingency documents that become relevant in any of the above events. • Self-certification of a time your organisation had to deal with one of the above events, including the event cause, mitigation actions that took place and the outcome. <p>Please note, Potential Providers are welcome to provide other/additional examples of business-critical processes that evidence how your organisation react to unforeseen circumstances to ensure continuity of supply.</p>	No more than 1000 words narrative or Contingency document	5%
-------	---------------------	---	---	----

OFFICIAL

Annex A

Winch Person Communications

Note 1: Where providing experience or examples, the last 5 years shall foremost be considered. Examples outside of this period will still be considered, but the Supplier will not be able to achieve a score of 100 for that question due to the reduced relevance.

Note 2: More than one example may be provided within a question's stated word count if the Supplier felt this would more fully answer the question and/or demonstrate relevant experience.

Note 3: Unless otherwise stated, credentials/experience must be from the business, company or organisation which is completing the DPQQ (i.e. the Supplier), the Prime Contractor and/or any business, company or organisation within the suggested joint venture/supply chain proposed to fulfil the Winch Person Communications requirement. If you are referring to the credentials/experience of another entity which is not the Supplier, please state the name of the company, business, or organisation which the credential/example is referring to. Please note that the Authority may consider such entities to constitute "Key Sub-contractors". The replacement/removal of such Key Sub-contractors from your bidding organisation must be approved by the Authority. Where this is not the case, or the Authority does not approve the replacement/removal of a Key Sub-contractor (e.g. because the replacement/removal of such Key Sub-contractor would have impacted on whether the Supplier would have proceeded to the next phase of the procurement process), the Authority reserves the right to disqualify the Supplier concerned.

Note 4: If a response to a question is received that exceeds the maximum word limit stated against the question in this DPQQ, only the first number of words that meets the stated word limit will be considered for assessment of your response to this DPQQ.

Note 5: The assessment criteria and the scoring scheme for the DPQQ is at Table 1. To be considered for progression to ITT, the Supplier must:

- achieve a "Pass" for all Pass/Fail questions; and,
- score "30" or above on all assessed questions; and,
- in respect of the scored questions, achieve a total weighted score of 58% or higher.

Note 6: Only the top 5 scoring Suppliers who meet all criteria listed in Note 5 will be invited to progression to ITT. In the event of a tie for the last successful place to be taken through to ITT, the total scores against question 2.2.3 will be used as a differentiator, then 2.2.1, then 2.2.2. All Suppliers who remain tied after considering the aforementioned differentiators will be taken through to ITT.

Note 7: For the purpose of this DPQQ, sub-contractor refers to any entity legally separate from the Supplier or Prime Contractor (if different).

OFFICIAL

Note 8: Where questions require a response with a word count, Suppliers are required to upload a Microsoft Word document (preferably .docx). The document may contain up to two images to support your response, but any text within or associated with the images will count towards your total word count. No other forms of media will be considered acceptable or assessed.

Note 9: Suppliers are to note that only the text within each individual answer will be considered as their response for each individual question. Any referencing to other sources, including referencing of other question responses within the DPQQ response, will not be considered when deciding the score for that particular question.

Score	Interpretation/Rationale
0	Failure to respond or does not meet the requirements of the question and/or unsatisfactory information provided with anecdotal, misleading, or no relevant/credible supporting evidence to demonstrate the Supplier's ability, experience, skills, and/or resources, leading to no confidence in the response, presenting high risk to the Authority based on the response provided.
30	Partially satisfies the requirements of the question and/or information provided with some relevant and credible supporting evidence to demonstrate the Supplier's ability, experience, skills, and/or resources, leading to some confidence in the response, presenting moderate risk to the Authority based on the response provided.
70	Satisfies the requirements of the question and information provided with robust, relevant, and substantiated supporting evidence to demonstrate the Supplier's ability, experience, skills, and/or resources, leading to good confidence in the response, presenting low risk to the Authority based on the response provided.
100	Consistently and reliably exceeds the requirements of the question across multiple examples with comprehensive added value and robust information provided with significant robust, relevant, and substantiated supporting evidence to demonstrate the Supplier's ability, experience, skills, and/or resources, leading to high confidence in the response, presenting minimal risk to the Authority based on the response provided.

Table 1 – Assessed questions scoring descriptors