

**GPA Access Control System Installation Partner and Access Control Systems (Encryption/Cloud) Technical Services Partner
Market Engagement Session
Monday 27 January 2025**

Supplier Question	GPA Answer
Commercial	
<ul style="list-style-type: none"> When do you estimate the ITT be awarded? 	<p>Our current indicative timeline plans for an Award in September 2025.</p>
<ul style="list-style-type: none"> When will the tender be expected to go live? 	<p>Our current indicative timeline plans for the ITT to be launched late May 2025.</p>
<ul style="list-style-type: none"> What mechanism will be used if CCS is not to be utilised? In our circumstance use of CCS would preclude direct involvement. 	<p>For the ACS Technical Partner, we are considering an Open Competition which would allow any interested supplier to supply a bid.</p> <p>For the ACS Installation Partner, we are considering conducting a competition via the CCS framework for Security - Physical, Technical and Support Services, reference RM6257- Lot 3: Physical & Technical Services. If we do choose this route to market only the suppliers on that lot of the framework will be able to provide a bid.</p>
<ul style="list-style-type: none"> Will the GPA be issuing a PQQ (Pre-Qualification Questionnaire) to determine suitable System Integrators to Tender for the potential works? 	<p>At this stage, a PQQ is not anticipated, but this is subject to change.</p>
<ul style="list-style-type: none"> Is it suitable for SMEs? 	<p>Yes.</p>
<ul style="list-style-type: none"> Can you send the survey link out again as it's not in any email recently received from Tech Uk 	<p>Re-sent by TechUK following the Webinar.</p>
<ul style="list-style-type: none"> As the product owner and current incumbent ID-Ware could have a significant advantage. What steps does the authority intend to take to mitigate this advantage? 	<p>The GPA will endeavour to provide a level playing field for all suppliers as part of the procurements. We will be adhering to the Procurement Act 2023 at all stages.</p> <p>We will ensure that information is provided to all bidders in good time, allowing all suppliers reasonable time to read and fully</p>

	<p>understand the requirements. We will also ensure that suppliers are allowed good time to respond with proposals.</p> <p>It is the intention of the GPA to share the draft SOR with all interested suppliers in April 24. This will be ahead of the ITT launch (late May) to ensure we gain feedback from suppliers to ensure that the requirements are open and fair.</p> <p>Internally, the GPA is intending on ensuring that key stakeholders working on these procurements have declared any conflicts of interests and ensure confidentiality throughout the process.</p> <p>The above steps is not an exhaustive list and more detail will be provided at the next engagement event.</p>
<ul style="list-style-type: none"> Is there a minimum required turnover specified for this tender? 	<p>As part of our financial due diligence GPA will be assessing suppliers financial viability during the bid process. Turnover will be assessed against a yet to be defined criteria, however not meeting this criteria does not exclude you from the competition. GPA will take a risk based approach on your financial assessment based on the entire financial response. This will be clearly defined in the tender documentation.</p>
<ul style="list-style-type: none"> RM6257 expires 30/04/26, will this engagement need to be re tendered after this date 	<p>GPA anticipate contract award prior to this date.</p>
Technical	
<ul style="list-style-type: none"> Will prior experience in surveying and installing GovPass be considered for an integrator? 	<p>It can form part of a well rounded assessment criteria, but all suppliers shall be assessed on their own merits. Having previously delivered a GovPass compliant system is not a pre requisite.</p>

<ul style="list-style-type: none"> Does this Procurement affect the GPA opportunity for the c.20 London sites advertised through CCS over 12 months ago 	This is a new procurement covering a new requirement.
<ul style="list-style-type: none"> Which access control systems are currently govpass compatible? Will you be adding other vendors as part of this exercise? Is there a register of all approved GovPass manufacturers? What manufacturers integrate and have compliance with GovPass? There are 3 currently GovPass/Capps approved manufacturers. Generally if a contractor is committed to one company, the door is closed on others. 	Having a recognised GovPass system/product is not a prerequisite. The supplier must provide solutions that meet the specifications in the tender.
<ul style="list-style-type: none"> Any info available on how this will feed into wider occupancy monitoring? Are we expecting the occupancy monitoring to progress in parallel with GovPass? 	It is envisaged Occupancy Monitoring will progress in parallel. There may be instances where occupancy data is gathered via the GovPass API. Where this happens it will be coordinated across the two programmes.
<ul style="list-style-type: none"> Is there different Access Control security requirements dependent on who the government tenant is? Or is it one standard system across all government buildings? 	Requirements of the specific system may differ from building to building, but all will need to be compatible with GovPass.
<ul style="list-style-type: none"> Does the GPA accept that the reader refresh only approach does not constitute FULL GovPass compliance if it does not support the Check Service on the backend? 	The GovPass tech stack can achieve the CHECK service by automated and other methods.
<ul style="list-style-type: none"> To clarify on the cloud hosting, will GovPass not allow data hosted on a vendors UK AWS instance? 	No data to be hosted on a vendors AWS instance.
<ul style="list-style-type: none"> How many sites will this be implemented across over the next 5 years. Assuming the locations will be shared within the ITT with an opportunity to survey? 	Further details will be shared within the ITT. The GPA currently expects this to be a circa of 75 sites.
<ul style="list-style-type: none"> How many ACS hosted on sites are already integrated with Gov Pass ? 	There are currently 50+ sites using GovPass.
<ul style="list-style-type: none"> What is the standard specified access control platform(s)? 	HMG does not have a standard specified access control platform, although certain sites require CAPS approved systems.
<ul style="list-style-type: none"> Are you interested including biometric solutions? 	No

<ul style="list-style-type: none"> Will the GPA sponsor any new company that does not have SC (or DV) clearance. 	Yes, noting that the number of staff that would be sponsored must be within reason and limited to those with direct and essential involvement in the project.
<ul style="list-style-type: none"> What integration capabilities are required with existing systems? 	More information regarding integration with other systems will follow as part of the tender.
<ul style="list-style-type: none"> Does the Access Control System need to integrate with any other Electronic Systems, for example CCTV? 	Some systems are integrated at some sites, this will be assessed on a site by site basis.
<ul style="list-style-type: none"> Can we provide experts from outside the UK? 	Personnel working on GovPass must have the right to work in the UK, be based in the UK, and be security cleared to a minimum of SC. There will be a period of transition that will provide an opportunity for suppliers to obtain SC clearance if this is not already held.
<ul style="list-style-type: none"> Is there a requirement for where cloud hosted service must be located? 	Yes, the AWS services are hosted on a HMG tenant. Further details will be provided in the ITT/SOR.
<ul style="list-style-type: none"> Will you still maintain the requirement for Catalogue of Security Equipment for equipment specified for installers? 	Equipment required shall be assessed on a site by site basis. Further details will be provided in the ITT/SOR.
<ul style="list-style-type: none"> How will the access control system partner work with the existing FM providers at the sites? Is there a list of who these existing FM providers are? 	Supplier shall work with the incumbent FM providers at sites, interfacing through the GPA GovPass programme team. Details of the FM partners will be available in the tender.
<ul style="list-style-type: none"> Is there any appetite for non-physical cards for access control? E.g Apple wallet, Bluetooth etc 	There is no appetite for non-physical cards for access control.
<ul style="list-style-type: none"> Would you accept a solution that's primarily digital with physical cards issued where that's not applicable? 	The GPA will not accept this.
<ul style="list-style-type: none"> How many users are on govpass? 	At present there is a circa of 120,000 Govpass users.
<ul style="list-style-type: none"> Do the GPA decide which systems are installed or does the tenant moving in have a say with their own OR 	It is decided in collaboration with the tenants and owners of the building, considering all factors.
<ul style="list-style-type: none"> How have GPA procured the 50+ sites that have already been delivered? 	Through existing available commercial arrangements within GPA and Government Security Group (GSG).
<ul style="list-style-type: none"> What requirements are there for Access Control Systems to integrate with GovPass? 	More context to the question is required in order to provide an answer, however, further details will be provided in the ITT/SOR.