

# **PRE-MARKET ENGAGEMENT DOCUMENT for The Provision of Marine Simulator Training**

Issued by:

Defence Equipment & Support (DE&S) Ships Commercial  
Salvage & Marine Operations (SALMO)  
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To ensure openness, transparency and propriety in the evaluation process, all enquiries and requests for clarification must be addressed in writing to the above point of contact through email to [desshipscomrcl-salmo-multiuser@mod.gov.uk](mailto:desshipscomrcl-salmo-multiuser@mod.gov.uk).

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## 1. INTRODUCTION

- 1.1 This Request For Information (RFI) and accompanying information is being made publicly available to any organisations which are able to provide marine simulator training.
- 1.2 For the avoidance of doubt, this document is not a call for competition. Any comments, indications of interest, participation, or non-participation by any organisation at this stage will not influence the process, selection and/or award decision for any future possible procurement, nor will it be taken as a supplier's committed position. Non-participation in this RFI will not exclude you from any possible future competition for this requirement. Whilst the Authority expects to proceed to procurement in due course, there is no obligation to do so as a consequence of this early market engagement. The Authority will make the final decision whether to proceed to a formal procurement and The Authority does not intend to be bound by any information at this stage. The Authority makes no commitment to accept recommendations or suggestions and in the event that the Authority does proceed to a formal procurement, an Invitation to Tender, once published, will contain the final requirements in relation to this service. All previous versions, including any documents published at this stage should be disregarded.
- 1.3 This is a market consultation. The purpose is to advise suppliers of the potential Defence Equipment & Support (DE&S) procurement and gain an understanding of the market appetite for supplying these services. This builds on a commitment to engage with the market, by sharing information and seeking input from the market to enable us to develop the final requirement and tender documentation in a fair and transparent manner.
- 1.4 Please note that any costs and expenses incurred by suppliers in participating in this RFI process shall be borne by the supplier alone.

## 2. BACKGROUND

- 2.1 DE&S Salvage and Marine Operations (SALMO) Delivery Team (DT) have a requirement for the provision of Marine Simulator Training.
- 2.2 This consists of periodic training in a Marine Simulator for Standards of Training, Certification and Watchkeeping (STCW) Qualified Deck, Engine and Electro-technical officers as well as vessel familiarisation training for support personnel.
- 2.3 The complete Statement of Requirements (SOR) for this requirement is provided at Annex A. Please note the Authority reserves the right to modify the requirements at any stage prior to procurement commencement.
- 2.4 The Authority requires a supplier to deliver the training over an approximate 3-year contract (no option years anticipated).
- 2.5 This procurement is below the Procurement Act 2023 threshold.

**3. GUIDANCE FOR COMPLETION OF QUESTIONNAIRE**

- 3.1 To maximise the success of this engagement and any subsequent procurement process, we request that suppliers are open and honest in their responses and provide as much detail as possible.
- 3.2 Participation in this market consultation is voluntary. It is not a requirement to provide answers to every question. If the question is not relevant, please enter 'Not Applicable'.
- 3.3 Please use no more than one side of A4, Arial 11, spacing 1.0, including any pictures for each answer. Supplementary information may be provided in the way of web links.
- 3.4 The completed questionnaire should be returned via email to [desshipscomrcl-salmo-multiuser@mod.gov.uk](mailto:desshipscomrcl-salmo-multiuser@mod.gov.uk) by the response deadline of 1700hrs (UK time) 30/08/2024.
- 3.5 The publication of any documents at this stage is intended to provide potential suppliers with the opportunity to view and comment on the requirement.
- 3.6 Potential suppliers may raise questions or seek clarification regarding response to this RFI questionnaire only at any time prior to 1700hrs (UK time) 16/08/2024. Questions must be submitted via email to [desshipscomrcl-salmo-multiuser@mod.gov.uk](mailto:desshipscomrcl-salmo-multiuser@mod.gov.uk).

## 4. QUESTIONNAIRE

Name of supplier:

Name of authorised representative in block letters:

Position:

Date:

Signature:

**(This should be completed by the supplier or an authorised representative in his/her/their own name and on behalf of the company / organisation completing this questionnaire)**

**Please do not sell your organisation, this is just to understand your interest in the project and gather feedback.**

### 1. GAUGING THE LEVEL OF INTEREST

- 1.1 Can you provide the training requirement outlined in the Statement of Requirement (SOR) as detailed at Annex A.

*Enter text here*

- 1.2 In relation to the requirement, please self-certify that you have the appropriate technical facilities, study and research facilities, tools, plant and technical equipment necessary to perform this requirement [optional].

*Enter text here*

- 1.3 That should the Authority require it, you are able to provide prior to contract: details of the technical facilities, study and research facilities, tools, plant and technical equipment that you will make available in support of and to deliver, this requirement [optional].

*Enter text here*

- 1.4 In relation to the requirement, please self-certify that the appropriate technical facilities, study and research facilities, tools, plant and technical equipment necessary to perform this requirement are located within 'the UK' [optional].

*Enter text here*

- 1.5 If the answer is 'No' to Question 1.4, in relation to the requirement, please self-certify that the appropriate technical facilities, study and research facilities, tools, plant and technical equipment necessary to perform this requirement will be located within 'the UK' [optional].

*Enter text here*

- 1.6 Would you be interested in bidding for this requirement?

*Enter text here*

### 2. OTHER FEEDBACK

- 2.1. Further information on this procurement will be provided in due course, via further notice through the Defence Sourcing Portal (DSP).

## ANNEX A – STATEMENT OF REQUIREMENT (SOR)

<b><u>Statement of Requirement (SOR) for the supply of Marine Simulator Training</u></b>	
<b><u>SOR Section</u></b>	<b><u>Requirement</u></b>
<b>1.</b>	<b><u>Mandatory Requirements</u></b>
1.1.	<p>1. Salvage and Marine Operations (SALMO) Delivery Team (DT) has the requirement to undertake periodic training in a Marine Simulator for Standards of Training, Certification and Watchkeeping (STCW) Qualified Deck, Engine and Electro-technical officers.</p> <p>2. In addition, a number of support personnel will be required to undertake vessel familiarisation training to act in support of the STCW Personnel.</p> <p>3. Deck, Engine and Electro – technical personnel will normally attend the simulator venue at the same time.</p> <p><u>Simulator package</u></p> <p>4. Due to the nature of SALMO tasks, scenarios will largely be based on vessel recovery from a damaged/uncontrolled condition. A SALMO representative will be responsible for agreeing the course content with the provider.</p> <p>5. SALMO reserve the right to request facilities to demonstrate their simulator at a mutually agreed time.</p>
<b>1.2</b>	<b><u>The Contractor shall:</u></b>
1.2.1.	<p>Provide a marine simulator capable of simulating a number of vessel types including but not limited to:</p> <ul style="list-style-type: none"> <li>a. Passenger vessels/liners.</li> <li>b. Ro/Ro Ferries.</li> <li>c. General Cargo/Bulk cargo.</li> <li>d. Tugs.</li> <li>e. Container vessels.</li> </ul>

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1.2.2.	<p>The simulator shall be capable of replicating a number of propulsion types including but not limited to:</p> <ul style="list-style-type: none"> <li>a. Fixed pitch propellers.</li> <li>b. Controllable pitch propellers.</li> <li>c. Pods.</li> </ul>
1.2.3.	<p>Provide an engine room simulator capable of simulating the following plant types:</p> <ul style="list-style-type: none"> <li>a. Diesel Electric.</li> <li>b. Slow speed Diesel.</li> <li>c. Medium speed Diesel.</li> <li>d. Steam and Gas Turbine.</li> </ul>
1.2.4.	<p>Provide a full mission Bridge Simulator capable of:</p> <ul style="list-style-type: none"> <li>a. Day/night simulation of high density pilotage and open ocean traffic situations.</li> <li>b. Modelling varying environmental conditions up to Beaufort Scale 12.</li> <li>c. Simulating damage to bridge equipment by degrading or destroying navigational equipment.</li> <li>d. Allowing connection of other simulators for towing and pilotage evolutions.</li> <li>e. 360 degree or near 360 degree bridge visibility.</li> </ul>
1.2.5.	<p>Provide rates for:</p> <ul style="list-style-type: none"> <li>a. Full mission Engine room simulator suite (with working model and support Personnel) per half day.</li> <li>b. Full mission Bridge simulator suite (with working model and support Personnel) per half day.</li> <li>c. Class room/briefing room for minimum of 12 Personnel with support equipment (projector, projector screen, power supplies etc) per half day.</li> <li>d. SQEP Lecturer/facilitator in specialism (Deck, Engine and Electro-tech) per hour.</li> <li>e. Course development per hour</li> <li>f. Simulator model development per hour (bespoke model).</li> </ul>
<b>2.</b>	<b><u>Desirable Requirements</u></b>
<b>2.1</b>	<b><u>It is desirable that the simulator shall:</u></b>

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2.1.1.	Be capable of connecting Bridge and Engine simulators to provide a joint training simulation.
2.1.2.	Have capability to allow interface between portable charting or pilot station software.
2.1.3.	Have the ability to simulate damage scenarios including: <ul style="list-style-type: none"><li>a. Fire</li><li>b. Loss of essential plant / machinery</li><li>c. Flood / loss of compartments</li><li>d. Loss of stability</li><li>e. Loss of strength</li></ul>
2.1.4.	Have the ability to simulate subsets of vessels detailed in section 2 of this requirement (i.e different classes of vessel).
2.1.5.	Have the ability to provide multiple bridges capable of networked operation.