



Invitation to Quote

Invitation to Quote (ITQ) on behalf of UK Space Agency
Subject: Potential Environmental Impacts of UK Space Launch
Activity – A Marine and Terrestrial Study
Sourcing Reference Number: CR18191



UK Shared Business Services Ltd (UK SBS)
www.uksbs.co.uk

Registered in England and Wales as a limited company. Company Number 6330639.
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VAT registration GB618 3673 25
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Section 1 – About UK Shared Business Services

Putting the business into shared services

UK Shared Business Services Ltd (UK SBS) brings a commercial attitude to the public sector; helping our Contracting Authorities improve efficiency, generate savings and modernise.

It is our vision to become the leading service provider for the Contracting Authorities of shared business services in the UK public sector, continuously reducing cost and improving quality of business services for Government and the public sector.

Our broad range of expert services is shared by our Contracting Authorities. This allows Contracting Authorities the freedom to focus resources on core activities; innovating and transforming their own organisations.

Core services include Procurement, Finance, Grants Admissions, Human Resources, Payroll, ISS, and Property Asset Management all underpinned by our Service Delivery and Contact Centre teams.

UK SBS is a people rather than task focused business. It's what makes us different to the traditional transactional shared services centre. What is more, being a not-for-profit organisation owned by the Department for Business, Energy & Industrial Strategy (BEIS), UK SBS' goals are aligned with the public sector and delivering best value for the UK taxpayer.

UK Shared Business Services Ltd changed its name from RCUK Shared Services Centre Ltd in March 2013.

Our Customers

Growing from a foundation of supporting the Research Councils, 2012/13 saw Business, Energy and Industrial Strategy (BEIS) transition their procurement to UK SBS and Crown Commercial Services (CCS – previously Government Procurement Service) agree a Memorandum of Understanding with UK SBS to deliver two major procurement categories (construction and research) across Government.

UK SBS currently manages £700m expenditure for its Contracting Authorities. Our Contracting Authorities who have access to our services and Contracts are detailed [here](#).

Privacy Notice

This notice sets out how the Contracting Authority will use your personal data, and your rights. It is made under Articles 13 and/or 14 of the General Data Protection Regulation (GDPR).

YOUR DATA

The Contracting Authority will process the following personal data:

Names and contact details of employees involved in preparing and submitting the bid;
Names and contact details of employees proposed to be involved in delivery of the contract;
Names, contact details, age, qualifications and experience of employees who's CVs are submitted as part of the bid.

Purpose

The Contracting Authority are processing your personal data for the purposes of the tender exercise, or in the event of legal challenge to such tender exercise.

Legal basis of processing

The legal basis for processing your personal data is processing is necessary for the performance of a task carried out in the public interest or in the exercise of official authority vested in the data controller, such as the exercise of a function of the Crown, a Minister of the Crown, or a government department; the exercise of a function conferred on a person by an enactment; the exercise of a function of either House of Parliament; or the administration of justice.

Recipients

Your personal data will be shared by us with other Government Departments or public authorities where necessary as part of the tender exercise. The Contracting Authority may share your data if required to do so by law, for example by court order or to prevent fraud or other crime.

Retention

All submissions in connection with this tender exercise will be retained for a period of (7) years from the date of contract expiry, unless the contract is entered into as a deed in which case it will be kept for a period of (12) years from the date of contract expiry.

YOUR RIGHTS

You have the right to request information about how your personal data are processed, and to request a copy of that personal data.

You have the right to request that any inaccuracies in your personal data are rectified without delay.

You have the right to request that any incomplete personal data are completed, including by means of a supplementary statement.

You have the right to request that your personal data are erased if there is no longer a justification for them to be processed.

You have the right in certain circumstances (for example, where accuracy is contested) to request that the processing of your personal data is restricted.

You have the right to object to the processing of your personal data where it is processed for direct marketing purposes.

You have the right to object to the processing of your personal data.

INTERNATIONAL TRANSFERS

Your personal data will not be processed outside the European Union

COMPLAINTS

If you consider that your personal data has been misused or mishandled, you may make a complaint to the Information Commissioner, who is an independent regulator. The Information Commissioner can be contacted at:

Information Commissioner's Office
Wycliffe House
Water Lane
Wilmslow
Cheshire
SK9 5AF
0303 123 1113
casework@ico.org.uk

Any complaint to the Information Commissioner is without prejudice to your right to seek redress through the courts.

CONTACT DETAILS

The data controller for your personal data is:

The Department for Business, Energy & Industrial Strategy (BEIS)

You can contact the Data Protection Officer at:

BEIS Data Protection Officer, Department for Business, Energy and Industrial Strategy, 1 Victoria Street, London SW1H 0ET. Email: dataprotection@beis.gov.uk.

Section 2 – About the Contracting Authority

UK Space Agency (UKSA)

The Agency is responsible for all strategic decisions on the UK civil space programme and we provide a clear, single voice for UK space ambitions. The UK Space Agency is at the heart of UK efforts to explore and benefit from space. The UK's thriving space sector contributes £9.1 billion a year to the UK economy and directly employs 28.900 with an average growth rate of almost 7.5%.

Collaboration lies at the core of the UK Space Agency ethos and applies across Government as well as to external organisations including European and global partners such as the European Space Agency (ESA), the European Union, national space agencies and the United Nations.

The Agency provides funding for a range of programmes via programmes such as the National Space Technology Programme and FP7 and works closely with national and international academic, education and community partners.

UK Space Agency achievements include:

- Implementing Government £10m National Space Technology Programme to support the development of UK technology and services/applications using space data. The first four flagship programmes totalled £6m, matched by £5m from industry.
- The Climate and Environmental Monitoring from Space facilities at the International Space Innovation Centre, supported by £400,000 funding, will make satellite data available to space businesses and institutions, particularly those which do not have the infrastructure to exploit Earth observation data.
- Chaired and led the International Charter 'Space and Major Disasters', to task Earth observation satellites quickly to provide data following a major disaster

www.BEIS.gov.uk/ukspaceagency

Section 3 - Working with the Contracting Authority.

In this section you will find details of your Procurement contact point and the timescales relating to this opportunity.

Section 3 – Contact details		
3.1	Contracting Authority Name and address	UK Space Agency Polaris House SN2 1FF
3.2	Buyer name	Alexandra Richards
3.3	Buyer contact details	research@uksbs.co.uk
3.4	Estimated value of the Opportunity	£40,000.00 Excluding VAT
3.5	Process for the submission of clarifications and Bids	All correspondence shall be submitted within the Emptoris e-sourcing tool. Guidance Notes to support the use of Emptoris is available here. Please note submission of a Bid to any email address including the Buyer <u>will</u> result in the Bid <u>not</u> being considered.

Section 3 - Timescales		
3.6	Date of Issue of Contract Advert and location of original Advert	11/12/2018 Location Contracts Finder
3.7	Latest date/time ITQ clarification questions shall be received through Emptoris messaging system	18/12/2018 11:00
3.8	Latest date/time ITQ clarification answers should be sent to all Bidders by the Buyer through Emptoris	19/12/2018
3.9	Latest date/time ITQ Bid shall be submitted through Emptoris	07/01/2019 14:00
3.10	Clarifications if required	10/01/2019
3.11	Anticipated notification date of successful and unsuccessful Bids	15/01/2019
3.12	Anticipated Award date	15/01/2019
3.13	Anticipated Contract Start date	16/01/2019
3.14	Anticipated Contract End date	31/03/2019
3.15	Bid Validity Period	60 Days

Section 4 – Specification

1. Background

UK Space Agency (UKSA)

The UK Space Agency (UKSA) is an agency of the Department for Business, Energy and Industrial Strategy (BEIS). The Agency is responsible for all strategic decisions on the UK civil space programme and we provide a clear, single voice for UK space ambitions. The UK Space Agency is at the heart of UK efforts to explore and benefit from space. The UK's thriving space sector contributes £9.1 billion a year to the UK economy and directly employs 28,900 with an average growth rate of almost 7.5%.

UKSA Spaceflight Programme

Our Spaceflight programme will develop the skills, capabilities and supply chains to grow the UK share of the global commercial launch market. This will create high skilled jobs, local opportunities around UK spaceports and allow our thriving space industry to compete in all areas of the space economy. It will also ensure that UK small satellite launch, and sub-orbital spaceflight services are safe, sustainable and in compliance with all international regulations and treaties.

This is a key strategic priority for the UK Space Agency, which will help us to deliver our ambition for the UK to achieve 10% of the global space market by 2030. The Agency is working across government to establish the legal framework that will enable these services to be offered safely using a range of technologies – including traditional vertical launchers, rockets air-launched from carrier craft and manned sub-orbital spaceplanes and balloons.

We are also working to support industry to develop capabilities and are considering options to provide funding to help to build spaceport facilities and launch technology for satellite launch and sub-orbital systems. This study only considers satellite launch systems.

Key background

- The UKSA has previously had a report on the “Potential impact of space vehicle launches - Initial assessment for the marine environment north of Scotland” delivered earlier this year. This report gave a high-level assessment of the potential range of impacts from a series of hypothetical launches but did not go into further detail. The recommendations from this study have informed this tender and will act as a foundation for this new study, providing data, methodology and broader context. The full report will be provided to the successful applicant but for now the Contents pages are provided to give an idea of its methodology and assessment approach. (Please see Annex A attached).
- Since the completion of this report we have publicly announced grant funding for the Sutherland spaceport and two initial launch operators, Lockheed Martin and Orbex. This gives us a known location and launch vehicles. We have also announced intentions for a horizontal launch fund to promote new technologies and operation from the UK. This can also feed in.
- We have been engaging actively with those who may be affected, including the potential environmental impacts. We now need to develop evidence to support these discussions.

- The primary business areas related to this tender are the UKSA's Spaceflight Programme and key projects on international engagement, seeking permissions for launch from our neighbours and gathering evidence on the impacts of launch. This supports wider UKSA business areas in UK space industry development, technology and science (in terms of new opportunities for launching from the UK) and drafting regulation.
- The primary recipient of this work will be the Spaceflight Programme's International Team, who's function is to manage relationships with our neighbours, gather intel on competitor spaceports, engage with ESA and other global organisations on launch and develop policy to ensure launch can operate successfully from the UK.
- The lead for this piece of work will be UKSA with support from other UKSA teams, Defra and Scottish Government.

2. Aims and Objectives of the Project

Aims

The Spaceflight Programme aims to ensure that UK small satellite launch, and sub-orbital spaceflight services are safe, sustainable and in compliance with all international regulations and treaties.

Space activities based in the UK, either vertically or air-launched, may cause material to be deposited into seas north of Scotland, including those of Iceland, the Faroe Islands and Norway. This includes both planned 'stage drops' of rockets, and potentially debris created by an intentional or unintentional termination of the launch system.

Currently evidence on the potential environmental impacts of such activity is limited worldwide. With the UK and others developing new small launch capability, there is a need to develop this evidence. This is further required by our engagement with international partners and neighbouring states who may be affected by UK launch. Given the UK want to be thought-leaders in commercial spaceflight, we want to be seen as leading this work.

To further inform our international engagement and develop the evidence base, we require a detailed understanding of the potential environmental impacts of UK launch operations, focusing on the risk, consequences and significance of these. This evidence will also help us build a position on issues such as marine licensing and spaceflight regulation, working with DfT, Defra and Marine Scotland.

Currently the Sutherland site (A'Mhoine) is expected to be amongst the first of the UK's operational vertical launch spaceports. The UK expects further spaceports to be developed as the market develops and the outputs of this study can inform these as well. We also know the first launch operators planning to operate from Sutherland – Lockheed Martin and Orbex – and details of their launch vehicles and launch trajectories. Data from the operators will be fed into the study.

It is also expected that air-launch will take place from the UK in future and could take off from anywhere on the UK coast, and deposit anywhere in UK or international waters. A supporting view on the impacts of a generic horizontal launcher on the environment should be included to inform this.

The main aims of this tender are:

- To build upon previous high-level study of the potential impacts from a hypothetical UK launch and assess the risk, consequence and significance.
- To develop the UK's evidence base on potential environmental impacts from small launch activity, primarily to the north of Scotland from vertical launch but also more generally from air-launch.
- To inform ongoing discussions with neighbouring states on how UK launch may interact with their environments and how to ensure safe, secure and sustainable operations.
- To review the Government's proposed approach to assessing environmental effects from launch, that all operators will need to submit before receiving a licence.
- The exam question for this research can be defined as: **"What environmental impacts might space launch from the UK have on the marine and terrestrial environment?"**

Objectives

To produce a single report assessing the potential risk, consequence and significance of impacts on the marine and terrestrial environment from two types of UK launch:

- Vertical launch north from a Scottish spaceport site, with a specific focus on Sutherland. This should include:
 - An overview of the environments and ecosystems that may be impacted from a set of indicative flight trajectories and stage drop zones north of Scotland, assuming normal and failed launch scenarios (with debris dispersed along the flight corridor).
 - An assessment of the direct, indirect and short-to-long term environmental impacts from specific launch vehicle components and fuels, provided by the potential launch operators and other studies.
 - A high-level risk assessment and subsequent review of the significance of a range of impacts (see Scope) with an indication of consequence. This may also include a comment on likelihood of impacts based on generic data from the global launch market.
 - Single and cumulative impacts assuming a set number of launches per year.
 - Consideration of interactions with critical factors such as fisheries and marine protected areas (MPAs).
 - A summarising infographic, table or scoring system across impacts studied.
- Air-launch where a carrier craft could launch from a spaceport anywhere in the UK, and deposit anywhere in UK or international waters, to understand potential impacts without knowing spaceport location or flight trajectory at this stage. This should include:
 - The same study as above but using hypothetical data on possible air-launch vehicles and flight trajectories.
 - A higher-level assessment of impacts in a generic marine or terrestrial environment (for example coastal or deep waters) and an indication of impacts from an indicative launcher.
- To assess the UK Government's proposed approach to assessing environmental effects (AEE) and ensure that it is fit for purpose based on the outputs of this study. All operators will be required to complete an AEE ahead of licence. Draft guidance will be provided to the successful applicant for this.

More general objectives will include:

- Identification of key similarities and differences between vertical and horizontal.
- To build upon a previous high-level study of potential marine impacts undertaken for the UK Space Agency earlier this year (to be provided to successful applicant) and build on this by:

Using detailed information to be provided by UKSA on specific launch vehicles, components, fuels and launch trajectories, as well as specific spaceport locations

- Using broader scale international habitat data for the region north of Scotland
- An improved understanding of biochemical impacts on the oceans e.g. from fuels
- Consideration of air-launched or horizontal launch impacts
- To produce a releasable report that can be used to inform our discussions with neighbours and other interested international parties.
- To recommend further work and identify evidence gaps.
- To, where possible and budget/time allows, compare this to existing international evidence on launch impacts on the environment.

Scope

In scope

- An assessment of the potential risk, consequence and overall significance of impacts on the marine and terrestrial environment.
- A comment on likelihood of impacts based on generic global launch data.
- Vertical launch impacts from the proposed Sutherland spaceport with flight trajectories north of Scotland.
- Horizontal launch impacts based on an indicative launcher that could impact generic marine or terrestrial environments anywhere around the UK (e.g. coast, deep ocean).
- Data on vertical launch vehicles from Lockheed Martin and Orbex (Prime vehicle) including key components, materials, fuels and other relevant available information such as debris dispersal. This will be provided by UKSA and/or the operators.
- Normal and failed launch scenarios (with assumptions on debris dispersal provided by UKSA or operators) from the point of launch to either planned stage deposition, or failure and debris dispersal. This includes the coastal region around the spaceport.
- Assessment of single, cumulative (set no. per year TBC) direct, indirect and short-medium-long term impacts (long being at least 20 years).
- Environmental designations and broad-scale habitat data for regions north of Scotland including those around Iceland, Norway, the Faroe Islands and Greenland.
- Assessment of impacts on affected marine and terrestrial environments (recognising marine impacts are the primary interest) including but not limited to:
 - direct strike
 - acoustic disturbance
 - toxic contamination and biochemistry/water quality
 - smothering of organisms
 - floating debris
 - light pollution
 - ingestion of debris
 - creation of artificial reefs
 - air quality
 - biodegradability/longevity
- Key assumptions and methodologies provided by UKSA, launch operators and the previous study (to be provided to successful applicant) which may include affected

environment classes (e.g. intertidal, deep water, coast...), ecosystem components (e.g., fish, pelagic, mammals, birds), sensitive species...), assessment categories and other environmental baselines – these can be referenced rather than duplicated.

- The Contents pages of the previous environmental impacts report, provided alongside this tender, to show the general methodology and approach. The full report shall be provided to successful applicant. (Please see Annex A attached).
- Where possible, consideration of interactions with fisheries north of Scotland.
- A review of the proposed Assessment of Environmental Effects (AEE) that all operators will need to complete before obtaining a licence (to be provided to successful applicant).
- Reference to other studies such as New Zealand's Electron impact assessment report and those provided by UKSA.
- Comparison to other relevant international studies and launch impact assessments.

Out of scope

- Impacts on environments or ecosystems anywhere else in the world.
- Other launch vehicles or launch types not 'in scope' e.g. balloon, sea-launch.
- Assessment of the spaceport site itself or any other related ground infrastructure.
- Commercially sensitive data from launch operators.
- Specific complex, uncertain or large-scale impacts such as climate change, terrestrial hydrology, fish stocks, economics i.e. no study of social, economic, geological impacts etc

3. Suggested Methodology

We believe this study is best undertaken using desk research but are open to creative proposals. Please note the Contents pages of the previous environmental study provided alongside this tender as a guide. (Please see Annex A attached).

The work will need to include a literature review (of existing studies, published launch impact assessments e.g. Electron in New Zealand, ecosystems in the region etc) and follow standard practice and methodologies for assessing environmental impacts for risk, significance and consequence. This can be based on the previous report undertaken for UKSA which will be provided to successful applicant.

There could also be some quantitative assessment if appropriate and within scope (i.e. on cumulative launches, debris ingestion...) supported by consultation with experts in relevant fields, such as biochemistry.

Data on the launch vehicles, spaceport locations and flight trajectories (including indicative stage drop zones) will be provided by UKSA to the successful applicant and in commercial confidence. UKSA will also provide the AEE guidance document.

Please note that no additional funding will be available for travel.

Please list the total hours of desk research, or other methods, you will use to complete this study.

4. Deliverables

By the 31st March:

- Full report providing detailed assessment of potential environmental impacts from UK launch, as per aims and objectives
- Executive summary providing an overview of the outputs of the study (approx. 2 pages plus map/table/infographic in publishable format)
- A short non-technical note that can be used with international partners/neighbours
- A scoring summarising the findings of the impact study, in a suitable format and with supporting graphics if needed
- A review of the proposed assessment of environmental effects (AEE) guidance document for launch operators
- Any supporting notes or appendices relevant to the study

A final presentation on the report should be given around or shortly after the delivery of the final report and supporting documents.

Full payment will need to be made by **31st March 2019**.

We should seek regular updates throughout, including:

- Kick-off meeting at UKSA (as soon after contract awarded as possible)
- Initial list of countries, spaceports, launchers to be assessed in report
- Mid-term review (1 month into work)
 - First draft report delivered for UKSA review
 - Early view on competitors discussed
 - Identify challenges or likely gaps in evidence
- Final review (2-2.5 months into work)
 - Final draft report delivered for UKSA review
- Infographic/map and summary table presented

Terms and Conditions

Bidders are to note that any requested modifications to the Contracting Authority Terms and Conditions on the grounds of statutory and legal matters only, shall be raised as a formal clarification during the permitted clarification period.

Section 5 – Evaluation model

The evaluation model below shall be used for this ITQ, which will be determined to two decimal places.

Where a question is 'for information only' it will not be scored.

The evaluation team may comprise staff from UK SBS and the Contracting Authority and any specific external stakeholders the Contracting Authority deems required. After evaluation the scores will be finalised by performing a calculation to identify (at question level) the mean average of all evaluators (Example – a question is scored by three evaluators and judged as scoring 5, 5 and 6. These scores will be added together and divided by the number of evaluators to produce the final score of 5.33 ($5+5+6=16 \div 3 = 5.33$))

Pass / fail criteria		
Questionnaire	Q No.	Question subject
Commercial	SEL1.2	Employment breaches/ Equality
Commercial	FOI1.1	Freedom of Information Exemptions
Commercial	AW1.1	Form of Bid
Commercial	AW1.3	Certificate of Bona Fide Bid
Commercial	AW3.1	Validation check
Commercial	SEL3.11	Compliance to Section 54 of the Modern Slavery Act
Commercial	SEL3.12	Cyber Essentials
Commercial	AW4.1	Contract Terms Part 1
Commercial	AW4.2	Contract Terms Part 2
Price	AW5.5	E Invoicing
Price	AW5.6	Implementation of E-Invoicing
Quality	AW6.1	Compliance to the Specification
-	-	Invitation to Quote – received on time within e-sourcing tool

Scoring criteria			
Evaluation Justification Statement In consideration of this particular requirement the Contracting Authority has decided to evaluate Potential Providers by adopting the weightings/scoring mechanism detailed within this ITQ. The Contracting Authority considers these weightings to be in line with existing best practice for a requirement of this type.			
Questionnaire	Q No.	Question subject	Maximum Marks
Price	AW5.2	Price	20%
Quality	Proj1.1	Approach	40%
Quality	Proj1.2	Staff to Deliver	10%
Quality	Proj1.3	Understanding the Environment	20%

Quality	Proj1.4	Project Plan and Timescales	10%
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Evaluation of criteria

Non-Price elements

Each question will be judged on a score from 0 to 100, which shall be subjected to a multiplier to reflect the percentage of the evaluation criteria allocated to that question.

Where an evaluation criterion is worth 20% then the 0-100 score achieved will be multiplied by 20%.

Example if a Bidder scores 60 from the available 100 points this will equate to 12% by using the following calculation:

$$\text{Score} = \{\text{weighting percentage}\} \times \{\text{bidder's score}\} = 20\% \times 60 = 12$$

The same logic will be applied to groups of questions which equate to a single evaluation criterion.

The 0-100 score shall be based on (unless otherwise stated within the question):

0	The Question is not answered, or the response is completely unacceptable.
10	Extremely poor response – they have completely missed the point of the question.
20	Very poor response and not wholly acceptable. Requires major revision to the response to make it acceptable. Only partially answers the requirement, with major deficiencies and little relevant detail proposed.
40	Poor response only partially satisfying the selection question requirements with deficiencies apparent. Some useful evidence provided but response falls well short of expectations. Low probability of being a capable supplier.
60	Response is acceptable but remains basic and could have been expanded upon. Response is sufficient but does not inspire.
80	Good response which describes their capabilities in detail which provides high levels of assurance consistent with a quality provider. The response includes a full description of techniques and measurements currently employed.
100	Response is exceptional and clearly demonstrates they are capable of meeting the requirement. No significant weaknesses noted. The response is compelling in its description of techniques and measurements currently employed, providing full assurance consistent with a quality provider.

All questions will be scored based on the above mechanism. Please be aware that the final score returned may be different as there may be multiple evaluators and their individual scores will be averaged (mean) to determine your final score.

Example

Evaluator 1 scored your bid as 60

Evaluator 2 scored your bid as 60

Evaluator 3 scored your bid as 40

Evaluator 4 scored your bid as 40

Your final score will $(60+60+40+40) \div 4 = 50$

Price elements will be judged on the following criteria.

The lowest price for a response which meets the pass criteria shall score 100.

All other bids shall be scored on a pro rata basis in relation to the lowest price. The score is then subject to a multiplier to reflect the percentage value of the price criterion.

For example - Bid 1 £100,000 scores 100.

Bid 2 £120,000 differential of £20,000 or 20% remove 20% from price scores 80

Bid 3 £150,000 differential £50,000 remove 50% from price scores 50.

Bid 4 £175,000 differential £75,000 remove 75% from price scores 25.

Bid 5 £200,000 differential £100,000 remove 100% from price scores 0.

Bid 6 £300,000 differential £200,000 remove 100% from price scores 0.

Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50.

In the example if a supplier scores 80 from the available 100 points this will equate to 40% by using the following calculation: Score/Total Points multiplied by 50 ($80/100 \times 50 = 40$)

The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.

Section 6 – Evaluation questionnaire

Bidders should note that the evaluation questionnaire is located within the **e-sourcing questionnaire**.

Guidance on completion of the questionnaire is available at
<http://www.uksbs.co.uk/services/procure/Pages/supplier.aspx>

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

Section 7 – General Information

What makes a good bid – some simple do's 😊

DO:

- 7.1 Do comply with Procurement document instructions. Failure to do so may lead to disqualification.
- 7.2 Do provide the Bid on time, and in the required format. Remember that the date/time given for a response is the last date that it can be accepted; we are legally bound to disqualify late submissions. Responses received after the date indicated in the ITQ shall not be considered by the Contracting Authority, unless the Bidder can justify that the reason for the delay, is solely attributable to the Contracting Authority
- 7.3 Do ensure you have read all the training materials to utilise e-sourcing tool prior to responding to this Bid. If you send your Bid by email or post it will be rejected.
- 7.4 Do use Microsoft Word, PowerPoint Excel 97-03 or compatible formats, or PDF unless agreed in writing by the Buyer. If you use another file format without our written permission, we may reject your Bid.
- 7.5 Do ensure you utilise the Emptoris messaging system to raise any clarifications to our ITQ. You should note that we will release the answer to the question to all Bidders and where we suspect the question contains confidential information we may modify the content of the question to protect the anonymity of the Bidder or their proposed solution
- 7.6 Do answer the question, it is not enough simply to cross-reference to a 'policy', web page or another part of your Bid, the evaluation team have limited time to assess bids and if they can't find the answer, they can't score it.
- 7.7 Do consider who the Contracting Authority is and what they want – a generic answer does not necessarily meet every Contracting Authority's needs.
- 7.8 Do reference your documents correctly, specifically where supporting documentation is requested e.g. referencing the question/s they apply to.
- 7.9 Do provide clear, concise and ideally generic contact details; telephone numbers, e-mails and fax details.
- 7.10 Do complete all questions in the questionnaire or we may reject your Bid.
- 7.11 Do ensure that the Response and any documents accompanying it are in the English Language, the Contracting Authority reserve the right to disqualify any full or part responses that are not in English.
- 7.12 Do check and recheck your Bid before dispatch.

What makes a good bid – some simple do not's Ⓜ

DO NOT

- 7.13 Do not cut and paste from a previous document and forget to change the previous details such as the previous buyer's name.
- 7.14 Do not attach 'glossy' brochures that have not been requested, they will not be read unless we have asked for them. Only send what has been requested and only send supplementary information if we have offered the opportunity so to do.
- 7.15 Do not share the Procurement documents, they are confidential and should not be shared with anyone without the Buyers written permission.
- 7.16 Do not seek to influence the procurement process by requesting meetings or contacting UK SBS or the Contracting Authority to discuss your Bid. If your Bid requires clarification the Buyer will contact you. All information secured outside of formal Buyer communications shall have no Legal standing or worth and should not be relied upon.
- 7.17 Do not contact any UK SBS staff or the Contracting Authority staff without the Buyers written permission or we may reject your Bid.
- 7.18 Do not collude to fix or adjust the price or withdraw your Bid with another Party as we will reject your Bid.
- 7.19 Do not offer UK SBS or the Contracting Authority staff any inducement or we will reject your Bid.
- 7.20 Do not seek changes to the Bid after responses have been submitted and the deadline for Bids to be submitted has passed.
- 7.21 Do not cross reference answers to external websites or other parts of your Bid, the cross references and website links will not be considered.
- 7.22 Do not exceed word counts, the additional words will not be considered.
- 7.23 Do not make your Bid conditional on acceptance of your own Terms of Contract, as your Bid will be rejected.
- 7.24 Do not unless explicitly requested by the Contracting Authority either in the procurement documents or via a formal clarification from the Contracting Authority send your response by any way other than via e-sourcing tool. Responses received by any other method than requested will not be considered for the opportunity.

Some additional guidance notes

- 7.25 All enquiries with respect to access to the e-sourcing tool and problems with functionality within the tool must be submitted to Crown Commercial Service (previously Government Procurement Service), Telephone 0345 010 3503.
- 7.26 Bidders will be specifically advised where attachments are permissible to support a question response within the e-sourcing tool. Where they are not permissible any attachments submitted will not be considered as part of the evaluation process.
- 7.27 Question numbering is not sequential and all questions which require submission are included in the Section 6 Evaluation Questionnaire.
- 7.28 Any Contract offered may not guarantee any volume of work or any exclusivity of supply.
- 7.29 We do not guarantee to award any Contract as a result of this procurement
- 7.30 All documents issued or received in relation to this procurement shall be the property of the Contracting Authority. / UKSBS.
- 7.31 We can amend any part of the procurement documents at any time prior to the latest date / time Bids shall be submitted through Emptoris.
- 7.32 If you are a Consortium you must provide details of the Consortiums structure.
- 7.33 Bidders will be expected to comply with the Freedom of Information Act 2000 or your Bid will be rejected.
- 7.34 Bidders should note the Government's transparency agenda requires your Bid and any Contract entered into to be published on a designated, publicly searchable web site. By submitting a response to this ITQ Bidders are agreeing that their Bid and Contract may be made public
- 7.35 Your bid will be valid for 60 days or your Bid will be rejected.
- 7.36 Bidders may only amend the contract terms during the clarification period only, only if you can demonstrate there is a legal or statutory reason why you cannot accept them. If you request changes to the Contract terms without such grounds and the Contracting Authority fail to accept your legal or statutory reason is reasonably justified, we may reject your Bid.
- 7.37 We will let you know the outcome of your Bid evaluation and where requested will provide a written debrief of the relative strengths and weaknesses of your Bid.
- 7.38 If you fail mandatory pass / fail criteria we will reject your Bid.
- 7.39 Bidders are required to use IE8, IE9, Chrome or Firefox in order to access the functionality of the Emptoris e-sourcing tool.
- 7.40 Bidders should note that if they are successful with their proposal the Contracting Authority reserves the right to ask additional compliancy checks prior to the award of any Contract. In the event of a Bidder failing to meet one of the compliancy checks

the Contracting Authority may decline to proceed with the award of the Contract to the successful Bidder.

- 7.41 All timescales are set using a 24-hour clock and are based on British Summer Time or Greenwich Mean Time, depending on which applies at the point when Date and Time Bids shall be submitted through Emptoris.
- 7.42 All Central Government Departments and their Executive Agencies and Non-Departmental Public Bodies are subject to control and reporting within Government. In particular, they report to the Cabinet Office and HM Treasury for all expenditure. Further, the Cabinet Office has a cross-Government role delivering overall Government policy on public procurement - including ensuring value for money and related aspects of good procurement practice.

For these purposes, the Contracting Authority may disclose within Government any of the Bidders documentation/information (including any that the Bidder considers to be confidential and/or commercially sensitive such as specific bid information) submitted by the Bidder to the Contracting Authority during this Procurement. The information will not be disclosed outside Government. Bidders taking part in this ITQ consent to these terms as part of the competition process.

- 7.43 The Government introduced its new Government Security Classifications (GSC) classification scheme on the 2nd April 2014 to replace the current Government Protective Marking System (GPMS). A key aspect of this is the reduction in the number of security classifications used. All Bidders are encouraged to make themselves aware of the changes and identify any potential impacts in their Bid, as the protective marking and applicable protection of any material passed to, or generated by, you during the procurement process or pursuant to any Contract awarded to you as a result of this tender process will be subject to the new GSC. The link below to the Gov.uk website provides information on the new GSC:

<https://www.gov.uk/government/publications/government-security-classifications>

The Contracting Authority reserves the right to amend any security related term or condition of the draft contract accompanying this ITQ to reflect any changes introduced by the GSC. In particular where this ITQ is accompanied by any instructions on safeguarding classified information (e.g. a Security Aspects Letter) as a result of any changes stemming from the new GSC, whether in respect of the applicable protective marking scheme, specific protective markings given, the aspects to which any protective marking applies or otherwise. This may relate to the instructions on safeguarding classified information (e.g. a Security Aspects Letter) as they apply to the procurement as they apply to the procurement process and/or any contracts awarded to you as a result of the procurement process.

USEFUL INFORMATION LINKS

- [Emptoris Training Guide](#)
- [Emptoris e-sourcing tool](#)
- [Contracts Finder](#)
- [Equalities Act introduction](#)
- [Bribery Act introduction](#)
- [Freedom of information Act](#)