



**Ministry
of Defence**

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de&s

REQUEST FOR INFORMATION

DEFENCE FUELS ACQUISITION PROGRAMME (DFAP)

SINGAPORE FUEL PROJECT (SFP)

Version: 1.0

Date: 11th June 2019

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Confidentiality

1. All information included in this Request for Information (RFI) is confidential and only for the named addressee. No information included in your response, or in discussions connected to it, will be disclosed to any other party.

Introduction

2. Following on from Singapore Fuel Project (SFP) industry engagement evening, we would like to invite your company to answer a few questions that will help with how we structure the tender documents going forward. If you were unable to attend the industry day this does not preclude you from responding to this RFI.

3. This RFI is not a bidding opportunity but a means by which industry can provide information. Any resulting procurement activity will be conducted competitively.

Background

4. There is a regular and enduring requirement for the supply of Bulk Marine and Marine Aviation for the UK Ministry of Defence (MoD), to be delivered to Singapore OFD Delivery Duty Paid (DDP).

5. The Fuel Types expected to be delivered under the SFP project are F-44/JP5 (Marine Aviation) and F-76 (Marine).

Product	Description	Specification
F-76 (FUEL NAVAL DISTILLATE)	Naval Distillate	Def Stan 91-004 Latest Issue.
F-44 (AVCAT-FSII) or JP5	Turbine Fuel Aviation: High Flash type with Fuel System Icing Inhibitor	Def Stan 91-086 Latest Issue or Military Specification MIL-DTL-5624 Latest Issue. The minimum FSII concentration is to be greater than 0.10% w/w

6. It is envisaged that the requirements will be met via one or more single supplier framework agreement(s) (one for both fuel types or two covering each of the fuel types) which enables the MoD to approach the supplier(s) awarded the Framework Agreement to provide the required fuel type when a demand is placed. As the framework supplier will have been assessed as being capable and compliant via the DSPCR competitive tender process the timescales for orders are greatly reduced.

Purpose of the RFI

7. This RFI aims to achieve 3 outcomes:

- a. Align the MOD requirement with industry standards and processes for procurement of bulk fuels.
- b. Develop a procurement strategy that will deliver best value for money for Defence.
- c. Implement an enduring solution that allows the Authority to plan its activity against an assured continuity of service, whilst also supporting ad-hoc, un-programmed surges in demand.

RFI Procedure

- 8.** This RFI will be advertised on the Defence Contracts Online (DCO) and Contracts Finder and issued to all who request an RFI together with other companies whom the MOD believes may be able to provide useful intelligence on this requirement.
- 9.** Responses to this RFI will be reviewed by subject matter experts from different functional areas within the Defence Fuels Acquisition Programme. Any details provided in response to this RFI will be used for information purposes only and will not be used to determine the potential Suppliers who will be invited to bid, should the Authority proceed to tender. Nor will responses be used to determine the Authority's requirement.
- 10.** The results and analysis of this RFI shall not constitute any form of pre-qualification exercise. Any formal procurement process will be undertaken in accordance with EU Procurement Law.
- 11.** Following the issue of this RFI the Authority may hold meetings with suppliers if required. During these meetings the Authority will look to explore RFI Responses. No further information will be provided on an individual basis other than what has been released during the Industry day and subsequent Industry day feedback. Any details provided in any subsequent meetings will be used for information purposes only and will not be used to determine the potential Suppliers who will be invited to bid, should the Authority proceed to tender.
- 12.** Nothing in this RFI, or any other engagements with Industry prior to a formal procurement process, shall be construed as a representation as to the Authority's ultimate decision in relation to the future requirement.

How to deliver responses to this RFI

- 13.** To respond to this RFI please complete the form at Annex A and return electronically to the e-mail address shown below no later than 12:00 Tuesday 9th July 2019. Responses will be acknowledged electronically by return e-mail.

Contacts

- 14.** For questions relating to this RFI, please contact:
Logistics Delivery, Fuels Commercial
E-mail: DESCommodities-Comrcl-Fuel@mod.gov.uk

Address:

NH3 Cedar 3a #3360
MoD Abbey Wood
Bristol BS34 8JH

Timeframe

- 15.** This is the timeframe for the RFI and follow on activity:
 - a. Tuesday 11th June 2019 – RFI Published on Defence Contracts Online and Contracts Finder.
 - b. 12.00 – Tuesday 9th July 2019 – Last date for submission of answers to RFI.

SFP – RFI

Question	Answer
Company Name	
Company Address	
Name of Company representative completing the RFI	
Contact details (e-mail and telephone number)	
Company web site address	
Main products/services/line of business	
Main market sector/customers	
Number of years in this market sector	
<p>Fuel Supply</p> <p>The Fuel Types expected to be delivered under the SFP project are F-44/JP5 (Marine Aviation) and F-76 (Marine).</p> <p>Does your organisation have the ability to supply both types of fuel? If no, what fuel type are you interested in supplying to the Authority?</p>	
<p>Notification Duration</p> <p>Under existing arrangements, a minimum of 30 calendar days' notice will be given to the Framework Provider by the Authority for deliveries of F-76 and F-44/JP5.</p> <p>What is the industry standard or optimum timescale from notification of a requirement for Bulk Fuel (F-76 and F-44/JP5) to the delivery taking place? The Authority is not seeking to increase timescales but to understand if there is scope to reduce these timescales.</p>	
<p>Supply Profile of F-44/JP5 and F-76</p> <p>The Authority is seeking to understand the potential locations that suppliers have the ability to source F-44/JP5 and F-76 in order to fulfil fuel requirements to Singapore.</p> <p>Can you please advise of the locations from which you can source F-44/JP5 and F-76 as an alternative?</p>	

<p>Laycan Duration</p> <p>Typically, the Authority provides a 5-day laycan (Monday – Friday) - is this duration in line with industry? What is the optimum amount of time?</p>	
<p>Early Payment Discount</p> <p>The Authority has a commitment to make payment within 30 days from receipt of a valid invoice. However, in respect of fuel purchases the Authority recognises the importance of cash flow especially given the large value of fuel purchases and offers the supplier the opportunity to receive payment early in lieu of a discount to the Authority. This discount is greater the earlier it is paid and reduces daily within the 30-day period.</p> <p>Is early payment seen as an incentive to you as a supplier? Does the early payment discount to the authority offset the risk to you as a supplier of waiting up to 30 days for payment? Or is the risk of a discount to the invoice built into the premium offered?</p>	