

FOSW Leasing Advisor Framework Webinar – Questions & Answers

Webinar held: 12/02/25

1) **Question:** Why only 5 suppliers?

- **Answer:** Having five suppliers strikes a balance between offering a broad choice of suppliers in mini competitions and avoiding having too many, which would reduce the likelihood of some suppliers receiving work. There has been no decision on the number of leasing rounds across the period of this framework, but having five suppliers provides more resilience.

2) **Question:** When do you expect SQ process to open and close

- **Answer:** The launch of the technical advisor framework is planned before the end of February. Other frameworks will be launched two to three weeks afterwards.

3) **Question:** Could you provide clarity on how you see advisors interfacing across the Framework Agreements?

- **Answer:** All consultants contracted across the agreements will work hand-in-hand with each other and with The Crown Estate (TCE) team.

4) **Question:** Will you accept consortium bids, and if so, should consortium members enter the pre-qualification process separately or jointly?

- **Answer:** No, however, subcontracting is allowed.

5) **Question:** Bidders can bid on more than one framework, but is TCE looking to award three different entities to the three packages, or is it possible for a single bidder to win more than one package?

- **Answer:** Suppliers can be appointed to all three frameworks. However, in this instance, they would need to demonstrate that they have sufficient resources and expertise in place to meet the expected standard of delivery.
- Feasibility and capacity to deliver in parallel will be measured in the assessment of the ITT responses.

6) **Question:** How many separate tender rounds is the 3-year framework expected to cover?

- **Answer:** The specific number of leasing rounds expected during the 3-year framework has yet to be determined. Extra information will follow as it becomes available.

- 7) **Question:** Can you please clarify how many providers you are seeking per framework please?
- **Answer:** Up to five suppliers per framework.
- 8) **Question:** Does the commercial advisory experience need to be specific to the leasing stages or can existing expertise from other areas of OSW be used?
- **Answer:** Commercial advisory experience encompassing tender recommendation, preparation and evaluation in offshore wind, infrastructure and other energy sectors would all be accepted. This experience could be with TCE or other international seabed owners.
- 9) **Question:** Will appointment to each round be via mini-competition or will it be by a taxi-rank or other direct award method?
- **Answer:** There will be flexibility in contract award.
- 10) **Question:** Could you provide some more details on what you consider as experience in tender documentation preparation. Would this be acting for other agencies similar to TCE in other markets developing tender documents for award of sites, CfDs etc, specific to offshore wind etc?
- **Answer:** Experience in CfD, seabed leasing, or preparing bids for developers would be considered relevant.
- 11) **Question:** Is it possible to negotiate T&C's on these frameworks?
- **Answer:** The terms and conditions for the frameworks are currently under review. Material negotiations to contract terms will not be permitted.
- 12) **Question:** More detail on the difference between the marine technical services and Tender tech advisor contract. Assume that a contractor can be on both framework contracts?
- **Answer:** The marine technical services contract covers all marine sectors. This tender technical advisor framework relates to offshore wind in particular. It is focused on drafting, stress-testing and finalising leasing tender documentation. On the other hand, direct technical advice is being provided through the technical services contract.
 - We acknowledge that some suppliers may have the experience and capacity to deliver under both frameworks. A supplier that has been selected as a supplier under one framework will not preclude them being selected on the other.

13) Question: Must suppliers cover all aspects of the framework or could a supplier offer specialist expertise and experience for a sub-area e.g. Supply chain or social value?

- **Answer:** TCE would like general advisor support to cover all of the mentioned areas. It is important to us to have a primary supplier appointed to each leasing round and having the capability in all of those areas.
- We are interested to hear from suppliers with specific specialist support that in in any one of those areas. However, this would not be applicable through this procurement process.
- As per the other two frameworks, experience in every sub-lot of the framework is not required.

14) Question: Would a framework supplier be precluded from providing services to developers and other organisations or, if not, how are conflicts of interest handled?

- **Answer:** This will be covered in the SQ when published.