

**Defence Marine Services – Next Generation (DMS-NG)**

**REQUEST FOR INFORMATION (RFI)**

**Market Engagement Round 3**

**Issue Date: 15 September 2021**

**Reference: RFI 1\_MER3**

**Version: 3.0**

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# Overview

**Since the last round of Market Engagement,**

**a decision has been made to separate out a new Contract 4**



**Defence Marine Services – Next Generation (DMS-NG)**

**Overview**



**Contract 2 - Out of Port Marine Services – 5 years**

**Cost Estimate of £81m +/- 15%**

**Contract 3 - Moorings and Navigation Markers – 8 years**

**Cost Estimate of £68m +/- 12%**

**Contract 1 - In Port Marine Services – 10 years**

**Cost Estimate of £595m +/- 10% (includes VRP)**

***Keeping the Royal Navy Moving***

**A safe, modern, commercially viable, operationally sustainable service**

**Contract 4 - Off-Shore Support to Military Training and Exercises – 10 years (tbc) Cost Estimate of £214m +/- 15%**

# Introduction

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

**Please note:**

**This RFI is an information gathering exercise.**

**All Suppliers are requested to respond to this RFI via the DMS-NG AWARD Portal by 24:00 on Wednesday 6 October 2021.**

**All clarification questions regarding this RFI should be posted through the AWARD Portal.**

**Please provide your RFI response to the questions listed in the 4 Annexes below, highlighting which opportunity your response refers to. Please do not provide a ‘generic’ answer for all 4 Contracts; we request individual/separate answers for each of the following:**

* **Annex A – Contract 1 - In Port Marine Services.**
* **Annex B – Contract 2 - Out of Port Marine Services.**
* **Annex C – Contract 3 - Moorings and Navigation Markers.**
* **Annex D – Contract 4 - Off-Shore Support to Military Training and Exercises.**

**Please limit your response to 10 pages of A4 per Annex Questionnaire.**

**Please clearly and explicitly annotate all commercially sensitive/confidential information provided so that the Authority can manage the provided information correctly.**

**The DMS-NG Project Team are currently scheduling a series of virtual 1-1 meetings for mid-October 2021 with potential Prime/Lead Suppliers (for each of the Contracts) for the forthcoming DMS-NG Contract Services. At these meetings the Suppliers will have the opportunity to present their submitted responses to this RFI.**

**If you are a potential Prime/Lead Supplier and have not been contacted regarding a 1-1 meeting please inform** [**David.Dimer100@mod.gov.uk**](mailto:David.Dimer100@mod.gov.uk) **and a meeting will be arranged.**

**All other Suppliers in the DMS-NG Supply Chain should submit their responses to the RFI questionnaire(s) solely via the AWARD portal.**

**Future RFIs will be released in the coming months focussing on DMS-NG’s approach to (1) Insurance, Indemnity and Liability and (2) Risk Allocation.**

**DMS-NG are presenting at Seawork Connect 2021 on 7 October 2021 where we will continue to promote our DMS-NG Project and engage with Industry.**

# Notice to Reader and Disclaimer

This RFI forms a part of market engagement and is NOT part of any competitive procedure. Any information you submit will be considered solely for the purposes of building a greater understanding of the areas listed in **Annexes A, B, C and D** of this RFI.

Should the decision be made to formally compete the DMS-NG requirements, any information provided through RFIs will not be considered as part of a formal bid and must be re-submitted as part of the formal bid process. Information specific to the Industry participant provided through this process will not be shared or distributed directly to other participants.

The information contained in this RFI and any further information (whether written, electronic or oral) supplied by the Secretary of State and/or any of its representatives in respect of this RFI is, and will be, supplied on the condition that neither the Secretary of State, any of its representatives nor any agents, servants, officers or affiliates of the Secretary of State or its representatives whatsoever is liable for any error, omission, or inaccuracy therein nor for any loss or damage sustained by any party arising as a result of reliance on such information or any subsequent communication, including any error or omission or inaccuracy resulting from any negligent act or omission of any of the Secretary of State, its representatives or any other person (other than in respect of fraudulent misrepresentation). No party accepts any responsibility or gives any undertaking to provide further information, including any information required to correct any earlier inaccuracy or error.

No information included in your response, or in discussions connected to it, will be disclosed to any other third party.

Proprietary information, where included, should be kept to minimum and must be clearly marked.

For the purposes of this RFI, any documentation shared and/or submitted should be classification no higher than OFFICIAL SENSITIVE.

1. RFI Procedure

This RFI is located in the AWARD Portal in sub folders RFI 1 MER3 and under 'MOD Documents for Suppliers'.

Responses to this RFI will be reviewed by subject matter experts from different functional areas within the DMS-NG Project.

This RFI forms a multi-step process which will focus on the exchange of information in a number of specific areas. The focus of this RFI is to refresh information collected to date, confirm current planning assumptions and to assess the changes since we last approached Industry, especially any impact COVID 19 continues to represent. It also focusses on improved affordability and value for money; improved operational performance; and improved environmental sustainability.

To achieve this, Suppliers are invited to submit comments by responding to the questionnaires at Annexes A, B, C & D. Suppliers are invited to submit a single document for each Annex containing all their answers and numbered as at the tables at Annexes A, B, C & D.

If upon review of your submission any clarifications or additional information is required, you will be contacted using the DMS-NG Data Room.

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.

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 the relevant Procurement Law.

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.

1. Costs of Preparing the RFI Response

Any costs relating to the preparation and submission of a response to this RFI are the sole responsibility of the respondent.

The MoD is under no obligation to proceed with a formal procurement or in any other way proceed with the DMS-NG Project and shall not be liable to any participants for any costs arising from participation in this process.

1. Supplier Engagement Portal

New suppliers wishing to respond to this RFI should contact [David.Dimer100@mod.gov.uk](mailto:David.Dimer100@mod.gov.uk) and provide the following details:

1. Company Name
2. Company email address
3. Contact Name
4. Contact email address
5. Responding to this RFI

Existing registered suppliers wishing to respond to this RFI are requested to do so via the AWARD Portal. Suppliers already registered need not re-register. Uploading of RFI responses should be made as follows:

* 1. Open the Portal, select ‘Documents’ from the blue header bar.
  2. Select ‘Upload’.
  3. Look for the folder ‘Supplier Uploaded Documents’ and click the ‘+’ in front to open up a folder called ‘RFI Responses’.
  4. Select ‘RFI Responses’ and click ‘Next’; the ‘Upload Document’ page will open.
  5. In ‘File\*’ select ‘Browse’ and find the response file on your hard drive/network. Select ‘Save’.
  6. AWARD will upload your file to the RFI Responses Folder and associate your organisation name with it so that it remains accessible by only you and the Authority.

1. MoD Commercial Notice – Subject to Contract

This RFI is Subject to Contract.

The existence of this RFI does not imply that UK MoD will make a purchase relating to the Requirements within the indicated timescale, later, or at all.

All information provided by the MoD during discussions with Industry is provided in good faith but is indicative only and does not constitute an invitation to tender or an offer of contract.

1. Background to DMS-NG

**Strategic Context**

Defence Marine Services – Next Generation is an essential enabler to the MoD's ability to deliver operational capability, which includes the Continuous at Sea Deterrent and Force Generation. Continuity of Marine Services capabilities is critical to maintaining operational capability of the Royal Navy, ensuring that ship moves can be conducted safely in the Naval Bases, training and exercise routines are carried out and the suite of MoD ship moorings and aids to navigation are maintained. Without this service, entitled naval ships would not be afforded safe moorings, targets could not be utilised and the navigation marks on the MoD estate would not be fit for purpose.

1. DMS-NG Procurement Objectives

The principal Procurement Objectives are as follows (ranked in order of priority):

* 1. Safe delivery of the Marine Services operations.
  2. Ensure continuity of Service delivery.
  3. Appropriate transfer and management of risk.
  4. Achieving best value for money and benefits realisation.
  5. Facilitate the effective delivery of change within the commercial arrangements.
  6. Open the competitive supply market

1. Planned DMS-NG Contract Constructs and Durations

**Our latest thinking: DMS-NG Contract Constructs and Durations.**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Contract | Description | SDA | Area | Durations |
| Contract 1 | Provision of In Port Marine Services (including Vessel Replacement Programme) | SDA 1  SDA 2  SDA 3 | HMNB Clyde  HMNB Devonport  HMNB Portsmouth | 10 Years |
| Contract 2 | Provision of Out of Port Marine Services | SDA 4  SDA 5  SDA 7 | Kyle of Lochalsh (KOL)  Diving  Range Safety and Aircrew Training (RSACT) | 5 Years |
| Contract 3 | Provision of Moorings and Navigation Markers | SDA 8 | Moorings and Navigation Markers | 8 Years |
| Contract 4 | Provision of Off-Shore Support to Military Training and Exercises | SDA 6 | Off-Shore Support to Military Training and Exercises  (SMTE) | 10 Years (tbc) |

1. Requirement: Contract 1 (Provision of In Port Marine Services (including Vessel Replacement Programme (VRP)))

The scope of In Port Marine Services includes the provision of marine services at the 3 UK Naval Bases, a Vessel Replacement Programme (VRP) to procure 37 vessels in accordance with an agreed programme and defined technical requirements, and operation and provision of maintenance and services to 82 MoD owned vessels.

The scope of services in the Naval Bases are:

1. Clyde (SDA 1), which is an Authority agreed requirement to maintain Nuclear Safety, Nuclear Support Tug (NST) and Manning, Security, Loch Ewe Projected Moves, Harbour Movements, Towage Services, Safe Passenger Transportation and the Safe Transportation and Storage of Stores and Liquids, Fuelling, Sullage, Waste and Transfer of Munitions.
2. Devonport (SDA 2), which is an Authority agreed requirement to maintain Nuclear Safety, Nuclear Support Tug (NST) and Manning, Harbour Movements, Towage Services, Safe Passenger Transportation and the Safe Transportation and Storage of Stores and Liquids, Fuelling, Sullage, Waste and Transfer of Munitions.
3. Portsmouth (SDA 3), which is an Authority agreed requirement to maintain Nuclear Safety, Nuclear Support Tug (NST) and Manning, Harbour Movements, Towage Services, Safe Passenger Transportation and the Safe Transportation and Storage of Stores and Liquids, Fuelling, Sullage, Waste and Transfer of Munitions.

Due to maritime regulatory controls and defined programmes of work, the services element of the SoR will be input focused. The SoR will therefore be detailed enough to specify the requirements for the full scope of services required over the length of the contract at each of the 3 SDAs.

The VRP element of the SoR will be more output focused which will allow Industry the necessary freedoms to provide solutions which enable realisation of DMS-NG's benefits and enact the necessary modernisation and legislative compliance to the delivery of Marine Services.

To deliver this Contract: Security Check (SC) National security vetting clearance level is required.

1. Requirement: Contract 2 (Provision of Out of Port Marine Services)

The scope of the Out of Port (OOP) contract is to provide services supporting in shore specialist training, testing, training and exercise routines. The three distinct SDAs covered in the OOP Procurement are:

1. SDA 4: Marine Service support to British Underwater Test and Evaluation Centre (BUTEC) in the Kyle of Lochalsh, centred between the Applecross coast and the eastern coastlines of the Islands of Raasay and Rona.
2. SDA 5: The provision and operation of two dedicated diving tenders, to enable the MoD to conduct safe deep-water diving training to military divers utilising mixed gasses and compressed air.
3. SDA 7: Marine Services vessel support to at-sea military training in the following disciplines; helicopter crew winching, initial and re-validation sea survival, target towing for fast jet weapons, helicopter marine sniper, and range safety and range clearance in support of nine military training ranges around the UK coast. This SDA also provides support to Fleet Operational Sea Training and joint exercises such as Joint Warrior.

To deliver this Contract: a combination of Security Check (SC) and Counter Terrorist Check (CTC) National security vetting clearance level is required.

1. Requirement: Contract 3 (Provision of Moorings and Navigation Markers)

The scope of the services is the maintenance of approximately 321 moorings, target moorings and navigation markers, the replacement of 19 current moorings along with 12 Cat 3 navigation markers with telemetry buoys and the sourcing and delivery of moorings' components for the Ascension Island and Falkland Islands.

The services are split into three distinct areas:

1. The Mooring Maintenance Programme (MMP) is a MoD agreed and authorised schedule of routine mooring and navigation marker maintenance which ensures that MoD moorings and navigation markers remain safe to operate. This results in an update to the MoD Mooring Inventory (MMI). Maintenance and inspection tasks are agreed annually between MoD and the Contractor and result in the production of a maintenance programme to be performed by the Contractor. Maintenance varies depending on the class, location, and age of the Mooring. Navigation Markers are subject to similar maintenance. Conducting interim inspections, general maintenance and partial raises (out of the sea for a visual inspection) of a mooring or navigation marker is a specialist, skilled and labour-intensive process which involves the utilisation of specialist mooring vessels and anchor handlers as well as skilled personnel and diving teams.
2. The Moorings Replacement Programme (MRP) aims to replace 19 moorings due to age and obsolescence and 12 navigation markers with telemetry buoys which will automatically update on their maintenance and positional status. The MRP will take place during the life of the contract and will involve the total removal of the legacy mooring, the design and assurance of the new moorings, the procurement of replacement components and the installation and assurance of the new moorings.
3. The sourcing and delivery of components, utilising an established MoD supply chain, allows moorings in the Ascension Island and Falkland Islands to be installed and maintained. Despite the Contractor not being responsible for the conduct of maintenance or replacement of moorings and navigation markers in the Falkland Islands, there is a requirement to order the required spares and ensure that they are delivered to a designated port to allow them to be shipped (Solent Gateway (formally SMC Marchwood) in Southampton).

To deliver this Contract: Baseline Personnel Security Standard (BPSS) National security vetting clearance level is required (tbc).

1. Requirement: Contract 4 (Provision of Support to Military Training and Exercises)

The scope of the services is to provide safe delivery of maritime services to MoD customers who require specialist vessels to support individual and unit level training, trials, and exercises at sea around the coast of the UK and worldwide.

This service will require two ocean-going Off-shore Support Vessels (SD Victoria will be owned by the Authority and bareboat chartered to the Contractor and another vessel to be provided by the Contractor) to host specialist training to a range of customers at sea up to 100nm from the UK Coast as well as in Gibraltar, the Mediterranean, NATO, and other worldwide sea areas as required by the specific training task.

In summary the tasks to support this SDA include:

1. Supporting military training exercises worldwide with the capability to support exercises offshore, off the Norwegian coast at a latitude of 71 degrees north and in southern latitude no further south than South Georgia. This support includes specialist boarding training and other specialist military capabilities.
2. Supporting specialist diving training in depths of up to 30m of water. This includes the need to embark MoD's Transportable Manned Compression Chambers (TMCC) in case of emergency and requires the vessel to have adequate provision for diving air supply to recharge bottles as well as the workshops, drying rooms and dive stations associated with diving operations.
3. Supporting the training of the NATO Submarine Rescue System (NSRS) which, although deployable worldwide, is based in the UK and used to rescue submariners from submarines in distress. This requires the utilised vessel to have MoD's lifting frame and the equipment associated with the NSRS embarked and involves the rescue submersible being launched and recovered from the vessel during training.
4. Additionally, the service requires support to other training activities and exercises around the UK and internationally, including embarking MoD personnel to support data gathering and electronic warfare training. There is also a requirement to deploy and recover practice mines to support the training of Royal Navy Mine Clearance Vessels.

To deliver this Contract: Security Check (SC) National security vetting clearance level is required.

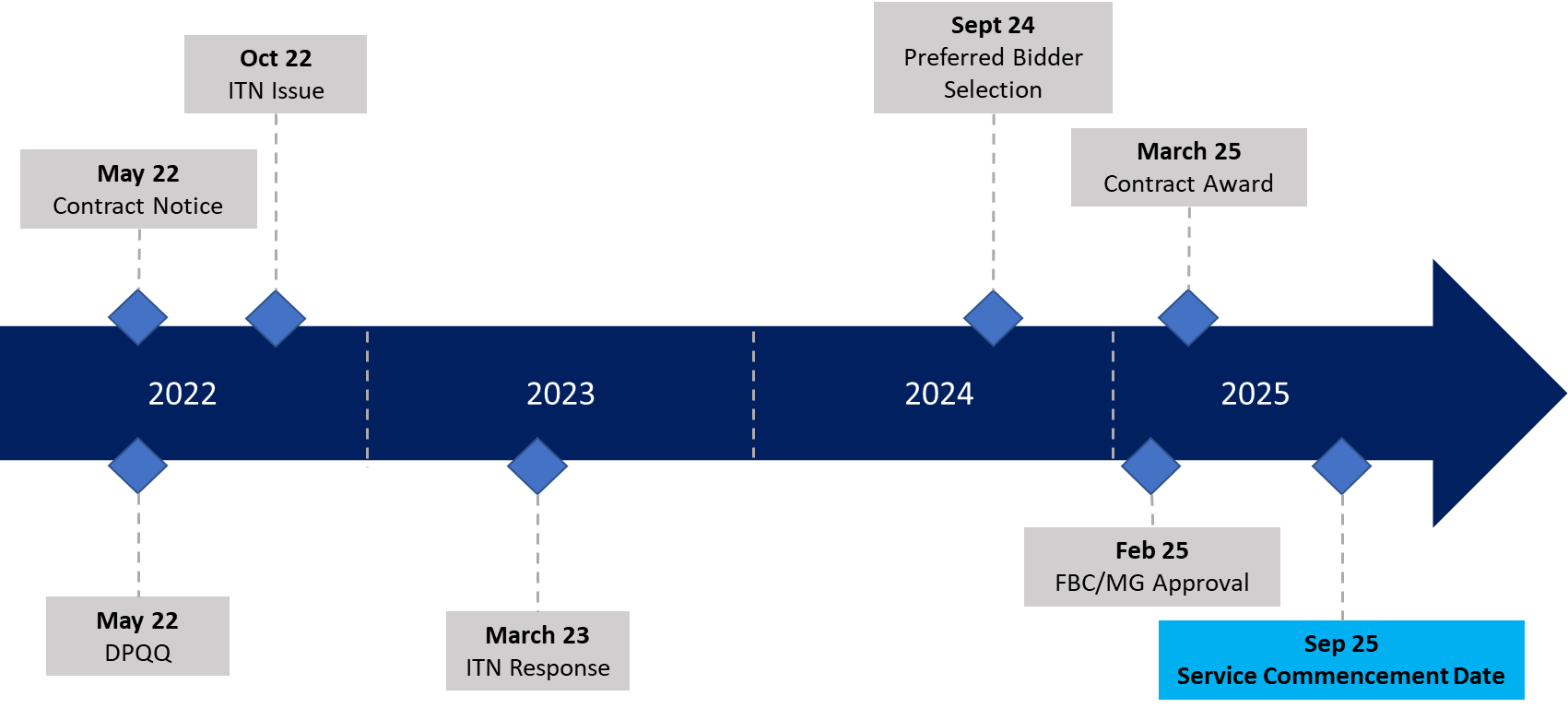
1. Interim Solution between the End of FPMS and RSACT and the Start of the DMS- NG Contracts

**Interim Solution between end of FPMS and RSACT and start of DMS-NG Contracts**

* The existing Future Provision of Marine Services (FPMS) 15-year PFI contract runs to December 2022. The Special Purpose Vehicle is SD Marine Services Ltd with Serco Ltd acting as the prime contractor. An interim contract arrangement for the Continued Procurement of Marine Services (CPMS) operated by Serco will then run to March 2025 (with an option to December 2025).
* The existing Marine Support to Range Safety and Aircrew Training (RSACT) contract runs to March 2023, as operated by Boskalis Westminster N.V. An extension contract for RSACT operated by Boskalis Westminster will then run to March 2025 (with an option to December 2025).
* The Service Commencement Date for the DMS-NG suite of Contracts is scheduled for third quarter of 2025.

1. New DMS-NG Commercial Milestones

**New DMS-NG Commercial Milestones**



The DMS-NG team are resourcing the Project and piloting the new MoD acquisition and approvals transformation portfolio to deliver to the earliest possible target dates.

1. Planned Payment, Performance and Incentivisation Mechanism (PPIM)

**Incentivisation**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Contract 1 | Contract 2 | Contract 3 | Contract 4 | | |
| **Payment** | 1. Core services annual payment 2. Vessel replacement management charge 3. Vessel replacement milestones 4. Additional services charge 5. Fuel as free issue | 1. Core services annual payment 2. Additional services charge 3. Fuel as a pass through | 1. Annual charge 2. Mooring replacement milestone payment 3. Fuel as a pass through | | 1. Core services annual payment 2. Additional Services Charge 3. Fuel as a pass through/free issue (tbc) | |
|  | **Gainshare mechanism**  **plus, other benefits linked to KPIs** | | | | |
| **Performance** | **KPIs;**   1. Core services availability 2. Vessel replacement management compliance 3. Service quality (Preparedness, delivery and continuous improvement) 4. Management information   **Workings:**   * Non-performance = non-performance points * Total non-performance points across all KPIs = £retention or £deduction * Except – critical tasks incur a £deduction (no non-performance points) * Except – vessel management compliance incurs a £deduction (no non-performance points) * Maximum deduction set at profit level * Persistent non-performance/ rectification/ termination included in PPIM | **KPIs;**   1. Core services availability 2. Management information   **Workings:**   * Non-performance = non-performance points * Total non-performance points across all KPIs = £retention or £deduction * Maximum deduction set at profit level * Persistent non-performance / rectification/ termination included in PPIM | **KPIs;**   1. Maintenance compliance 2. Maintenance materials compliance 3. Moorings/ marker rectification 4. Mooring replacement compliance 5. Management information   **Workings:**   * Non-performance = non-performance points * Total non-performance points across all KPIs = £deduction * Except – mooring replacement compliance incurs a £deduction (no non-performance points) * Maximum deduction set at profit level * Persistent non-performance/ rectification / termination included in PPIM | | **KPIs;**   1. Core services availability 2. Management information   **Workings:**   * Non-performance = non-performance points * Total non-performance points across all KPIs = £retention or £deduction * Maximum deduction set at profit level * Persistent non-performance/ rectification / termination included in PPIM | |

1. DMS-NG Principal Benefits

The principal Benefits required from each of the new DMS-NG Contracts are:

|  |  |  |
| --- | --- | --- |
| Ref | End Benefit | End Benefit Long Description |
| EB1 | Improved operational and effectiveness of performance of the Defence Marine Services Next Generation (DMS-NG) contracts. | The DMS-NG contracts will deliver an incremental improvement in performance through the introduction of new vessels, enhanced contract management, to provide better MI enabling intelligent customer roles and governance arrangements. |
| EB2 | Improved affordability and Value for Money of the Defence Marine Services. | Value for Money delivered through new, competed contracting arrangements, refreshed scope, manpower efficiencies and a more robust and transparent cost structure. |
| EB3 | Improved environmental footprint of the Defence Marine Services operations. | Improvement in the environmental footprint of the DMS operations through the introduction of new vessels, alternate fuel usage and introduction of hybrid technologies. Methodologies and capture of CO2 and GHG emissions will also need to be factored. |

1. Annex A – DMS-NG Supplier Questionnaire – In Port Marine Services (Contract 1)

|  |  |  |
| --- | --- | --- |
| **Q No.** | **Theme** | **Information requested** |
| 1 | Timeline | Our Commercial Milestones timeline has changed since the last RFI/MER2. As these dates are fixed, how could DMS-NG best help you to deliver to these challenging procurement timelines? |
| 2 | Brexit and COVID-19 | Since the last RFI/MER2, Industry has learnt how to work with Brexit and COVID-19. Are there any new workforce, supply chain and/or transportation issues associated with Contract 1 that you have not shared with us before? |
| 3 | Contract Duration | DMS-NG have settled on a 10-year contract duration for Contract 1. We believe this provides sufficient time for the delivery of the Vessel Replacement Programme and the required Benefits. Please outline any concerns you have with this contract duration. |
| 4 | Vessel Replacement Programme (VRP) | DMS-NG have settled on our VRP and will require Prime/Lead Suppliers to provide a compliant bid. Given what you find in our DMS-NG Data Room, is there any further information you require to return a compliant bid? Do you foresee any merits in DMS-NG allowing you to submit a variant bid for the VRP (which would only be considered by DMS-NG after the compliant bids have been evaluated)? |
| 5 | Mid-Contract Learning from Experience (LFE) Review Point | The Authority is planning to introduce a mid-contract review point for Contract 1 to ensure that we LFE in the delivery of the contract. Is there any reason why you would not support this? Please outline any concerns. |
| 6 | Bidding | Do you intend to bid for Contract 1 as a single entity or as part of a consortium? If you are bidding as a consortium, please name the other members and confirm whether your response represents a joint response. |
| 7 | Social Value (SV) | Bidders will be required to submit proposals for the achievement of the SV Model Assessment Criteria (MAC) identified in the ITN. These will fall under the following SV themes:   * Tackling economic inequality. * Fighting climate change. * Equal opportunity.   (NB. The MAC will be specific to each Contract. For further information on SV <https://www.gov.uk/government/publications/procurement-policy-note-0620-taking-account-of-social-value-in-the-award-of-central-government-contracts> ).  What possibilities do you believe exist that would enable your Company to drive SV through your tender return and are relevant to Contract 1? |
| 8 | Payment, Performance and Incentivisation Mechanism (PPIM) | Do you have any comments on the PPIM proposed for Contract 1? Given what you find in our DMS-NG Data Room, is there any further performance information you require to return a compliant bid? DMS-NG have set out a payment position in relation to fuel for Contract 1; other options have been considered and discounted; however, do you foresee any merits in DMS-NG offering you the freedom to source your own fuel to make use of innovation and novel fuels in the VRP rather than rely on the F-76 fuel the MoD can provide in the dockyards? If yes, please explain why. |
| 9 | Measurement of Benefits | DMS-NG believe the three principal Benefits required from the new DMS-NG Contract 1 are:   * Improved operational and effectiveness of performance of the Defence Marine Services Next Generation (DMS-NG) contracts. * Improved affordability and Value for Money of the Defence Marine Services. * Improved environmental footprint of the Defence Marine Services operations.   Please outline any concerns you have with the measurement of these Benefits for Contract 1. |
| 10 | Risk | What potential risks do you associate with the delivery of Contract 1? What suggestions do you have for managing these risks that would offer an optimal solution for both Parties? |

1. Annex B – DMS-NG Supplier Questionnaire – Out of Port Marine Services (Contract 2)

|  |  |  |
| --- | --- | --- |
| **Q No.** | **Theme** | **Information requested** |
| 1 | Timeline | Our Commercial Milestones timeline has changed since the last RFI/MER2. As these dates are fixed, how could DMS-NG best help you to deliver to these challenging procurement timelines? |
| 2 | Brexit and COVID-19 | Since the last RFI/MER2, Industry has learnt how to work with Brexit and COVID-19. Are there any new workforce, supply chain and/or transportation issues associated with Contract 2 that you have not shared with us before? |
| 3 | Contract Construct | How has the removal of SDA 6 (SMTE) from Contract 2 and the subsequent creation of Contract 4 increased your appetite to bid for this Contract? |
| 4 | Contract Duration | DMS-NG have settled on a 5-year contract duration for Contract 2. Please outline any concerns you have with this contract duration. |
| 5 | Bidding | Do you intend to bid for Contract 2 as a single entity or as part of a consortium? If you are bidding as a consortium, please name the other members and confirm whether your response represents a joint response. |
| 6 | Social Value (SV) | Bidders will be required to submit proposals for the achievement of the SV Model Assessment Criteria (MAC) identified in the ITN. These will fall under the following SV themes:   * Tackling economic inequality. * Fighting climate change. * Equal opportunity. * Wellbeing.   (NB. The MAC will be specific to each Contract. For further information on SV <https://www.gov.uk/government/publications/procurement-policy-note-0620-taking-account-of-social-value-in-the-award-of-central-government-contracts> ).  What possibilities do you believe exist that would enable your Company to drive SV through your tender return and are relevant to Contract 2? |
| 7 | Payment, Performance and Incentivisation Mechanism (PPIM) | Do you have any comments on the PPIM proposed for Contract 2? Given what you find in our DMS-NG Data Room, is there any further performance information you require to return a compliant bid? DMS-NG have set out a payment position in relation to fuel for Contract 2; other options have been considered and discounted; do you think we are procuring fuel for Contract 2 in the most efficient and effective way? |
| 8 | Measurement of Benefits | DMS-NG believe the three principal Benefits required from the new DMS-NG Contract 2 are:   * Improved operational and effectiveness of performance of the Defence Marine Services Next Generation (DMS-NG) contracts. * Improved affordability and Value for Money of the Defence Marine Services. * Improved environmental footprint of the Defence Marine Services operations.   Please outline any concerns you have with the measurement of these Benefits for Contract 2. |
| 9 | Risk | What potential risks do you associate with the delivery of Contract 2? What suggestions do you have for managing these risks that would offer an optimal solution for both Parties? |

1. Annex C - DMS-NG Supplier Questionnaire – Moorings and Navigation Markers (Contract 3)

|  |  |  |  |
| --- | --- | --- | --- |
| **Q No.** | | **Theme** | **Information requested** |
| 1 | Timeline | | Our Commercial Milestones timeline has changed since the last RFI/MER2. As these dates are fixed, how could DMS-NG best help you to deliver to these challenging procurement timelines? |
| 2 | Brexit and  COVID-19 | | Since the last RFI/MER2, Industry has learnt how to work with Brexit and COVID-19. Are there any new workforce, supply chain and/or transportation issues associated with Contract 3 that you have not shared with us before? |
| 3 | Contract  Duration | | Over the Contract 3 duration of 8 years, we expect the Mooring Replacement Programme (18 existing Moorings) to be completed. Can you provide evidence of how you would ensure the delivery of the Mooring Replacement Programme, concurrent with the Maintenance Programme? |
| 4 | Mid-Contract Learning from Experience (LFE) Review Point | | The Authority is planning to introduce a mid-contract review point for Contract 3 to ensure that we LFE in the delivery of the contract. Is there any reason why you would not support this? Please outline any concerns. |
| 5a | Modernisation | | How can the Authority best encourage a modern commercial approach to the design, sourcing and installation of moorings and navigation markers in the setting of our Requirements, thereby providing a commercial solution to challenge existing MoD standards for Moorings and Navigation Markers and reducing supply chain vulnerabilities? |
| 5b | Modernisation | | How would you create designs for MoD Moorings using commercial components that meets our Requirements? |
| 6 | Government Furnished Assets (GFA) | | There are significant amounts of GFA held ashore for this Contract. How do you intend to take custody and safely store this? |
| 7 | Bidding | | Do you intend to bid for Contract 3 as a single entity or as part of a consortium? If you are bidding as a consortium, please name the other members and confirm whether your response represents a joint response. |
| 8 | Social Value (SV) | | Bidders will be required to submit proposals for the achievement of the SV Model Assessment Criteria (MAC) identified in the ITN. These will fall under the following SV themes:   * Tackling economic inequality. * Fighting climate change. * Equal opportunity. * Wellbeing.   (NB. The MAC will be specific to each Contract. For further information on SV <https://www.gov.uk/government/publications/procurement-policy-note-0620-taking-account-of-social-value-in-the-award-of-central-government-contracts> ).  What possibilities do you believe exist that would enable your Company to drive SV through your tender return and are relevant to Contract 3? |
| 9 | Payment, Performance and Incentivisation Mechanism (PPIM) | | Do you have any comments on the PPIM proposed for Contract 3? Given what you find in our DMS-NG Data Room, is there any further performance information you require to return a compliant bid? DMS-NG have set out a payment position in relation to fuel for Contract 3; other options have been considered and discounted; do you think we are procuring fuel for Contract 3 in the most efficient and effective way? |
| 10 | Measurement of Benefits | | DMS-NG believe the three principal Benefits required from the new DMS-NG Contract 3 are:   * Improved operational and effectiveness of performance of the Defence Marine Services Next Generation (DMS-NG) contracts. * Improved affordability and Value for Money of the Defence Marine Services. * Improved environmental footprint of the Defence Marine Services operations.   Please outline any concerns you have with the measurement of these Benefits for Contract 3. |
| 11 | Risk | | What potential risks do you associate with the delivery of Contract 3? What suggestions do you have for managing these risks that would offer an optimal solution for both Parties? |

1. Annex D – DMS-NG Supplier Questionnaire – Support to Military Training and Exercises (Contract 4)

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| **Q No.** | **Theme** | **Information requested** |
| 1 | Timeline | Our Commercial Milestones timeline has changed since the last RFI/MER2. As these dates are fixed, how could DMS-NG best help you to deliver to these challenging procurement timelines? |
| 2 | Brexit and  COVID-19 | Since the last RFI/MER2, Industry has learnt how to work with Brexit and COVID-19. Are there any new workforce, supply chain and/or transportation issues associated with Contract 4 that you have not shared with us before? |
| 3 | Contract  Construct | How has the removal of SDA 6 (SMTE) from Contract 2 and the subsequent creation of Contract 4 increased your appetite to bid for this Contract? |
| 4 | Contract  Duration | The Authority have considered a 5-year duration; a 5 + 5 year duration; and a 10-year contract duration. For DMS-NG to deliver the Benefits they are seeking for Contract 4, which duration would you recommend and why? |
| 5 | Mid-Contract Learning from Experience (LFE) Review Point | The Authority is planning to introduce a mid-contract review point for Contract 4 to ensure that we LFE in the delivery of the contract. Is there any reason why you would not support this? Please outline any concerns. |
| 6 | Security | Due to the nature of work and operation of the vessels in this Contract, all afloat and shore-based staff will be required to hold a valid Security Check (SC) clearance. Do you envisage this causing you any difficulties? |
| 7 | Bidding | Do you intend to bid for Contract 4 as a single entity or as part of a consortium? If you are bidding as a consortium, please name the other members and confirm whether your response represents a joint response. |
| 8 | Social Value (SV) | Bidders will be required to submit proposals for the achievement of the SV Model Assessment Criteria (MAC) identified in the ITN. These will fall under the following SV themes:   * Tackling economic inequality. * Fighting climate change. * Equal opportunity. * Wellbeing.   (NB. The MAC will be specific to each Contract. For further information on SV <https://www.gov.uk/government/publications/procurement-policy-note-0620-taking-account-of-social-value-in-the-award-of-central-government-contracts> ).  What possibilities do you believe exist that would enable your Company to drive SV through your tender return and are relevant to Contract 4? |
| 9 | Payment, Performance and Incentivisation Mechanism (PPIM) | Do you have any comments on the PPIM proposed for Contract 4? Given what you find in our DMS-NG Data Room, is there any further performance information you require to return a compliant bid? DMS-NG have set out a payment position in relation to fuel for Contract 4; other options have been considered and discounted; do you think we are procuring fuel for Contract 4 in the most efficient and effective way? |
| 10 | Measurement of Benefits | DMS-NG believe the three principal Benefits required from the new DMS-NG Contract 4 are:   * Improved operational and effectiveness of performance of the Defence Marine Services Next Generation (DMS-NG) contracts. * Improved affordability and Value for Money of the Defence Marine Services. * Improved environmental footprint of the Defence Marine Services operations.   Please outline any concerns you have with the measurement of these Benefits for Contract 4. |
| 11 | Risk | What potential risks do you associate with the delivery of Contract 4? What suggestions do you have for managing these risks that would offer an optimal solution for both Parties? |