**SUBJECT TO CONTRACT**

**MOD JCCC SERVICE PATTERN MEMORIAL PROCUREMENT - MARKET INTEREST EVENT QUESTIONNAIRE**

***Please Note:*** *Responses to this questionnaire will be treated as Commercial in Confidence and will only be used internally within the Ministry of Defence (MOD) to gain a broad understanding of how Industry may view the current and potential replacement Defence Business Services (DBS) MOD JCCC Service Pattern Memorial Contract requirement.*

*This questionnaire and any responses will not form part of any contractor selection or bid evaluation process in any subsequent competition for the Service Pattern Memorial requirement. Neither does this questionnaire nor any responses given create any rights or obligations enforceable or otherwise.*

***Background.*** *The MOD offers to mark the site of internment of anyone who dies in paid military service and receives a service funded funeral with a military pattern headstone or urn plot marker stone. Such memorials are supplied under contract. Whilst demand varies and can increase in times of conflict / operational deployment, not all families opt for a service funded funeral, typically around 80 personnel die in British military service each year and around 50% of their families choose to inter remains and mark the site with a stone memorial. However, the MOD may also replace around 20-30 existing stone memorials a year that are showing excessive wear or damage under this contract*

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| **Section One – Company Details (Optional)** | |
| **Company Name:** |  |
| **Company Representative Name:** |  |
| **Company Address:** |  |
|  |
| **Email:** |  |
| **Telephone:** |  |

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| **Section Two – Your Interest** | | | | |
| 1 | *Did you attend the MOD Presentation at Tradex on 15 or 16 September 2022?* | | | |
|  | | | |
| 2 | *Was the presentation / information supplied useful?* | | | |
| Fully | Partially | Not at all | |
| *If not, please explain* | | | |
|  | | | |
| 3 | *Are you interested in supplying memorials to the MOD?* | | | |
| *If not, is there a particular reason why?* | | | |
| 4 | *How do you view the MOD Service Pattern Memorial requirement in light of your current output / workload?* | | | |
| As potentially your core business | As a development area | Not relevant | |
| As a new business development area | As part of a portfolio of outputs |  | |
| *If not relevant, please explain:* | | | |
|  | | | |
| 5 | *What would you perceive to be the benefits of doing business with MOD?* | | | |
|  | | | |
| 6 | *What do you perceive to be the challenges of doing business with MOD?* | | | |
|  | | | |
| 7 | *What do you see as your key drivers in determining whether to bid for new business?*  *(Please rank in order of importance with 1 being the highest).* | | | |
| Sustainable revenues | | |  |
| Foothold in the marketplace | | |  |
| Visibility (raising your profile in the marketplace) | | |  |
| Development area - expanding your portfolio | | |  |
| Other (Please specify) | | |  |

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| **Section Three – Your Perception of Our Requirement** | | | | |
| 8 | *The usual contract period for MOD Service Pattern Memorial contracts is 2 years with the option to extend for two further years either individually or together (2+1+1). What do you perceive as the key cost drivers in a memorial supply and fixing contract over a 2+1+1 period (e.g. labour, investment in machinery, shipping, raw material market etc)?* | | | |
|  | | | |
| 9 | *We are considering reviewing the contract length. Please indicate which are the most beneficial to you. (Please rank in order of importance with 1 being the highest).* | | | |
| *Contract over 2+1+1 years* | |  | |
| *Contract over 3+1 years* | |  | |
| *Contract of 4 years* | |  | |
| 10 | *Are there any models shown above for contract length that would prevent you from competing? If so, please indicate your reasons below.* | | | |
|  | | | |
| 11 | *We are considering several ways of breaking down the total requirement to enhance competition for this element of our business and would value your response to the following:* | | | |
| 11a | *If we were to break the contract into three lots: Portland, Nabresina and Karin Granite, which would you consider bidding for (tick as appropriate)?* | | | |
| Portland? | Nabresina? | | Karin Granite? |
| 11b | *If we were to consolidate all the lots into one contract, would you consider bidding for it?* | | | |
| Yes | No | | |
| *If No please indicate why below* | | | |
| Do not specialise in all required stone types | Not resourced to sub contract to other stone masons | | |
| Other *(please state reasons below)* | | | |
| 11c | *Please provide any comments on the questions above:* | | | |
|  | | | |
| 12 | *Would you recommend that MOD considers providing memorials in any other stone type?*  *If yes. What material and why? Is this material widely available? Do you regularly make memorials in this material? How may companies supply memorials in this material?* | | | |
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| **Section Four – The Procurement Process** | | | | |
| 13 | *What would you expect to be the minimum period between contract award and being able to commence manufacturing memorials for the MOD?* | | | |
| 1-4 weeks | 5-9 weeks | 10-14 weeks | 15 weeks+ |
| 14 | *What are the main factors influencing your response to the last question?* | | | |
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| **Section Five – Procurement Relations** | | | | |
| 15 | *If you were to bid against any requirement, would this be as?* | | | |
| Prime contractor | Sub-contractor | In a consortium | Don’t know yet |
| 16 | *If you intended in operating as a prime contractor, which elements (if any) would you expect to sub-contract?* | | | |
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| **Section Six – Business Relationships** | | | | | | | | |
| 17 | | *How do you view the MOD Service Pattern Memorial Contract in light of other potential opportunities you may be considering competing for in the period to October 2023?* | | | | | | |
| Very attractive | | Not very attractive | | | Unsure at this stage | |
|  | | A significant task/ output for your company? | |  | | |  | |
| 18 | | *How would you rate your interest towards the MOD Service Pattern Memorial Contract at this point? (Rating 1: very interested; 5: not at all interested)* | | | | | | |
| 1 | 2 | | 3 | 4 | | 5 |
|  | | | | | | | | |
| **Section Seven – Social Value** | | | | | | | | |
| 19 | Social Value is the consideration of the social, economic and environmental impact of our projects and programmes. It has a lasting impact on individuals, communities and the environment and the Government has significant opportunity and responsibility to maximise Social Value benefits effectively and comprehensively through its commercial activity, as a result, it forms part of our requirement for most contracts. MOD have chosen 3 three priority Social Value Themes which are:  Tackling Economic inequality  Fighting climate change  Equal opportunity | | | | | | | |
| *From the Social Value Themes and Policy Outcomes detailed in the table below, please indicate which you feel are relevant to this requirement in terms of your being able to deliver tangible change and why?(please also rank in order of importance 1 being the highest)*   |  |  |  |  | | --- | --- | --- | --- | | Theme 1 | COVID-19 recovery | Help local communities to manage and recover from the impact of COVID-19 |  | | Theme 2 | Tackling economic inequality | Create new businesses, new jobs and new skills Increase supply chain resilience and capacity |  | | Theme 3 | Fighting climate change | Effective stewardship of the environment |  | | Theme 4 | Equal opportunity | Reduce the disability employment gap Tackle workforce inequality |  | | Theme 5 | Wellbeing | Improve health and wellbeing Improve community cohesion |  | | | | | | | | |

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| **Section Eight – General Comments & Questions** | |
| 20 | *Please use this space to record any general comments or additional questions you may wish to raise at this stage.* |
|  |

*Thank you for taking the time to complete this questionnaire:*

*Please return to* [*DBS-JCCCgroupmailbox@mod.gov.uk*](mailto:DBS-JCCCgroupmailbox@mod.gov.uk) *FAO JCCC Graves Team*

*by Date 30 November 2022.*