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# Market Sounding Exercise

**Incident Command Vehicles**

4F Services

(East Sussex Fire Authority, Kent and Medway Towns Fire Authority, Surrey Fire and Rescue Service, West Sussex Fire and Rescue Service)

Ref: C17588

# Section 1: Introduction

## General Requirements

* 1. The purpose of this document is to briefly introduce to prospective suppliers the scope, need and functional and IT requirements of a proposed procurement of 5 new Incident Command Vehicles across four Fire and Rescue Services (known as 4F).

1. East Sussex Fire Authority
2. Kent Fire and Rescue Service
3. Surrey Fire and Rescue Service
4. West Sussex Fire and Rescue Service
   1. **Please note:** this market sounding exercise is **not** an invitation to tender or a request for formal expressions of interest. This document does not form any part of an invitation to tender. West Sussex County Council (WSCC) is issuing this request for **information only and on behalf of the 4F group.**
   2. Any supplier invited to present to the 4F group is doing so to support market research only and to help make any potential procurement process more focused and efficient. No supplier selection or supplier preference is implied.

## Confidentiality and Freedom of Information (FOI)

* 1. **Please note:** all information included in this market sounding is confidential and only for the recipients’ knowledge. No information included in this document or in discussions connected to it may be disclosed to any other party without prior written authorisation.
  2. All responses will be treated confidentially. However, please be aware that we are subject to the disclosure requirements of the FOI Act and that potentially any information we hold is liable to disclosure under that Act. For this reason, we strongly advise that any information you consider to be confidential is labelled as such. In the event that a request is subsequently made for disclosure under FOI the request will be dealt with in accordance with the legislation.

## Background

* 1. The 4F project aims to aggregate, jointly procure, and align procedures relating to Incident Command Vehicles and equipment.
  2. The future 4F vision of operational alignment across the services will be delivered through standardisation of equipment, which will assist in both the interoperability of cross-border incident command and also enable a more effective working environment for ICU Operators
  3. This strengthens our position in our duty (and legal requirement) of the Policing and Crime Act 2017 - to collaborate with other emergency services.
  4. The expectation at this stage is that whilst the services will jointly procure the vehicles, each Authority will enter into its own contract for the provision of the goods and associated support contracts (if applicable).

## Soft Market Test Timetable

* 1. Please read this document and if you feel that your organisation is able to contribute to this exercise, please complete the questionnaire at the end of this document and return via the Atamis e-sourcing portal by **12.00 on 26 January 2023**
  2. The Atamis portal is located at <https://atamis-7669.my.site.com/s/Welcome> . The project reference is C17588.
  3. For technical support or assistance in using the Atamis portal please contact the helpdesk:
  + Tel: 029 2279 0052
  + Email: support@atamis.co.uk
  1. Potential responders will not be prejudiced in any future procurement processes by either responding or not responding to this market sounding exercise.
  2. Potential Providers may raise questions or seek clarification regarding any aspect of this document at any time to [james.skilling@westsussex.gov.uk](mailto:james.skilling@westsussex.gov.uk)

## Indicative Project Timetable

Indicative dates for key project milestones have been provided below. However, these dates have been provided as an estimate only and may be amended prior to tender publication.

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| **Project Milestone** | **Indicative date** |
| Issue market engagement document & draft specifications | December 2023 |
| Response from suppliers to market engagement exercise | January 2024 |
| Project team to review responses and invite further pre-tender engagement | January- April 2024 |
| Issue ITT | May - June 2024 |
| ITT Return | Sept 2024  (approx. 8- 10 weeks from point of issue) |
| Evaluation period | Sept - Nov 2024 |
| Contract award | Dec 2024 |

# Section 2: Scope

## Overview

## The following section provides an overview of the requirements.

## The draft specification for the Vehicle and IT requirements have been provided on the Atamis Portal labelled;

## 4F ICU Draft IT Specification- Nov 23; and

## 4F ICU Draft Vehicle Specification- Nov 23

## Please note that these are draft specifications only and may be subject to change based on feedback from this market engagement exercise and further discussions within the project team. A final version of the specifications will be released to all suppliers along with the full tender pack.

## Key Areas

**General Function**

* 1. The incident command vehicle is required to transport safely a driver and 3 crew members to incidents, under blue lights. The vehicle should be able to travel to any location that a fire appliance can access.
  2. The vehicle should contain 2 main rooms (a box design is preferred to maximise space).

1. Command Room (for incident command purposes – up to 4 persons)
2. Radio Room (for 2 operators to monitor radio traffic and engagement with respective control rooms).
   1. Both areas are required to have suitable power, docking ports (as required), fixed display monitors and wiring for FRS specific equipment such as radios and mobile data terminals.
   2. The Command Room will require white boards to support planning, including a large, pre-printed whiteboard for incident management, which can be digitally recorded as an audit of activity.
   3. Both areas should receive natural light (with lighting options) and being as spacious as possible.
   4. Internal cameras are required to give a clear view within the command room, which can record sound and visual information, and can be connected to a laptop device so that live footage can be viewed through and open video conferencing or other streaming service.
   5. The vehicle should hold suitable storage house for a generator and inflatable pop-up tent, with allowance for a basic awning that can be easily operated on set up.
   6. Monitor displays will be located on the outside of the vehicle for briefings, the display of which will be managed from the inside of the vehicle to either mirror the internal monitor(s) or to display a current view of the main whiteboard.
   7. There should be stairs with safe access entry into the command room which can be stored safely for transport.
   8. The ability to connect to existing Fire and Rescue technology and communications, including projected images from outside drones or cameras to within the command cell are essential, in addition to providing resilient wired and Wi-Fi connectivity for the solution. WiFi should extend beyond the vehicle to allow connectivity to devices outside to a distance of 100 metres.
   9. There is a requirement to have visual transparency between the command room and radio room, whilst maintaining an option to separate the rooms via a door.

**Vehicle Basics**

* 1. Vehicle should not exceed a maximum length of 9 meters, being of a single cab (ridership of 4) and not exceed a height of 3.6 metres.
  2. The 4F group predominantly have Volvo / Scania heavy response fleet, therefore a Volvo 18t low entry 4-seater cab has been specified.

**Vehicle Equipment (supply fit/maintenance)**

* 1. The supplier must be able to supply and fit all equipment to the specification stipulated within the published tender.

# Section 3: Questionnaire

Please note: you do not need to resize the table; it will automatically adjust to fit your response.

## Section A: Organisation and Contact Details

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| **Question** | **Response** |
| Name of your organisation |  |
| Registered office (if applicable) |  |
| Trading address (if different from office) |  |
| What if any local connections do you have with the Authorities listed under the 4F group? |  |
| Name of person whom an queries relating to this questionnaire should be addressed |  |
| Telephone Number(s) |  |
| Email (we will use this email address to invite further pre-tender engagement) |  |
| Address if different to above |  |

## Section B: Questions

Please note: you do not need to resize the table; it will automatically adjust to fit your response.

Your response should specifically identify areas of proprietary or commercially sensitive information that you would not wish to be divulged.

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| **Question – Commercial** |
| **C1 -** What is your organisation’s area of expertise or interest? |
| **Response** |
| **C2 –** Please can you describe any market conditions or operational constraints that you are currently experiencing that you would like to raise with the 4F group which might impact on the project aims and timescales? |
| **Response** |
| **C3 –** Please give details of where your organisation would feature in any prospective bidding model and the contractual implications this might have during the operational life of the vehicles. |
| **Response** |
| **C4** – Please specify if your organisation can offer a single point of contact for support, maintenance and warranty issues for all elements of the vehicle build, including AV and IT equipment. |
| **Response** |
| **C5-** The current project timescales allow for the tender documents to be released in May/June 2024. Based on this indicative timetable, would resources allow for your organisation to submit a tender response. |
| **Response** |

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| **Question – Vehicle** |
| **V1** – Please provide an indication of lead times for chassis delivery (with a focus on Volvo but the 4F group would be interested to know about the wider market is case of differences) and estimated conversion time (this should cover all 5 vehicles). |
| **Response** |
| **V2** – Can you confirm if the Allison automatic transmission can be fitted as part of the standard chassis specification for any/all vehicle manufacturers? |
| **Response** |

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| **Question – Conversion** |
| **CV1** – The vehicles are intended to be in service for 15-18 years, considering the stated requirement of chassis, what cost effective, but long-lasting materials would you select for the construction of the command cell that would also not impact the heat transfer properties of the interior space. |
| **Response** |
| **CV2** – The design of the body is to have one command space and a radio room - this is to allow isolation in a busy environment. During engagement with staff, radio operators have suggested that this may result in silo working. What kind of design options could the 4F group consider at this stage to allow audio transparency between the two spaces when required? |
| **Response** |

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| **Question – Audio Visual and IT** |
| **AV1** – Please provide details of the levels and scale of support packages your organisation offers and examples of a use case for each type |
| **Response** |
| **AV2** – Please confirm the average life of AV equipment appropriate for this requirement and how obsolescence could be managed to keep the total cost of ownership as low as possible. |
| **Response** |
| **AV3** – Please advise whether there are elements of the ICT, Connectivity or AV requirements that might prevent your organisation from tendering. |
| **Response** |
| **AV4** – Please advise whether you would be able to provide secure cloud storage for recordings as part of the requirement for an audit of decision making. |
| **Response** |

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| **Question- Project Objectives** |
| **PO1**- Please confirm if there are any elements of the requirements (Vehicle, conversion or IT) where you think alternative options can be provided to better meet the overall objectives of the 4F project.  Please provide an overview of your suggestion and an outline of why you think this option will help achieve the project objectives. |
| **Response** |
| **PO2-** One of the desires of the 4F project is to standardise the ICU vehicle and equipment. However, we recognise that each FRS has its own business processes and technology provision.  With this in mind, please provide your thoughts on where you believe the line to be between supplier provision and FRS provision. |
| **Response** |

Thank you in advance for completing this market briefing questionnaire.