

**703708451**

**THE PROVISION OF A LAND TRAINING TEST AND REFERENCE CAPABILITY (LTT&RC)**

**Requirements of Response**

**Technical Requirements of Response (ROR) and Social Value**

**Technical:** Maximum score available 70, 90% of combined score

**Social Value:** Maximum score available 30, 10% of combined score

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| 1. **QUALIFICATION** | | |
| **Guidance**  The questions below are Pass/Fail Questions, a ‘Fail’ shall result in exclusion from the competition. | | |
| 1.1.1 | Please confirm that you can download and open the attached Tender Documents. | Pass/Fail |
| 1.2.2 | Please confirm your acceptance of the Authority’s SC2 Terms & Conditions (including all Schedules, DEFFORMs and DEFFCONs)**.** | Pass/Fail |
| 1.2.3 | Please upload a completed and signed Annex A to DEFFORM 47 (Tender Offer), to the commercial envelope. This MUST be signed by a Company Director. | Pass/Fail |
| 1.2.4 | Please upload a completed Annex C to DEFFORM 47 (DEFFORM 711 (IPR)), to the commercial envelope. | Pass/Fail |
| 1.2.5 | Please upload a completed Annex D to DEFFORM 47 (DEFFORM 539A (Sensitive Information)), to the commercial envelope. | Pass/Fail |
| 1.2.6 | Please upload a completed Annex B to SC2 Schedule 2 (Pricing Proposal), to the commercial envelope. | Pass/Fail |
| 1.2.7 | Please confirm there is no pricing information within your technical response?  *\*Any pricing found within the technical response may result in automatic disqualification of the tender\** | Pass/Fail |
| 1.2.8 | The Cyber Risk Assessment (RAR-263077232) has resulted in a Cyber Risk Profile of ‘Low’. Please upload:  1. A copy of your Cyber Essentials Plus Certificate; and  2. A copy of your completed Supplier Assurance Questionnaire (SAQ) in response to the Cyber Risk Assessment; and  3. a copy of the email from DCPP informing you of your SAQ reference and result.  **OR**  If a Supplier is not able to meet the security controls required by the contract start date, the supplier should instead submit a Cyber Implementation Plan (CIP) with their response detailing the steps they would take to meet the necessary controls, together with associated timescales, details of any equivalent standards they have, or reasons why they are unable to comply.  **Guidance**  Please complete the SAQ at the following link, download a PDF of responses once complete and email to [ISSDes-DCPP@mod.gov.uk](mailto:ISSDes-DCPP@mod.gov.uk).  (<https://forms.office.com/Pages/ResponsePage.aspx?id=7WB3vlNZS0iuldChbfoJ5Tv4OR9pb0BHial1Ag-WKXVUOFk3Sk9SS0JDQ0FRWjhYNDhTVldHUDJaNy4u>).  Please attach all requested documents to the commercial envelope. | Pass/Fail |
| **Guidance**  The questions below are not scored. | | |
| 1.2.9 | Please confirm you have completed and attached the Hazardous Deliverables Form at Schedule 6 to SC2 (703708451 SC2 Schedules). | n/a |
| 1.2.10 | Please confirm you have completed and attached the Timber & Wood Derived Products Form at Schedule 7 to SC2 (701779452 SC2 Schedules). | n/a |

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| **Guidance**  The questions below are Pass/Fail Questions, a ‘Fail’ shall result in exclusion from the competition. | | |
| 1.3.1 | Please indicate, by selecting either option YES or NO, in the event you are successfully awarded the Contract, whether you will or will not, unreservedly, deliver in full all the requirements as set out in Annex A to SC2 Schedule 2 ((Statement of Requirement (SOR)).  YES - You will, unreservedly, deliver in full all the requirements set out in the SOR.  NO - You will not, or cannot, deliver in full all the requirements as set out in the SOR. | Pass/Fail |
| 1.3.2 | Upon the commencement of the Contract, the Authority requires the Supplier to deliver in full, and in accordance with the stated timescales, the contract implementation requirements set out at in Appendix 1 of Annex B to DEFFORM 47 (Deliverable Management Plan (DMP)) so that the Supplier is able to commence the delivery of LTT&RC from 27 Feb 2023.    Please indicate, by selecting either option YES or NO, in the event you are successfully awarded the Contract, whether you will or will not, unreservedly, deliver in full, a Deliverable Management Plan in accordance with the stated timescales, of the contract implementation requirements set out in Appendix 1 of Annex B to DEFFORM 47 (DMP).  YES - You will, unreservedly, deliver in full, and in accordance with the stated timescales, all the contract implementation requirements set out in the DMP.  NO - You will not, or cannot, deliver in full, and in accordance with the stated timescales, all the contract implementation requirements set out in the DMP. | Pass/Fail |

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| * 1. **TECHNICAL QUESTIONNAIRE: MANAGEMENT (35%)** | | |
| **Guidance**  ***Stand-Alone Assessment – will form 35% of overall score***  **For Questions 2.1.2 – 2.1.4**, Using a maximum of 10 sides of A4, in font Arial, size 11, and single line spacing.  The minimum acceptable raw score for each question is 5. Where a Potential Provider is given a score lower than 5 their submission shall be considered a ‘Fail’. A ‘Fail’ shall result in exclusion from the competition. | | |
| 2.1.2 | Provide a detailed Method Statement which clearly demonstrates how you intend to manage the contract in accordance with the terms of the specification detailed within the SOR (Annex A to SC2 Schedule 2) and the DMP (Appendix 1 of Annex B to DEFFORM 47).  Additional to the Method Statement please include copies of all draft DMPs as outlined in Appendix 1 of Annex B to DEFFORM 47.  The Method Statement must be capable of being monitored, updated and amended as necessary during the period of the Contract.  Specifically, the Method Statement shall contain, but not be limited to, the following information:  • Service Performance Management.  • Demonstrate how your solution will provide technical decision support informed by SQEP.   * Demonstrate how your solution will be an accessible and available service. | 40% |
| 2.1.3 | Provide a detailed Method Statement which clearly demonstrates how you intend to manage the personnel requirement to deliver contracted activities in accordance with the terms of the specification detailed within Annex A to SC2 Schedule 2 (SOR).  Specifically, the Method Statement should contain, but not be limited to, the following information:   * How you would provide a suitable Qualified and Experienced Person(s) (SQEP). * How you would implement and manage a vetting and training database. | 40% |
| 2.1.4 | Provide a detailed Method Statement demonstrating how you intend to implement and execute a robust Exit Management Plan prior to the expiry of service.  Specifically, the Method Statement should contain, but not be limited to, the following information:   * How you would transfer skills and information to the Authority’s customer. | 20% |

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| * 1. **TECHNICAL QUESTIONNAIRE: SERVICE DELIVERY (55%)** | | |
| **Guidance**  ***Stand-Alone Assessment – will form 55% of overall score***  Using a maximum of 15 sides of A4, in font Arial, size 11, and single line spacing.  The minimum acceptable raw score for each question is 5. Where a Potential Provider is given a score lower than 5 their submission shall be considered a ‘Fail’. A ‘Fail’ shall result in exclusion from the competition. | | |
| 2.2.2 | Provide a detailed method statement that clearly demonstrates how your solution delivers the provision of **Providing Technical Governance** (Para 3.1.1 of the SOR).  Your response should be in accordance with the SOR at Table 1 (User Requirements) detailed on pages 4-5, and in Table 2 (Enduring Deliverables) on pages 6-7.  Specifically, the Method Statement should contain, but not be limited to, the following information:   * How your solution will meet User Requirements (URs) 1, 2, 3, 4, 9, 12 and 13 of the SOR. | 27% |
| 2.2.3 | Provide a detailed method statement that clearly demonstrates how your solution delivers the provision of **Facilitating Reuse** (Para 3.1.2 of the SOR).  Your response should be in accordance with the SOR at Table 1 (User Requirements) on pages 4-5, and in Table 2 (Enduring Deliverables) on pages 6-7.  Specifically, the Method Statement should contain, but not be limited to, the following information:  • How your solution will meet User Requirements (URs) 5, 6, 7, 8, 10 and 15 of the SOR. | 27% |
| 2.2.4 | Provide a detailed method statement that clearly demonstrates how your solution delivers the provision of **Supporting Engagement** (Para 3.1.3 of the SOR).  Your response should be in accordance with the SOR at Table 1 (User Requirements) detailed on pages 4-5, and in Table 2 (Enduring Deliverables) on pages 6-7.  Specifically, the Method Statement should contain, but not be limited to, the following information:   * How your solution will meet User Requirements (URs) 6, 7, 8, 9, 11 and 14 of the SOR. | 27% |
| 2.2.5 | Case Study: The Authority has requested that the LTT&RC support an overseas exercise at the German Army’s Combat**Training Centre, Gefechtsübungszentrum** Heer (GÜZ), which is instrumented. The aim is to exercise a UK Battle Group in an urban environment; the challenge for LTT&RC is to fully integrate the Tactical Engagement System (TES) for this exercise.  Explain how your envisaged solution for LTT&RC would address this situation, including, but not limited to: planning considerations and a proposed solution with an evaluation approach. | 19% |

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| **2.3 TECHNICAL QUESTIONNAIRE: SOCIAL VALUE (10%)** | | |
| Guidance  *Stand-Alone Assessment – will form 10% of overall score*  Please see Gov.uk Procurement Policy Note 06/20 – ‘*taking account of social value in the award of central government contracts’* (<https://www.gov.uk/government/publications/procurement-policy-note-0620-taking-account-of-social-value-in-the-award-of-central-government-contracts>). The documents linked provide guides to Social Value, as well as the Response Guidance for tenderers.  Using a maximum of 4 sides of A4, in font Arial, size 11, and single line spacing describe the commitment your organisation will make to ensure that opportunities under the contract deliver the Policy Outcome and Award Criteria.  Please include:   * your ‘Method Statement’, stating how you will achieve this and how your commitment meets the Award Criteria, and * a timed project plan and process, including how you will implement your commitment and by when. Also, how you will monitor, measure and report on your commitments/the impact of your proposals. You should include but not be limited to: * timed action plan, * use of metrics, * tools/processes used to gather data, * reporting, * feedback and improvement, * transparency. * how you will influence staff, suppliers, customers and communities through the delivery of the contract to support the Policy Outcome, e.g. engagement, co-design/creation, training and education, partnering/collaborating, volunteering.   The minimum acceptable raw score for each question is 5. Where a Potential Provider is given a score lower than 5 their submission shall be considered a ‘Fail’. A ‘Fail’ shall result in exclusion from the competition. | | |
| 2.3.2 | **Theme**: Tackling economic inequality.  **Policy Outcome**: Create new businesses, new jobs and new skills. | 50% |
| 2.3.3 | **Theme:** Fighting climate change.  **Policy Outcome:** Effective stewardship of the environment. | 20% |
| 2.3.4 | **Theme:** Equal opportunity.  **Policy Outcome:** Tackle workforce inequality. | 30% |

**ITT ROR Scoring**

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| **Classification** | **Raw Score** | **Description** |
| Outstanding response (fully compliant, with some areas exceeding requirements) | 10 | Submission sets out a robust solution (as for a 7 score) and, in addition, provides or proposes additional value and/or elements of the solution which exceed the requirements in substance and outcomes in a manner acceptable to the contracting authority; provides full confidence as to the relevant ability, understanding, expertise, skills and/or resources not only to deliver the requirements, but also exceed it as described.  Low/no risk solution for the contracting authority. |
| Fully satisfactory /very good response  (fully compliant with requirements). | 7 | Submission sets out a robust solution that fully addresses and meets the requirements, with full details (and, where evidence is required or necessary, full and relevant evidence) provided to support the solution; provides full confidence as to the relevant ability, understanding, expertise, skills and/or resources to deliver the requirements.  Low/no risk solution for the contracting authority. |
| Satisfactory and acceptable response (compliant with no major concerns) | 5 | Submission sets out a solution that largely addresses and meets the requirements, with some detail (or, where evidence is required or necessary, some relevant evidence) provided to support the solution; minor reservations or weakness in a few areas of the solution in respect of relevant ability, understanding, expertise, skills and/or resources to deliver the requirements.  Medium, acceptable risk solution to the contracting authority. |
| Partially acceptable response  (one or more areas of major weakness) | 3 | Weak submission which does not set out a solution that fully addresses and meets the requirements: response may be basic/ minimal with little or no detail (and, where evidence is required or necessary, with insufficient evidence) provided to support the solution and demonstrate that the tenderer will be able to provide the services and/or some reservations as to the tenderer's solution in respect of relevant ability, understanding, expertise, skills and/or resources to deliver the requirements.  May represent a high-risk solution for the contracting authority. |
| Unsatisfactory response  (potential for some compliance but very major areas of weakness) | 1 | Substantially unacceptable submission which fails in several significant areas to set out a solution that addresses and meets the requirements: little or no detail may (and, where evidence is required or necessary, no evidence) have been provided to support and demonstrate that the tenderer will be able to provide the services and/or considerable reservations as to the tenderer's proposals in respect of relevant ability, understanding, expertise, skills and/or resources to deliver the requirements.  Would represent a very high-risk solution for the contracting authority. |
| No response (complete noncompliance) | 0 | No response at all or insufficient information provided in the response such that the solution is totally un-assessable and/or incomprehensible. |

**Final Technical Score (FTS) after weighting calculations**

**Sub Criteria: Management (35%)**

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|  | **Question Weighting: 40%** | | | **Question Weighting: 20%** | | |
| **Raw Score** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** |
| **10** | 40% | 40% of 35 | 14 | 20% | 20% of 35 | 7 |
| **7** | 32% | 32% of 35 | 11.2 | 16% | 16% of 35 | 5.6 |
| **5** | 24% | 24% of 35 | 8.4 | 12% | 12% of 35 | 4.2 |
| **3** | 16% | 16% of 35 | 5.6 | 8% | 8% of 35 | 4.2 |
| **1** | 8% | 8 % of 35 | 2.8 | 4% | 4% of 35 | 5.6 |
| **0** | 0% | 0 % of 35 | 0 | 0% | 0% of 35 | 0 |

**Service delivery (55%)**

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|  | **Question Weighting: 27%** | | | **Question Weighting: 19%** | | |
| **Raw Score** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** |
| **10** | 27% | 27% of 55 | 14.85 | 19% | 19% of 55 | 10.45 |
| **7** | 21.6% | 21.6% of 55 | 11.88 | 15.2% | 15.2% of 55 | 8.36 |
| **5** | 16.2% | 16.2% of 55 | 8.91 | 11.4% | 11.4% of 55 | 6.27 |
| **3** | 10.8% | 10.8% of 55 | 5.94 | 7.6% | 7.6% of 55 | 4.18 |
| **1** | 5.4% | 5.4% of 55 | 2.97 | 3.8% | 3.8% of 55 | 2.09 |
| **0** | 0% | 0% of 55 | 0 | 0% | 0% of 55 | 0 |

**Social Value (10%)**

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|  | **Question Weighting: 50%** | | | **Question Weighting: 30%** | | | **Question Weighting: 20%** | | |
| **Raw Score** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** | **% score** | **calculation** | **Final Technical Score (FTS) after weighting** |
| **10** | 50% | 50% of 10 | 5 | 30% | 30% of 10 | 3 | 20% | 20% of 10 | 2 |
| **7** | 40% | 40% of 10 | 4 | 24% | 24% of 10 | 2.4 | 16% | 16% of 10 | 1.6 |
| **5** | 30% | 30% of 10 | 3 | 18% | 18% of 10 | 1.8 | 12% | 12% of 10 | 1.2 |
| **3** | 20% | 20% of 10 | 2 | 12% | 12% of 10 | 1.2 | 8% | 8% of 10 | 0.8 |
| **1** | 10% | 10% of 10 | 1 | 6% | 6% of 10 | 0.6 | 4% | 4% of 10 | 0.4 |
| **0** | 0% | 0% of 10 | 0 | 0% | 0% of 10 | 0 | 0% | 0% of 10 | 0 |