

OFFICIAL – SENSITIVE - COMMERCIAL



Ministry  
of Defence

[REDACTED]  
C17CSAE-Commercial Lead

Defence Equipment and Support  
Walnut 2b #1229  
MOD Abbey Wood  
Bristol  
BS34 8JH

Tel: [REDACTED]  
Email: [REDACTED]

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[REDACTED]  
Commercial Director  
Airborne Systems Limited  
Bettws Road  
Llangeinor  
Bridgend  
Mid Glamorgan  
CF32 8PL

Your Reference: ASL-  
510121-VB

Our Reference:  
C17CSAE/0027

Date: 28 March 2018

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Dear [REDACTED],

**Offer Of Contract C17CSAE/0027 for the Provision of Parachute Equipment Support  
(superceding Offer reference: C17CSAE/0027 dated 26 March 2018)**

1. You are hereby informed of the Department's requirement and you are invited to accept the Offer of Contract, detailed in the attached Schedule of Requirements, which supercedes that issued on 27 March. The Schedule describes the requirements and sets out the contract terms and conditions which will take effect on acceptance by you of the Department's Offer. Your attention is drawn to Appendix 1 to the Contract, which details the revised dates for entry into service of the items in the Schedule of Requirements which have been affected by the delays to this competition.

2. If you wish to accept this Offer, please complete and sign both copies of the DEFFORM 10 returning one copy to me at the address shown above by post within 10 working days of the date of this Offer. Your acceptance of the Department's Offer must be unqualified. If you do not accept the Department's Offer within the period specified, then the Department's Offer will lapse.

3. No contract will come into existence until you have accepted the Department's Offer in accordance with paragraph 2 above. Accordingly, prior to your unconditional acceptance of this Offer, the Department shall not be responsible in any way whatsoever for any :

- a. work undertaken by you; or
- b. costs incurred by you.

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4. When you have accepted the Department's Offer in accordance with paragraph 2 above, you must proceed with the performance of the Contract.
5. Where no price is stated in the price column of the Schedule of Requirements:
  - a. You must submit your quotation (supported where appropriate by a Certified Statement of Costs) as soon as practicable so that prices can be fixed in accordance with the provisions for price fixing contained in the Contract. In order to assist with pricing, your quotation must include an analysis showing the way in which you have built up your price(s). The analysis should show the amounts included under such headings as: Direct Labour (man hours and wage rates); Overheads; Materials; Bought out parts; Sub-contracted work; Special Jigs, tools etc; and Profit.
  - b. You must identify separately amounts in respect of work placed with subsidiary companies or firms. You must also identify separately any other relevant information or explanations, e.g. of amounts included for contingencies, and provide explanations of these. In particular, if the wage rates or overhead rates are not those last agreed with the Department, you must give an explanation of the basis on which they have been calculated.
6. The Authority may publish notification of the contract and shall publish contract documents under the FOI Act except where publishing such information would hinder law enforcement; would otherwise be contrary to the public interest; would prejudice the legitimate commercial interest of any person, or might prejudice fair competition in the supply chain
7. If you wish to make a similar announcement you must seek approval from the named Commercial Officer.
8. Under no circumstances should you confirm to any third party the fact of your acceptance of this Offer of Contract prior to informing the Department of your acceptance, and / or ahead of the Department's announcement of the Contract award.
9. Nothing contained in this Offer and in the attached Schedule shall be construed as notifying or implying acceptance by the Department of any estimated or suggested price or of any condition of contract which may have been referred to orally or in writing in any previous discussion or correspondence.

Yours sincerely,

[REDACTED]