

## ITT Clarifications

Tender Reference: 5305-SRB-140324

Issued: 18/04/2024

Q1	We have been working on O&M for some time in the specific niche area of Anchors and Moorings and we wanted to enquire if CSP are only interested to hear from parties offering the whole O&M service including blades and cables or in an offering specific to our niche?
A1	We recognise that the industrial O&M requirement for FLOW is still at a development phase and that this presents challenges across the whole system (including anchors/ moorings). Even niche areas will require significant scale, therefore we are interested in hearing from parties who are developing credible solutions to address that scale. Although it would be interesting if parties covering niche areas of specialism worked together to develop holistic solutions, we are not limiting ourselves to parties offering the whole O&M service
Q2	Can small and medium-sized enterprises (SMEs) bid on this tender?
A3	Yes
Q3	The Scope of Work as outlined in Section 3 suggests that a specific solution to O&M is to be taken forward as part of the proposal. Are we allowed to deviate from this scope slightly, taking a different approach to answer the wider challenge (as outlined in Section 2) if we can show why it will bring greater value to CSP (and not exceeding the £30k budget)?
A3	We would suggest that the scope outlined in Section 3 is sufficiently broad to allow a number of different approaches to answering the wider challenge outlined in Section 2. We are not looking for a specific solution and welcome original thinking. However, we would recommend that you utilise the headings in Sections 3 & 5 as guidance for presenting your approach considering the scoring methodology outlined in Section 8.
Q4	Please confirm if the primary objective of the tender is for a contractor to provide a detailed overview of the O&M challenges associated with deployment of floating wind systems in the Celtic Sea, how these are expected to evolve with the growth of the industry in the region, and practical solutions for how these challenges could potentially be overcome? Or, is the objective to identify specific technology and service providers that will undertake these O&M services, with the emphasis on demonstrating suitability and establishing future contracting models and solutions?
A4	As per the ITT, the primary objective of the tender is to enable private sector <i>collaborative activity</i> which has the potential to develop into technically credible and investible propositions capable of addressing key industrial scale O&M challenges in the Celtic Sea. Of the two options presented in the query, the latter is the closest articulation. However, rather than a detailed study of the art of the possible, we would prefer to see the outline of a pragmatic workable solution which includes the main protagonists and has an emphasis on delivery (which would include an emphasis on demonstrating suitability and establishing future contracting models and solutions).

Q5	<p>Section 5.2.2: We note your request for “evidence of prior experience and relevant capability of the lead bidder and participating organisations”.</p> <p>May we clarify whether this is evidence of experience with respect to delivering a “delivery plan”, or the future “O&amp;M delivery” itself? We have relevant experience in both but want to know what areas to focus on and showcase.</p>
A5	<p>We are interested in understanding how the experience and capability of the lead bidder and participating organisations collectively lends itself to the development of a future commercial solution which is credible and deliverable. This is of more interest than just experience related to the preparation of “delivery plans” alone.</p>
Q6	<p>Section 5.2.4: Please can you provide more detail / an example of the type of response you are expecting here?</p> <p>ie. Are you asking us to share a case example of using a system such as MoSCoW or similar?</p> <p>Or are you asking us simply how we will justify the future industry requirements of O&amp;M?</p>
A6	<p>We want to see a description of the method you will use to quantify the estimated industrial requirements of your solution, including a worked example of an element (eg – vessels, ports or people). Whilst we have included an example MoSCoW template, bidders might not consider this the most appropriate approach and are welcome to propose alternatives. However, it does provide an example of the sort of information we would like to see successful bidders include in the final deliverable</p>
Q7	<p>Can you clarify if this tender is aimed solely at industry bidders in which they would lead the “coalition” and then provide an industry development plan for FLOW, or is it also intended for professional service companies (such as consultancies) in which they would advise on an industry development plan for FLOW and indicate the types of companies to be further developed?</p>
A7	<p>Whilst the tender isn’t aimed solely at one type of bidder, it is aimed at bidders (which might include consultancies) that would lead the “coalition” and then provide an industry development plan for FLOW.</p>
Q8	<p>Is it necessary for our company to act as the primary bidder and include all collaborators in our proposal, or if we can express our interest in collaboration without being the primary bidder, focusing solely on the specific part in which we would participate?</p>
A8	<p>To submit a compliant bid, Is it necessary for your company to act as the primary bidder and include all collaborators in your proposal.</p> <p>You may wish to express an interest in collaboration, focusing solely on the specific part in which you would like to participate, via the “Pitch” function on <a href="https://piranha-hub.com">Piranha Hub (piranha-hub.com)</a>.</p>
Q9	
A9	