

C A Flynn Senior Commercial Manager

[REDACTED]
Porton Down, Salisbury
Wiltshire, SP4 0JQ

Tel: [REDACTED] Email: [REDACTED]

Shimadzu UK Limited Mill Court Featherstone Road Wolverton Mill South Milton Keynes MK12 5RE Your Reference:

Our Reference: IPMO1229

Date: 7th March 2023

Dear [REDACTED]

Single Source Invitation To Tender Reference No. IPMO1229

- 1. You are invited to tender for the above referenced requirement in accordance with the attached documentation.
- 2. The requirement is for the proposed Supply of a Shimadzu HPV-X2 Ultra High Speed Camera.
- 3. The anticipated date for the contract award decision is during April 2023, please note this date is indicative and may change.
- 4. You must submit your Tender directly to the named contact above by no later than 31st March 2023 @ 17:00 hours.

Yours sincerely

C A Flynn Senior Commercial Manager This page is intentionally blank

Invitation to Tender for the Supply of a Shimadzu HPV-X2 Ultra High Speed Camera

Contents

This invitation consists of the following documentation:

DEFFORM 47ST – Invitation To Tender. The DEFFORM 47ST is the document that sets
out the key requirements that you must meet in submitting a valid Tender in advance of any
negotiations. It also sets out the conditions relating to this procurement. For ease it is
broken into:

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Section A - Introduction

DEFFORM 47ST Definitions

In this ITT the following words and expressions shall have the meanings given to them below:

- A1. "The Authority" means the Secretary of State for Defence of the United Kingdom of Great Britain and Northern Ireland, acting as part of the Crown.
- A2. "Compliance Regime" is a legally enforceable set of rules, procedures, physical barriers and controls that, together, act to prevent the flow of sensitive or protected information to parties to whom it may give an unfair advantage.
- A3. "Conditions of Tendering" means the conditions set out in the DEFFORM 47ST that govern the procurement.
- A4. "Contract Terms and Conditions" means the attached conditions including any schedules, annexes and appendices that will govern any resultant contract.
- A5. "Contractor Deliverables" means the works, goods and / or the services, including packaging (and Certificates(s) of Conformity and supplied in accordance with any Quality Assurance (QA) requirements, if specified) which the contractor is required to provide under any resultant contract.
- A6. "Cyber Security Model" means the model defined in DEFCON 658.
- A7. "Defence Sourcing Portal" (DSP) means the electronic platform in which Tenders are submitted to the Authority.
- A8. "Government Furnished Information" means information or data issued or made available to the Tenderer in connection with the Contract by or on behalf of the Authority.
- A9. "Invitation to Tender" (ITT) refers to the first document that the Authority sends out to potential Tenderers that initiates a Tender response or negotiation.
- A10. "ITT Documentation" means this ITT and any information in any medium or form (for example drawings, handbooks, manuals, instructions, specifications and notes of pre-tender clarification meetings), issued to you, or to which you have been granted access by the Authority, for the purposes of responding to this ITT.
- A11. "ITT Material" means any other material (including patterns and samples), equipment or software, in any medium or form issued to you, or to which you have been granted access, by the Authority for the purposes of responding to this ITT.
- A12. "NAPNOC" is an Authority pricing policy meaning "No Acceptable Price, No Contract".
- A13. A "Qualifying Defence Contract" (QDC) is a contract subject to Part 2 of the Defence Reform Act 2014 (DRA) and associated regulations and statutory guidance. A single source contract of £5M (ex VAT) or above is likely to be a QDC, subject to fulfilling the other criteria set out in the DRA.
- A14. "Schedule of Requirements" (Schedule 2 of Standardised Contract Template 1B (SC1B)) means that part of the contract which identifies, either directly or by reference, the Contractor Deliverables to be supplied or carried out, the quantities involved and the price or pricing terms in relation to each Contractor Deliverable.
- A15. "Single Source" means a situation where the Authority has invited a response from only one Tenderer.
- A16. The "Statement of Requirement" (Schedule 2(a) of Standardised Contract Template 1B (SC1B)) means that part of the Contract which details the technical requirements and acceptance criteria of the Contractor Deliverables.
- A17. A 'Sub-contractor' means any party engaged or intended to be engaged by the Contractor at any level of sub-contracting to provide Contractor Deliverables for the purpose of performing any resultant contract.
- A18. A "Tender" is the offer that you are making to the Authority.

- A19. "Tenderer" means the economic operator. Where "you" is used this means an action on you the Tenderer.
- A20. A "Third Party" is any person (including a natural person, corporate or unincorporated body (whether or not having separate legal personality)), other than the Authority, the Tenderer or their respective employees.
- A21. "Voluntary Ex Ante Transparency Notice" means a mandatory notice used to announce in Find a Tender a procurement decision that the Authority intends to place a non-competitive contract under the procurement procedures. This also appears in the Defence Sourcing Portal as a "Voluntary Transparency Notice". This allows industry to challenge the decision not to compete.

Purpose

- A22. The purpose of this ITT is to invite you to submit a Tender, in accordance with the instructions set out in this ITT, to propose a solution and best price to meet the Authority's requirement. This documentation explains and sets out the:
 - a. timetable for the next stages of the procurement;
 - b. instructions, conditions and processes that govern this invitation;
 - c. information you must include in your Tender and the required format;
 - d. arrangements for the receipt and review of your Tender; and
 - e. Contract Terms and Conditions that shall apply in the event the Authority awards a contract following this invitation.
- A23. The sections in this ITT and associated documents are structured in line with a generic tendering process and do not indicate importance and / or precedence.
- A24. The decision to conduct single source procurement for this requirement was advertised by the Authority by publishing a Voluntary Ex Ante Transparency Notice (VEAT) in Find a Tender and / or a Voluntary Transparency Notice in the Defence Sourcing Portal dated 7th March 2023, under the Public Contracts Regulations 2015.

Tender Expenses / Bid Preparation Costs

- A24. Where a non-competitive Tender leads to a new contract, the Authority will reimburse your reasonable bid preparation costs, subject to any Limit of Liability made known to you in writing by the Authority, either in this Tender documentation or elsewhere. Any such costs must be charged as direct costs to the contract to which they relate.
- A25. Where a non-competitive Tender does not lead to a new contract, the Authority's position in relation to your bid preparation costs will depend on the reason the contract does not proceed.
- A26. Where the Tender does not proceed for reasons of the contractor's decision not to proceed, the Authority will not reimburse any of your bid preparation costs, either directly or through indirect cost recovery methods.
- A27. Where the Tender process is terminated or amended by the Authority, the Authority will reimburse your reasonable bid preparation costs, subject to any Limit of Liability made known to you in writing by the Authority, either in this Tender documentation or elsewhere. Because such costs are not permitted to be recovered indirectly against other non-competitive contracts, the Authority will in these circumstances request you to submit a cost statement detailing your reasonably incurred costs, which the Authority will have the right to review, before agreeing with you the means of making the finally agreed settlement.

ITT Documentation and ITT Material

- A28. ITT Documentation, ITT Material and any Intellectual Property Rights (IPR) in them shall remain the property of the Authority or other Third Party owners and is released solely for the purposes of enabling you to submit a Tender. You must:
 - a. take responsibility for the safe custody of the ITT Documentation and ITT Material and for all loss and damage sustained to it whilst in your care;

- b. not copy or disclose the ITT Documentation or ITT Material to anyone other than the bid team involved in preparing your Tender, and not use it except for the purpose of responding to this ITT;
- c. seek written approval from the Authority if you need to provide access to any ITT Documentation or ITT Material to any Third Party;
- d. abide by any reasonable conditions imposed by the Authority in giving its approval under sub-paragraph A29.c, which at a minimum will require you to ensure any disclosure to a Third Party is made by you in confidence. Alternatively, due to IPR issues for example, the disclosure may be made, in confidence, directly by the Authority;
- e. accept that any further disclosure of ITT Documentation or ITT Material (or use beyond the original purpose), or further use of ITT Documentation or ITT Material, without the Authority's written approval may make you liable for a claim for breach of confidence and / or infringement of IPR, a remedy which may involve a claim for compensation;
- f. inform the named Commercial Officer immediately if you decide not to submit a Tender:
- g. immediately confirm destruction of (or in the case of software, that it is beyond use) all ITT Documentation, ITT Material and derived information of an unmarked nature, should you decide not to respond to this ITT, or you are notified by the Authority that your Tender has been unsuccessful; and
- h. consult the named Commercial Officer to agree the appropriate destruction process if you are in receipt of ITT Documentation and ITT Material marked 'OFFICAL-SENSITIVE' or 'SECRET'.
- A29. Some or all of the ITT Documentation and ITT Material may be subject to one or more Confidentiality Agreements made between you and either the Authority or a Third Party, for example a Confidentiality Agreement established in the form of DEFFORM 94. The obligations contained in any such agreement will be in addition to, and not derogate from, your obligations under paragraph A29 above.

Material Change of Control

A30. You must inform the Authority in writing if there is any material change in control, composition or membership of your organisation and / or consortium members, including any sub-contractors at any time during the procurement process. This may affect our decision to award a contract to you.

Contract Conditions

A31. Standardised Contract 1B (SC1B) conditions are attached.

Consultation with Credit Reference Agencies

A32. The Authority may consult with credit reference agencies to assess your creditworthiness. This information may be used to support and influence decisions to enter into a contract with you.

The Armed Forces Covenant

- A33. The Armed Forces Covenant is a promise from the nation to those who serve, or who have served, and their families, to ensure that they are treated fairly and are not disadvantaged in their day to day lives as a result of their service.
- A34. The Covenant is based on two principles:
 - a. that the Armed Forces community would not face disadvantages when compared to other citizens in the provision of public and commercial services; and
 - b. that special consideration is appropriate in some cases, especially for those who have given most such as the injured and the bereaved.
- A35. The Authority encourages all Tenderers, and their suppliers, to sign the Armed Forces Covenant, declaring their support for the Armed Forces community by displaying the values and behaviours set out therein.

A36. The Armed Forces Covenant provides guidance on the various ways you can demonstrate your support through your Covenant pledges and how by engaging with the Covenant and Armed Forces, such as employing Reservists, a company or organisation can also see real benefits in their business.

A37. If you wish to register your support you can provide a point of contact for your company on this issue to the Armed Forces Covenant Team at the address below, so that the Authority can alert you to any events or initiatives in which you may wish to participate. The Covenant Team can also provide any information you require in addition to that included on the website.

Email address: [REDACTED]

Address: Defence Relationship Management

Ministry of Defence Holderness House 51-61 Clifton Street

London EC2A 4EY

A38. Paragraphs 33 to 37 above are not a condition of working with the Authority now or in the future, nor will this issue form any part of the tender evaluation, contract award procedure or any resulting contract. However, the Authority very much hopes you will want to provide your support.

Section B – Key Tendering Activities

The key dates for this procurement are currently anticipated to be as follows:

Stage	Date and Time	Initiated By	Submit to:
Final date for Clarification Questions / Requests for	21 st March 2023 @ 17:00 Hours	Tenderer	Dstl Commercial Services
additional information			[REDACTED]
Final Date for Requests for Extension to return date	21 st March 2023 @ 17:00 Hours	Tenderer	Dstl Commercial Services
			[REDACTED]
The Authority issues Final Answers and Clarifications	24 th March 2023 @ 17:00 Hours	The Authority	Tenderer
Tender Return	31 st March 2023 @ 17:00 Hours	Tenderer	Dstl Commercial Services
			[REDACTED]
Value For Money (VFM) Assessment in accordance with NAPNOC – see Section D of this DEFFORM 47ST	April 2023	The Authority	N/A
The following are indicative timescales for planning purposes only			
Revise Or Confirm Offer	April 2023	The Authority	N/A
Start of Negotiation	April 2023	The Authority	N/A
Best And Final Offer	April 2023	The Authority	N/A

Section C - Instructions on Preparing Tenders

Tenders for Selected Contractor Deliverables

C1. You must respond to the requirement for all the Contractor Deliverables listed in the attached Schedule of Requirements.

Construction of Tenders

- C2. Your Tender must be written in English, using Arial font size 11. Prices must be in £GBP (ex VAT). Prices must be Firm Priced i.e. not subject to Variation and be exclusive of Value Added Tax. Prices must include deliver of the Contractor Deliverables to the Authority's nominated delivery address as stated in the SC1B Schedule 2.
- C3. To enable the Authority to complete its Value For Money (VFM) assessment, your price must be broken down. If the resultant contract is a Qualifying Defence Contract (QDC) under the Defence Reform Act (DRA) and Single Source Contract Regulations (SSCR) you must price your bid accordingly. Please set out your Tender response in accordance with Section D.

Validity

C4. Your Tender must be valid and open for acceptance for 90 (Ninety) calendar days from the Tender return date.

Variant Bids

C5. The decision to invite a Single Source response is based on the scope of the requirement. Where you submit a variant bid that is outside the scope of the requirement the Authority may be obliged to compete the requirement.

Qualifying Defence Contracts

Defence Reform Act 2014 - Part 2, Single Source Contracts

- C6. This ITT may result in a Qualifying Defence Contract (QDC) under the provisions of the <u>Defence Reform Act 2014 (DRA)</u>. You should therefore understand the implications in the event that it does result in a QDC.
- C7. The DRA enables secondary legislation, called Single Source Contract Regulations 2014 (SSCR), which applies to:
 - a. new contracts with a value of £5M (ex VAT) or above; and
 - b. amended contracts where the amended contract has a value of £5M (ex VAT) or above, and both parties agree that the amended contract should be a QDC.
- C8. The DRA and SSCR set out the criteria for determining when a single source contract is a Qualifying Defence Contract (QDC). Any new single source contract which meets the criteria will be a QDC, unless exempt by the Secretary of State for Defence. Exemptions will only be granted in exceptional circumstances.
- C9. The DRA also sets out the criteria for determining when a sub-contract is a Qualifying Sub-Contract (QSC) to which the DRA and SSCR will apply. Any single source sub-contract in excess of £25M (ex VAT), placed in support of a QDC or another QSC and which meets the criteria in the DRA and SSCR, is potentially a QSC. Responsibility for assessing whether a sub-contract is a QSC lies with the party placing the sub-contract. The Tenderer therefore has an obligation, set out in SSCR 2014 Regulation 61, to determine whether any planned sub-contract is a QSC. For any sub-contract of £15M (ex VAT) or over, the Tenderer must keep a record of their assessment and notify the Authority in writing that an assessment has been made, prior to contract award.
- C10. The DRA and SSCR cover such matters as the pricing of QDCs, the information, openness and transparency that the parties must provide to each other, and the rights and obligations of both parties to a QDC once on contract.
- C11. QDC Pricing The DRA requires a contractor to be satisfied that the costs proposed for inclusion in the price of a QDC are Allowable Costs, in that they are Appropriate, Attributable and

Reasonable (AAR). The Authority is obliged to ensure that your costs are AAR and at any time you may be required to show that this is the case in relation to any particular cost. The Single Source Regulations Office (SSRO) has issued Statutory Guidance on Allowable Costs (SGAC) which can be found on their website and which the parties to a QDC will be expected to adhere to, other than in exceptional circumstances. Either party to a QDC may subsequently make a referral to the SSRO for an adjustment of the contract price, if that party believes the price agreed was not in accordance with the requirements of the DRA / SSCR.

- C12. The DRA requires that the contract Profit Rate agreed between the parties for QDCs must be agreed in accordance with the provisions of the DRA and SSCR.
- C13. QDC Reporting If this Tender leads to a QDC you will be obliged, under the DRA 2014 & associated regulations, to submit QDC Contract Reports to the Authority and the Single Source Regulations Office. The Authority will require you to use the SSRO's online reporting system Defence Contract Analysis & Reporting System (DefCARS) to submit your reports. The reports that will be required are:
 - a. the Contract Initiation Report (comprising the Contract Pricing Statement, the Contract Notification Report and the Contract Reporting Plan), within one month of contract award;
 - b. Quarterly Contract Reports (where the contract value is £50M (ex VAT) or above); Interim Contract Reports and any other 'on demand' reports as specified elsewhere in this Tender; and
 - c. a Contract Completion Report and a Contract Costs Statement, at the end of the contract.

Details of reporting requirements can be found on the <u>SSRO website</u>, see their document Reporting guidance and DefCARS.

C14. You must agree with the Authority which Defined Pricing Structure (DPS) will be used for your reporting, if not already specified by the Authority in this Tender. The DPS is published by the SSRO and used as the basis of reporting your forecast and actual costs through DefCARS. (Note: for Quarterly Contract Reports (QCRs) you may report costs using your own reporting structure, rather than the agreed DPS).

C15 The MOD Commercial Toolkit provides further information about the new single source legal framework.

Non-qualifying Contracts

C16. A single source contract that does not meet the criteria to be a QDC is a "non-qualifying contract". While recognising the provisions of the DRA and SSCR do not apply in law to non-qualifying contracts, the Authority's policy is to apply the same pricing principles and guidance to assure the process of a non-qualifying contract, as for a QDC.

Section D - Details of Cost Breakdown and Mandatory Criteria

D1. When placing any contract, the Authority is required to satisfy that the agreed price represents Value for Money (VFM). In single source contracting you must provide to the Authority sufficient information in support of your price proposal and during subsequent price negotiation, to enable the Authority to fulfil its obligation to assure VFM. The Authority approaches all contract pricing on the basis of the NAPNOC principle.

Cost Breakdown Requirements

- D2. Detailed below is the information and evidence the Authority requires to enable the assessment of the contract and Sub-contract proposals submitted in response to the Authority's Tender dated [insert date]. Subject to paragraphs D3 to D5, or unless otherwise agreed with the Authority, the information detailed must be submitted as part of your Tender response.
- D3. You may have already provided some of the information detailed below as part of a separate investigation / agreement with the Authority (e.g. the methodology used to determine overhead cost recovery rates). If so, you must provide details and dates of any such agreements.
- D4. If the Tender is expected to lead to a Qualifying Defence Contract (QDC), you must provide sufficiently detailed information to the Authority to support your price proposal, to satisfy the statutory obligations placed on you by the Defence Reform Act 2014 (DRA) and the Single Source Contract Regulations 2014 (SSCR). Or, if any resultant contract is not a QDC (a non-qualifying contract), to meet the Authority's pricing policy indicated at paragraph C16 of this DEFFORM 47ST, the costs you propose within your price must be compliant with the latest version of the statutory Allowable Costs Guidance (ACG) published by the Single Source Regulations Office (SSRO). Further information about the DRA and SSCR provisions can be found on the MOD Commercial Toolkit and on the SSRO website.
- D5. The aim of the Authority's assessment is to satisfy itself that your proposed costs are AAR. For a QDC you will be legally required to submit a Contract Pricing Statement within one month of contract award, detailing the facts, assumptions and calculations underpinning the contract price, as indicated at paragraph C13. You should therefore aim to supply a similar level of detail to support your tendered price. The Authority may request further supporting information, in the event the information supplied with your Tender is insufficient to enable the Authority's assessment to be completed.

Contractor Databook

D6. You are not required to provide a Contractor Databook.

Work Breakdown Structure

D7. You must provide a Work Breakdown Structure (WBS), representing a hierarchical breakdown of the work packages / activities that need to be performed to deliver the required Contractor Deliverables. The WBS when completed should provide detail proportionate to the value and complexity of the requirement covered by the Tender.

Organisation Breakdown Structure

- D8. You must provide an Organisation Breakdown Structure (OBS) that maps across to your WBS.
- D9. The OBS must be supported by a resource plan detailing the personnel that will be assigned to the delivery of any resultant contract, specifically identifying any additional personnel not currently available, that will need to be acquired, together with the assumed timescales for their introduction.

Make or Buy Plan

D10. Your Tender must provide a Make or Buy Plan defining the criteria and rationale used for the apportionment of work within the proposed supply network. The plan must identify each subsystem, package of work, service or purchase of components and raw materials etc. whether or not you intend to seek competitive tenders. You must indicate your reasons for not seeking

competition (i.e. competition not practicable or not reasonable for other reasons which must be stated). For contracts valued at £5M (ex VAT) and above, the Make or Buy Plan must provide the following information for each sub-system, package of work, service, purchase of components and raw materials:

- a. the name and address of the proposed sub-contractor(s); or
- b. the list of tenderers and timeline that is being considered for competitively placed requirements;
- c. the approximate value of the sub-contract or order;
- d. the means by which prices are to be determined as fair and reasonable (e.g. by incorporation into the sub-contract or order the text of the relevant Appendix of DEFCONs 802, 804, 811, 812, 814 and 815, as applicable);
- e. the delivery programme; and
- f. other relevant factors.

Questionnaire on Method of Allocation of Costs

D11. Your Tender must identify the Questionnaire on Method of Allocation of Costs (QMAC) on which your cost estimate is based, together with its status. If you have never agreed a QMAC with the Authority, you must provide details of the method and rationale used for the allocation and apportionment of costs, and the means you use to determine your overhead recovery rates.

Cost Breakdown

- D12. Your Tender must provide a cost breakdown that clearly indicates the way in which the proposed costs for the work described in the proposal have been derived. If your company agrees Cost Recovery Rates with the Authority, you must use the latest Promulgated Rates and provide the date and reference of the agreement letter. If your Company does not regularly agree Cost Recovery Rates with the Authority, you must explain the basis of the rates applied.
- D13. Your cost breakdown must be constructed to enable the Authority to understand the relationship between the costs you have estimated and the Contract Terms and Conditions. Any assumptions and dependencies that have a bearing on the allocation of commercial risk must be detailed.
- D14. Your cost breakdown should indicate the amounts quoted for each of the main cost types broken down by cost centre / department / division and by planned spend per your Accounting Period.
- D15. Your cost breakdown must provide sufficient detail to enable the Authority to assess whether the cost allocated to each of the key work packages, within the WBS down to the level specified in paragraph D7, are Allowable Costs (see sub-paragraph D16.e).
- D16. Your Tender must provide the following detail, for each work package in the WBS:
 - a. the direct costs associated with each work package. In this respect, a direct cost is one that can be completely attributed to the delivery of the work package concerned, including materials costs, labour costs, sub-contract costs, other direct costs and any capital costs relating to expenditure on special to type equipment. You must also include spend profiles for labour and materials broken down by Financial Year;
 - b. the direct labour hours used to estimate the cost of each work package, broken down by band / grade and indicating the charging rates applied. Where applied, the annual utilisation rates used to derive the direct labour hour estimates. Any annual escalation applied to the rates must be detailed separately and the rationale provided;
 - c. any overhead and / or indirect costs relating to the general conduct of your business and which have been attributed to each work package. You must provide the methodology used to attribute indirect costs to work packages, if not already provided (e.g. under paragraph D13);
 - d. any risk contingencies associated with each work package must be quantified and substantiated. You must conduct a detailed risk assessment covering: schedule, technical

performance, cost and commercial risks and supply a Risk Register with Risk Analysis, along with the Risk Analysis rationale. You must also identify the methodology for managing and eliminating / minimising risks off-set against the Risk Analysis and its impact on cost growth and programme. The register must also include an assessment of costed opportunities relating to applying improved techniques / practices, exploiting technology or pursuing other approaches that would yield VFM;

- e. a statement detailing the rationale that underpins the estimate for each work package together with evidence that demonstrates the estimated costs are Allowable. The statement must include:
 - (1) details of any historic / recorded costs used to inform the development of the estimate supported by the rationale for any adjustments that may have been applied to the data to reflect different circumstances. Where no adjustments have been made, you must provide the rationale for applying historic / recorded costs;
 - (2) details of any scrap and rework costs included in the historical costs provided in response to sub-paragraph D16.h.(1) above, specifically identifying the reasons why the scrap and rework occurred; and
 - (3) any particular processes and / or techniques that are reflected within the estimate for the work package concerned;
- f. details of your estimating policy (e.g. estimating handbooks or guidance material) that have been applied to determine the tendered price(s), together with confirmation that the Authority will be afforded unrestricted access to such documentation, if requested.
- D17. You must provide copies of any quotes for purchase of materials valued in excess of £25,000 (Ex VAT) and sub-contracted work with an estimated value in excess of £25,000 (Ex VAT)
- D18. You must annotate all relevant economic and other assumptions on which the costs identified in the cost breakdown are dependent (e.g. inflation, interest rates, and taxation rates). Any elements for which the application of a Variation of Price (VOP) mechanism is proposed, must be supported by the rationale and details of the suggested VOP mechanism.
- D19. If applicable you should provide details of any quantified productivity improvements / efficiency gains (including any cost benefit from company re-organisation) expected to be realised over the life of the contract, detailing the Financial Year they are expected to apply. You should identify separately, any costs included with the estimate that are expected to contribute to the realisation of those improvements. Any proposed investments should be supported by a quantitative analysis demonstrating the benefits.
- D20. Your cost estimate must reflect the assumptions you have made, including those concerning the anticipated percentage split of Authority / commercial workload for the duration of the contract, which you must provide with your tender, profiled by year.

Profit Breakdown Requirements for a QDC

D21. You must identify the profit rate(s) used to determine the tendered price(s), together with details of how each rate has been derived. For a QDC the agreement of the Contract Profit Rate is a six-step process, described in the SSRO Baseline Profit Rate Guidance. Step 1, the Baseline Profit Rate (BPR), must be the BPR in force at 1 April in the period 1 Apr – 31 Mar in the year in which any resultant contract is signed. The same applies to step 4 - SSRO funding adjustment and step 6 - Capital Servicing Allowance – CSA. Your tender may propose adjustments for step 2 - risk adjustment, step 3 - Profit on Cost Once (POCO) and step 6 - Capital Servicing Allowance (CSA), provided you show they are in accordance with SSRO Statutory Guidance on profit rate adjustments. Whether or not you propose adjustments for steps 2, 3 and 6 in your tender response, these will need to be negotiated with you during the price negotiation. Step 5 is an incentive adjustment which is solely for inclusion at the Authority's discretion. If the Authority decides there is justification to include step 5, the amount will be negotiated with you during the price negotiation.

Profit Breakdown Requirements for a Non-qualifying Contract

D22. It is the Authority's policy to use the current SSRO published BPR and CSA when negotiating the contract profit rate for a non-qualifying contract. It may also be appropriate to consider the other 'steps' of the profit rate calculation (e.g. step 2 - risk adjustment and step 3 - POCO) although step 4 - SSRO funding adjustment, will never be applied to a non-qualifying contract.

D23. You must explain and justify, within your Tender response, a profit rate that is not derived from the current SSRO BPR and CSA.

Requirement for DEFFORM 815 for a Non-qualifying Contract

D24. If your Tender will result in a non-qualifying contract over £1m (ex VAT), you must complete a DEFFORM 815 - Contract Pricing Statement on or around contract signature. It is the Authority's preference that you submit a draft DEFFORM 815 with your Tender response. Instructions on completion of the DEFFORM 815 are available on the Authority's Commercial Toolkit.

Mandatory Criteria	
Full completion of the table in DEFFORM 47ST Annex A (Offer) (see paragraph F17)	Pass / Fail
Technical compliance : the Tenderers proposal addresses all the requirements set out within the Standardised Contracting Template 1B (SC1B) Terms and Schedules, to the satisfaction of the Authority.	Pass / Fail
Completed and returned proposed pricing and lead times as detailed at Schedule 2 of the Standardised Contracting Template 1B (SC1B)	Pass / Fail
Tenderer confirms their willingness to support post-supply Calibration, Servicing, Maintenance and Repair (CSMR) activities for the OPTION period up to 31st March 2028 as set out at Item 2 of Schedule 2 of SC1B.	Pass / Fail
Completed Tenderers Sensitive Information Form at Schedule 4 of the SC1B	Pass / Fail
Completed DEFFORM 711 (or Nil Return) at Schedule 5 of the SC1B	Pass / Fail
Schedule 3 Clause 6 of the SC1B – The Contractor confirms in writing the Point of Contact Details, including Name, Address and Email Address for the purposes of Clause 6.	Pass / Fail
Contractor confirms their correct Companies House registered legal entity and trading address if different.	Pass / Fail
Procurement from Russia and Belarus	Pass / Fail
The Authority will not be accepting Tenders that: a. contain any Russian/Belarussian products and / or services; and/or b. are linked to entities who are constituted or organised under the law of Russia or Belarus, or under the control (full or partial) of a Russian/Belarusian person or entity. Please note that this does not include companies:	

- (1) registered in the UK or in a country with which the UK has a relevant international agreement with reciprocal rights of access in the relevant field of public procurement; and / or
- (2) which have significant business operations in the UK or in a country the UK has a relevant international agreement with reciprocal rights of access in the relevant field of public procurement.

Tenderers must confirm in writing that their Tender, including any element that may be provided by any part of the Contractor's supply chain, does not contain any Russian/Belarusian products and/or services.

Tenderers must include provisions equivalent to those set out in this clause in all relevant Sub-Contracting Arrangements

Failure to meet the Mandatory Criteria will result in the Authority being unable to award a contract.

Section E – Instructions on Submitting your Tender

Submission of your Tender

- E1. Your Tender and any other ITT Documentation must be submitted electronically via email to Mr C Flynn ([REDACTED]) as stated in the covering letter to this DEFFORM 47ST.
- E2. Your Tender must be compatible with MS Office Word and other MS Office applications. If you password protect or encrypt any information containing prices, you must supply the password / use compatible encryption methods so that the Authority can undertake a pricing evaluation.
- E3. Please contact [REDACTED] if you have a requirement to submit documents above OFFICIAL SENSITIVE.
- E4. You must contact [REDACTED] to discuss any exchange of ITAR or Export Controlled information. You must ensure that you have the relevant permissions to transfer information to the Authority.
- E5. You must ensure that your DEFFORM 47ST Annex A (Offer) is signed, scanned and included with your Tender as a PDF (it must be a scanned original). Where you select 'Yes' to any questions you must include the relevant information in your Tender.

Samples

- E6. Where samples are required for testing purposes you must be prepared to submit them without charge. You should clearly label samples with the following particulars:
 - a. your name and address;
 - b. the Tender Reference Number and due date for return of the Tender; and
 - c. the Description and Item Number as shown in the Schedule of Requirements.
- E7. The Authority may retain all samples for twelve (12) months from the Tender return date. After this period, the Authority will destroy the samples unless you specifically state you require them to be returned. The samples associated with a successful Tender may be kept by the Authority indefinitely.
- E8. Samples that are consumed will not be returned.

Section F - Conditions of Tendering

- F1. The issue of ITT Documentation or ITT Material is not a commitment by the Authority to place a contract as a result of this ITT or at a later stage. Neither does the issue of this ITT or subsequent Tender submission create any implied Contract between the Authority and any Tenderer and any such implied Contract is expressly excluded.
- F2. In addition to its legal rights in relation to qualifying contracts, under the Defence Reform Act 2014 the Authority reserves the right, but is not obliged to:
 - a. vary the terms of this ITT in accordance with applicable law;
 - b. seek clarification or additional documents in respect of your submission during Tender evaluation where necessary for the purpose of carrying out a fair evaluation. You are asked to respond to such requests promptly;
 - c. visit your site;
 - d. not enter into a contract if you are found guilty of misrepresentation in relation to your Tender or the Tender process;
 - e. re-assess your suitability, for example, where there is a material change of control from supplier selection;
 - f. reject / negotiate your Tender or part of your Tender;
 - g. withdraw this ITT at any time, or invite other Tenders on the same or any alternative basis:
 - h. choose not to award any contract as a result of this tender process;
 - i. award a contract for some of the Contractor Deliverables, unless you specifically oppose this in your Tender or state any minimum order quantities.
- F3. The contract will be effective when both parties have signed the contract. The contract will be issued by the Authority via DEFFORM 8, to the address you provide, on or before the end of the validity period specified in paragraph C4.

Conforming to the Law

- F4. You must comply with the UK Bribery Act 2010, all applicable UK legislation and any equivalent legislation in a third state.
- F5. Your attention is drawn to legislation relating to canvassing of a public official, collusive behaviour and bribery. If you act in breach of this legislation your Tender may be disqualified from this procurement. Disqualification will be without prejudice to any civil remedy available to the Authority or any criminal liability that your conduct may attract.

Fraud and Other Illegal Practices

F6. You must report any suspected or actual, fraud, bribery, corruption, or any other dishonest irregularity in connection to this tendering exercise to:

[REDACTED]

Conflicts of Interest

- F7. You must notify the Authority immediately of any Conflicts of Interest that have arisen or that may arise at any point before the contract award decision. You should be aware that withholding knowledge of such interests may prevent the Authority from awarding the Contract.
- F8. Where an actual or potential Conflict of Interest (COI) exists or arises or any situation arises that might give the perception of a COI at any point before the Contract award decision, you must provide a proposed Compliance Regime within seven (7) calendar days of notifying the Authority of the actual, potential or perceived COI. The proposal must be of a standard which, in the Authority's sole opinion, appropriately manages the conflict and provides full details listed at F8 a to g below. Where the Contract is awarded and the COI is still relevant post-Contract award decision, your proposed Compliance Regime will become part of the Contract Terms and Conditions. As a minimum, the Compliance Regime must include:

- a. manner of operation and management;
- roles and responsibilities;
- standards for integrity and fair dealing;
- d. levels of access to and protection of competitors sensitive information and Government Furnished Information:
- e. confidentiality / non-disclosure agreements (e.g. DEFFORM 702);
- f. the Authority's rights of audit; and
- g. physical and managerial separation.

Government Furnished Assets

F9. Where the Authority provides Government Furnished Assets (GFA) in support of this procurement, you must include details of the GFA in your Public Store Account and treat it in accordance with Def Stan 05-099. If the Authority decides not to proceed with this procurement, you must seek instructions for the GFA from the named Commercial Officer.

Publicity Announcement

- F10. The Authority will 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. You should complete and return SC1B Schedule 4 as explained in the DEFFORM 47ST Annex A and associated Appendix 1.
- F11. If you wish to make an announcement regarding this procurement you must seek approval from the named Commercial Officer and Press Office and such permission will only be given at the sole discretion of the Authority. Requests must be made in writing to the named Commercial Officer and a copy of the draft announcement provided. This shall then be forwarded to the Press Office and their contact details will be provided for further follow up.
- F12. Under no circumstances should you confirm to any Third Party the Authority's Contract award decision before the Authority's announcement of the award of Contract.

Sensitive Information

- F13. All Central Government Departments and their Executive Agencies and Non Departmental Public Bodies are subject to control and reporting within Government. In particular, they report to the Cabinet Office and HM Treasury for all expenditure. Further, the Cabinet Office has a cross-governmental role delivering overall Government policy on public procurement, including ensuring value for money and related aspects of good procurement practice and answering Freedom of Information requests.
- F14. For these purposes, the Authority may share within Government any of your documentation / information (including any that you consider to be confidential and / or commercially sensitive such as specific bid information) submitted by you to the Authority during this procurement. You must identify any Sensitive Information in the SC1B Schedule 4 and consent to these terms as part of the tendering process. This allows the Authority to share information with other Government Departments while complying with our obligations to maintain confidentiality.
- F15. Where required, the Authority reserves the right to disclose on a confidential basis any information it receives from you during the procurement process (including information identified by you as Sensitive Information in accordance with the provisions of this ITT/ITN) to any Third Party engaged by the Authority for the specific purpose of evaluating or assisting the Authority in the evaluation of your Tender. In providing such information you consent to such disclosure.

Remedies for Actionable Contraventions under the Defence Reform Act 2014

F16. If you have a Qualifying Defence Contract under the DRA 2014 you should be aware that if you fail to comply with certain aspects of the legislation then the Authority may issue a Compliance Notice to you. If you continue to fail to comply, the Authority may serve you with a Civil Penalty, as

provided in the Single Source Contract Regulations 2014. If you believe either a Compliance Notice or a Civil Penalty is unjustified, you may appeal the matter to the independent Single Source Regulations Office.

Reportable Requirements

- F17. Listed in the DEFFORM 47ST Annex A (Offer) are the Mandatory Declarations. It is a Condition of Tendering that you complete and attach the returns listed in the Annex and, where you select "Yes", you must attach the relevant information with your tender submission.
- F18. Failure to complete this part of the Annex in full makes your Tender non-compliant. Additional information provided in response to Appendix 1 may be used to support the Authority's evaluation of your tender, as detailed in Section D.
- F19. If you are an overseas Contractor and your Tender is successful you will be required to provide the name and address of your bank and the relevant bank account number on contract award.

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Ministry of Defence

Tender	Ref	Nο	

Tender Submission Document (Offer)

To the Secretary of State for Defence of the United Kingdom of Great Britain and Northern Ireland (hereafter called "the Authority")

The undersigned Tenderer, having read the ITT Documentation, offers to supply the Contractor Deliverables at the stated price(s), in accordance with any referenced drawings and / or specifications, subject to the Conditions of Tendering. It is agreed that only the Contract Conditions or any amendments issued by the Authority will apply.

Applicable Law					
I agree that any contract resulting from this procurement shall be subject to English Law *Where 'no' is selected, Scots Law will apply.				Yes / No*	
Value of Tender (excluding VAT)					
£					
WORDS					
UK Value Added Tax					
If registered for Value Added Tax pur	poses, please insert:				
a. Registration No					
b. Total amount of Value Added	Tax payable on this Tende	er (at current rate(s)) £			
Location of work (town / city) wher	e the contract will be pe	rformed by the Contractor	r:		
Where items which are subject of you performed column (continue on anoth		or provided by you, state lo	ocation in tow	vn / city t	o be
Tier 1 Sub-contractor Company Name	Town / city to be performed	Contractor Deliverables	Estimated	l Value	SME Yes / No
Mandatory Declarations (further de 47ST ST Annex A (Offer)):	etails are contained in Ap	ppendix 1 to DEFFORM	Tenderer	's Decla	ration
Is the offer subject to the Authority contracting for all the Contractor Deliverables?			Yes* / No		
Have you completed and attached a Contract Pricing Statement?			Yes / No		
Is the offer made subject to a Minimum Order Quantity?			Yes* / No		
Are the Contractor Deliverables subject to Foreign Export Control and Security Restrictions? If the answer is yes, please complete and attach DEFFORM 528.			Yes* / No		
Have you completed and attached a DEFFORM 711 – Notification of Intellectual Property Rights (IPR) Restrictions?			Yes* / No		
Have you obtained prior foreign export approval necessary to secure IP user rights for the Authority in Contract Deliverables, including technical data, as determined in the Contract Conditions?			Yes* / No		
Have you provided details of how you will comply with all regulations relating to the operation of the collection of custom import duties, including the proposed Customs procedures to be used and estimates of duties to be incurred or suspended?			Yes / No		

Have you completed Form 1686 for sub-contracts?			Yes / No		
Are you a Small Medium Sized Enterprise (SME)?			Yes / No		
Have you and your sub-contractors registered with the Prompt Payment Code with regards to SMEs?			Yes / No		
Have you completed and attached SC1B Schedule 4 (Tenderer's Sensitive Information)?			Yes / No		
If you have not previously submitted a Statement Relating to Good Standing, or circumstances have changed, have you attached a revised version?			Yes / No / N/A		
Do the Contractor Deliverables or any item provided in accordance with the Terms and Conditions of the Contract contain Asbestos, as defined by the control of Asbestos Regulations 2012?			Yes* / No		
Have you completed and attached a DEFFORM 68 - Hazardous Articles, Deliverables materials or substances statement?			Yes* / No		
Do the Contractor Deliverables or any item provided in accordance with the Terms and Conditions of the Contract (including Packaging) use Substances that deplete the Ozone Layer, as defined in Regulation (EC) 1005/2009, as it applies in Great Britain as retained EU Law, and as it applies in Northern Ireland directly.			Yes* / No		
Have you attached The Bank / Parent Company Guarantee?			Yes* / No / Not Required		
Have you complied with the requirements of the Defence Safety Authority?			Yes / No / Not Required		
Have you completed all Mandatory Requirements (as per paragraph F17) stated in this ITT?			Yes / No		
*If selecting Yes to any of the above questions, please attach the information detailed in Appendix 1 to DEFFORM 47ST Annex A (Offer).					
Tenderer's Declaration					
We understand that any misrepresentat basis for civil action.	ions may also be th	e subject of criminal i	nvestigation or used as the		
We agree that the Authority may share the Contractor's information/documentation (submitted to the Authority during this Procurement) more widely within Government for the purpose of ensuring effective cross-Government tender processes, including value for money and related purposes. We certify that we have identified any sensitive material in the Tenderer's Sensitive Information form (DEFFORM 539A).					
Dated this day of			Year		
Signature:	In the capacity of				
(Must be original)		n e.g. Director, Manager			
Name: (in BLOCK CAPITALS)		Postal Address:			
duly authorised to sign this Tender for and	d on behalf of:	-			
(Tenderer's Name)		Telephone No: Registered Company Number:			

Dunn and Bradstreet Number:

Appendix 1 to DEFFORM 47ST Annex A (Offer) (Edn 11/22)

Information on Mandatory Declaration Returns

Part Tender

1. Under Conditions of Tendering F1, the Authority reserves the right to order some or part of your Tender. If your offer is subject to the Authority contracting for all the Contractor Deliverables, select 'Yes' and provide further details in your Tender.

Minimum Order Quantities

2. Where your offer is subject to minimum order quantities, select 'Yes' and provide further details in your Tender.

IPR Restrictions

- 3. You must complete and attach DEFFORM 711 (Notification of Intellectual Property Rights (IPR) Restrictions) as part of your Tender. You must provide details of any information / technical data that is deliverable or delivered under the Contract where it is, or may be, subject to any IPR restrictions (or any other type of restriction which may include export restrictions) affecting the Authority's ability to use or disclose the Information / Technical Data in accordance with the conditions of any resulting Contract. You must also identify any Contractor Deliverables subject to IPR which have been funded exclusively or in part by private venture, foreign investment or otherwise than by the Authority.
- 4. In particular, you must identify:
 - a. any restriction on the provision of information to the Authority; any restriction on disclosure or the use of information by, or on behalf of, the Authority; any obligations to make payments in respect of IPR, and any Patent or Registered Design (or application for either) or other IPR (including unregistered Design Right) owned or controlled by you or a Third Party;
 - b. any allegation made against you, whether by claim or otherwise, of an infringement of an Intellectual Property Right (whether a Patent, Registered Design, unregistered Design Right, Copyright or otherwise) or of a breach of confidence, which relates to the performance of any resultant contract or subsequent use by or for the Authority of any Contractor Deliverables;
 - c. the nature of any allegation referred to under sub-paragraph 4.b., including any obligation to make payments in respect of the intellectual property right any confidential information and / or:
 - d. any action you need to take or the Authority is required to take to deal with the consequences of any allegation referred to under sub-paragraph 4.b.
- 5. You must, provide the Authority with details of every restriction and obligation referred to in paragraphs 3 and 4. The Authority will not acknowledge any such restriction unless so notified using DEFFORM 711 or as otherwise agreed under any resultant Contract. You must also provide, on request, any information required for authorisation to be given under Section 2 of the Defence Contracts Act 1958.
- 6. You should refer to the DEFFORM 711 Explanatory Notes for further information on how to complete the form.

Notification of Foreign Export Control Restrictions

7. If, in the performance of the Contract, you need to import into the UK or export out of the UK anything not supplied by or on behalf of the Authority and for which a UK import or export licence is required, you will be responsible for applying for the licence. The Authority will provide you with all reasonable assistance in obtaining any necessary UK import or export licence.

- 8. In respect of any Contractor Deliverables, likely to be required for the performance of any resultant contract, you must provide the following information in your Tender:
 - a. Whether all or part of any Contractor Deliverables are or will be subject to:
 - (1) a non-UK export licence, authorisation or exemption; or
 - (2) any other related transfer control that restricts or will restrict end use, end user, re-transfer or disclosure.

You must complete DEFFORM 528 (or other mutually agreed alternative format) in respect of any Contractor Deliverables identified at paragraph 8 and return it as part of your Tender. If you have previously provided this information you can provide details of the previous notification and confirm the validity.

- 9. You must use reasonable endeavours to obtain sufficient information from your potential supply chain to enable a full response to paragraph 8. If you are unable to obtain adequate information, you must state this in your Tender. If you become aware at any time during the procurement that all or part of any proposed Contractor Deliverable is likely to become subject to a non-UK Government Control through a Government-to-Government sale only, you must inform the Authority immediately by updating your previously submitted DEFFORM 528 or completing a new DEFFORM 528.
- 10. This does not include any Intellectual Property specific restrictions mentioned in paragraph 4.
- 11. You must notify the named Commercial Officer immediately if you are unable for whatever reason to abide by any restriction of the type referred to in paragraph 8.
- 12. Should you propose the supply of Contractor Deliverables of US origin the export of which from the USA is subject to control under the US International Traffic in Arms Regulations (ITAR), you must include details on the DEFFORM 528. This will allow the Authority to make a decision whether the export can or cannot be made under the US-UK Defense Trade Co-operation Treaty. The Authority shall then convey its decision to you. If the Authority decides that use of the Treaty for the export is permissible, it is your responsibility to make a final decision whether you want to use that route for the export concerned if you are awarded the contract.

Import Duty

- 13. United Kingdom (UK) legislation permits the use of various procedures to suspend customs duties.
- 14. For the purpose of this procurement, for any deliverables not yet imported into the UK, you are required to provide details of your plans to address customs compliance, including the Customs procedures to be applied (together with the procedure code) and the estimated Import Duty to be incurred and / or suspended.
- 15. You should note that it is your responsibility to ensure compliance with all regulations relating to the operation of the accounting for import duties. This includes but is not limited to obtaining the appropriate His Majesty's Revenue & Customs (HMRC) authorisations.

Sub-contracts Form 1686

- 16. Form 1686 (also known as Appendix 5) is to be used in all circumstances where contractors wish to place a sub-contract at OFFICIAL-SENSITIVE with a contractor outside the UK, or where the release of SECRET or above information is involved within the UK or overseas. The process will require submission of the single page document either directly to the MOD delivery team or, where specified, to the DE&S Security Advice Centre. Form 1686 and further guidance can be found in the Cabinet Office's Contractual Process. Small and Medium Enterprises
- 17. The Authority is committed to supporting the Government's small and medium-sized enterprise (SME) policy, and we want to encourage wider SME participation throughout our supply chain. Our goal is that 25% of the Authority's spending should be spent with SMEs by 2022; this applies to the money which the Authority spends directly with SMEs, and through the supply chain. The Authority uses the European Commission definition of SME.

- 18. A key aspect of the Government's SME Policy is ensuring that its suppliers throughout the supply chain are paid promptly. All suppliers to the Authority and their sub-contractors are encouraged to make their own commitment and register with the Prompt Payment Code.
- 19. Suppliers are also encouraged to work with the Authority to support the Authority's SME initiative, however this is not a condition of working with the Authority now or in the future, nor will this issue form any part of the Tender evaluation . Information on the Authority's purchasing arrangements, our commercial policy priorities and our SME policy can be found at Gov.UK and the Defence Sourcing Portal.
- 20. The opportunity also exists for Tenderers to advertise any sub-contract valued at over £10,000 on the Defence Sourcing Portal and further details can be obtained directly from: https://www.gov.uk/guidance/subcontract-advertising. This process is managed by the Strategic Supplier Management team who can be contacted at: [REDACTED]

Transparency, Freedom of Information and Environmental Information Regulations

- 21. The Authority shall publish notification of the Contract and publish Contract documents where required following a request 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 between suppliers.
- 22. The Authority may publish the contents of any resultant Contract in line with government policy set out in the Government's <u>Transparency Principles</u> and in accordance with the provisions of SC1B Conditions of Contract Clause 5.
- 23. Before publishing the Contract, the Authority will redact any information which is exempt from disclosure under the Freedom of Information Act 2000 ("the FOIA") or the Environmental Information Regulations 2002 ("the EIR").
- 24. You should complete the attached Tenderer's Sensitive Information form (DEFFORM 539A or SC1B Schedule 4 or SC2 Schedule 5) explaining which parts of your Tender you consider to be Sensitive Information. This includes providing a named individual who can be contacted with regard to FOIA and EIR.
- 25. You should note that, while your views will be taken into consideration, the ultimate decision whether to publish or disclose information lies with the Authority. You are advised to provide as much detail as possible on the form. It is highly unlikely that a Tender will be exempt from disclosure in its entirety. Should the Authority decide to publish or disclose information against your wishes, you will be given prior notification.

Electronic Purchasing

26. NOT USED

Change of Circumstances

27. If you have not previously submitted a Statement Relating to Good Standing or circumstances have changed please, select 'Yes' to the appropriate question on DEFFORM 47ST Annex A and submit a Statement Relating to Good Standing with your Tender.

Asbestos, Hazardous Items and Depletion of the Ozone Layer

28. The Authority is required to report any items that use asbestos, that are hazardous or where there is an impact on the Ozone. Where any Contractor Deliverables fall into one of these categories select 'Yes' and provide further details in your Tender.

Defence Safety Authority (DSA) Requirements

29. There are no DSA Requirements.

Bank or Parent Company Guarantee

30. A Bank or Parent Company Guarantee is not required.