**REQUEST FOR INFORMATION**

**REFERENCE NO: 710328450**

**CUSTOMER:**  Home Command, Army, Ministry of Defence

**START DATE:**  15th January 2024

**DATE RESPONSE REQUIRED:**

Dear Potential Provider,

We would like to notify you of a potential upcoming requirement, and by doing so we are keen to understand where the market stands.

This Request for Information (RFI) seeks information relating to the provision of an Army Engagement Capability Vehicle.

**Please note the following general conditions:**

* This RFI will help us to refine the requirements.
* We reserve the right not to proceed with this procurement. Nothing shall constitute a commitment to instigating a formal procurement process.
* Any and all costs associated with the production of such a response either to an RFI or any resultant competition must be borne by the Supplier. The Authority will not contribute in any way to meeting production costs of any response.
* Information contained within this document is confidential and must not be revealed to any third party without prior written consent from us.
* No down-selection of Potential Providers will take place as a consequence of any responses or interactions relating to this RFI.
* We expect that all responses to this RFI will be provided by Potential Providers in good faith to the best of their ability in the light of information available at the time of their response.
* No information provided by a Potential Provider in response to this RFI will be carried forward, used or acknowledged in any way for the purpose of evaluating the Potential Provider, in any subsequent formal procurement process that may take place.
* Should a Potential Provider fail to respond to this Supplier Questionnaire, it will not affect any further participation in any possible future procurement for this capability.

# CURRENT SITUATION

In accordance with the Army Personnel Campaign Line of Operation 2 and current focus on Engage to Recruit the authority have identified ways to exploit and increase application volumes of Army recruits.

The Army must exploit opportunities for recruitment enabling engagement of appropriate demographics. Technologically minded, young adults are just such a demographic. Engage to Recruit aspects have been introduced at the last INSOMNIA Esports event and the Army stand was the most visited stand with the most interaction.

Army Esports has proved an extremely successful engagement tool for the Army, hitting the right audience, age group and hard to reach groups. Currently external engagement events require a large degree of time, logistics and costs to execute correctly. The Army requires an Army Branded Mobile Capability vehicle to attend these events. The authority would like to lease a Vehicle, not purchase one.

# OUR AIMS – WHAT WE WANT TO ACHIEVE

The Customer is looking for one or more Suppliers to deliver the following aims:

* A Contracted solution to provide and deliver an Army Branded Esports Expeditionary Vehicle to the required specification and attend key engagement events across the UK such as INSOMNIA Gaming Festival. Daily use of the Vehicle will be required for 3-4 events per month during the Spring/ Summer/ Autumn period, events can be from 1-3 days each.
* The required specification includes:

1. Large mobile engagement capability that is equipped with high end tech that allows strong engagement interaction with the capability to fully utilise virtual engagement.
2. Standout Army Esports branding utilising Multi Terrain Pattern (MTP) Camouflage as a constant backdrop.
3. Requirement for 10 x high spec gaming PCs with ancillaries with tech support, maintenance and necessary upgrades.
4. Fully online broadcasting capability for live and recorded production capability.
5. Interview and casting suite to maximize broadcasting effect.
6. Reliable power generation.
7. High level 4/5G or other mobile internet connectivity.
8. Respected, reliable and up to date equipment.
9. PC Gaming ability to be easily switchable for different age groups.

* Additional services required as part of the Vehicle lease includes:

1. Deliver all tech maintenance or upgrades required.
2. Provide for storage; maintain, insure, licence and service any of the software, equipment and ancillaries.
3. The authority must have sole control of the resource and determine its use and allocation to event.
4. Provider will be responsible for all vehicle movement, fuel, driver allocation.
5. Technical support to be present for immediate fix at events.
6. Ability to expand the engagement area in varied weather conditions.
7. Storage and ability to transport support crew where necessary.

* To note, the authority is not looking to purchase a vehicle but rather lease a fully inclusive package that includes all of the above.

# WHAT WE ARE LOOKING FOR

The Customer is looking for Industry feedback on the following areas[[1]](#footnote-1):

1. How long does the potential provider anticipate the ‘build’ stage of the vehicle will take? To include all Army approved branding and to the required specification.
2. What type and duration of contract would they think appropriate?
3. Do potential providers charge per day/ event or per year?
4. How would the provider seek to service the contract, including the provision of hardware, software, contractor support and technical support throughout the contract?
5. Is there any major pit falls, issues or risks with the Project?
6. How would the provider bring innovation to the capability being requested?
7. Where possible, submission of indicative pricing.
8. What type of Vehicle do potential providers believe can deliver this capability?
9. Will potential providers look to lease/ own a Vehicle and ‘kit’ it out themselves or would they look to subcontract these elements?
10. Is this something that a potential supplier can provide on a lease or would there be a requirement for the authority to provide a vehicle ?

# OUR TIMETABLE

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| --- | --- |
| **DATE** | **ACTIVITY** |
| 15 January 2024 | Publication of the Request for Information |
| 15 January 2024 | Clarification period starts |
| 29 January 2024 | Clarification period closes |
| 05 February 2024 | Deadline for the publication of responses to RFI Clarification questions |
| 11 February 2024 | RFI Response Period Closure |
| w/c 12 February 2024 | Analysis of RFI responses |

# POTENTIAL PROVIDER QUESTIONS AND CLARIFICATIONS

* Potential Providers may raise questions or seek clarification regarding any aspect of this RFI document at any time prior to the Clarification Period Closure, as detailed in 'our timeline'. Questions must be submitted through the Defence Sourcing Portal (DSP).
* To ensure that all Potential Providers have equal access to information regarding this Procurement, responses to questions raised by Potential Providers will be published in a questions and answers document, which will be available through the DSP.
* Responses to questions will not identify the originator of the question.
* If a Potential Provider wishes to ask a question or seek clarification without the question and answer being published in this way, then the Potential Provider must notify us and provide its justification for withholding the question and any response. If the Authority does not consider that there is sufficient justification for withholding the question and the corresponding response, the Potential Provider will be invited to decide whether:
  + the question/clarification and the response should in fact be published; or
  + It wishes to withdraw the question/clarification.

1. Answers should be limited to a maximum of one side of A4 per question in using Ariel 11. [↑](#footnote-ref-1)