

Q1- Lot 1. Our company is very confident and compliant when serving hot food at Wedding Receptions, Corporate Events and Naval Mess dinners but would like you to expand on what your company considers "Fine Dining Experience"

The National Museum of The Royal Navy offer once in a lifetime, high end dining experiences on HMS VICTORY, which are known as Great Cabin Dinners. These are charged at a premium rate. These are normally 8 course taster menus, with wine pairings or bespoke 5 course dining menu's which are created around the client's theme or specific menu or ingredient choices, to include wines paired to the menu and additionally port (with a cheese course) and dessert wine.

Q2- Would it be expected for our company to supply Security Staff at the various venues to safeguard the historic sites

No, the cost of any security is covered within the venue hire fee and is not the contracted caterer's responsibility.

Q3- Each of your hospitality venues are quite different and requires a variable work load to produce a very good sit down 3 course meal at each. It would therefore be very difficult to give a competitive price for the same meal in the different venues. For example, servicing Explosion Museum is quite straightforward although we need to take our own kitchen. It is on the level and all equipment can be easily moved in and out of the magazine. HMS Warrior however, has a short set up time, needs all items required to be carried up a steep gangway, moved across the ship and then taken below decks. All equipment has then to be removed after the event. HMS Victory requires a kitchen to be set up on the jetty if a 100 people need to be served (as I understand). Whilst we would be very happy to undertake the work, it would be unfair to expect the same price for catering at Explosion as it would be for HMS Victory. If our price needs to remain firm for 90 days, would you please indicate which venue we need to price for.

Each of our venues have its own logistical complexities. We are keen to work with our caterers to invest in each of our spaces to improve the equipment however, this is not possible within HMS VICTORY, The Galleries and Action Stations and we would expect all caterers to attend site visits prior to catering at an unfamiliar event space. We have kept all quotes to a standardised measure for the following reasons:

When we will look at the example quotes provided, it will be on the assumption that you are unfamiliar with the event space and catering infrastructure and on this assumption, we will be looking at the value for money in the cost per head for the menu, cost of alcoholic and non-alcoholic drinks, value for money on any upselling opportunities and all glassware, table linen, crockery cutlery. We will expect to consider, the absorption of the 10% commission rate and also staffing and equipment costs for the caterer. There is no expectation that the quotes will need to reflect anything specific for that particular venue you are creating the quote for as we have asked for the same information across the board, unless stated otherwise. As stated in the tender, it is not venue specific unless stated and we are asking for a generic quote with the above assumptions and considerations.

Q3- Principles of Scoring. Economic and Financial Standing. Within this section it states that the Minimum Financial Threshold should be twice the estimated contract value. What is the Estimated Contract Value for this tender?

The tender itself does not have an exact contract value as the price quality criteria is based upon pricing for set menus.

Q4- HMS Victory. Are there any extra facilities supplied when large events are catered for onboard Victory? or does that need to be priced in as a. Included in food costs or b. shown as additional costs?

If an LGD (Lower Gun deck dinner) is the catering booking on HMS V, then NMRN will supply additional prep kitchen space on the main deck, cold starter, hot main and cold dessert is the preferred menu choice. You are welcome to bring additional equipment, if required and as previously mentioned, we are keen to develop these areas. We would suggest annotating any extra costings as additional costs within the quote.

Q5- Form of Tender. 2.5.1 states that all prices must be exclusive of VAT. Does this include those prices requested in Criterion 7 which are supposed to be for the clients?

All quotes, invoices and financial information provided to client and to/from contractor/supplier provided within this contract will be Ex-VAT

Q6- Could you confirm if we are able to set a minimum spend on our events?

It isn't within the caterer's remit to apply a minimum spend for events, as it is driven by the clients needs.

Q7- If successful are we allowed to sub-contract to suppliers for services? Such as pop-up bars?

Yes, the NMRN though may suggest suppliers who are familiar with our event spaces, such as the historic ships as first preference. If you have your own sub-contractors please state these in your submission for the NMRN's consideration.

Final Date for Clarification Questions & Responses

Monday 3rd April 2023 5pm (1700) to tenders@nmrn.org.uk