

25 April 2024

## **SMARTBasing – Access Control: Market Interest Event Request for Information (RFI)**

### **Aim:**

Following the Market Interest Event held on 24 April 2024 the Authority seeks information from industry. The aim of this questionnaire is to test potential market reaction and provide sufficient information to help the Authority determine how they will proceed with the SMARTBasing Access Control concept.

This questionnaire has been drafted to enable the Authority to gain industry's feedback on 1) the viability of the concept 2) perceived barriers 3) market possibilities 4) market appetite for risk and capacity to deliver the required outputs and 5) risks and issues.

The answers provided by Industry are intended to help MOD consider various commercial aspects as part of Early Market Engagement. Responses will not be used or assessed as part of any future procurement exercise for this requirement. Additionally, failure to submit a response in whole or part will not affect your ability to continue participation in this opportunity should it progress to market.

If you can respond to the questions below, providing your views and insights, it would be very much appreciated.

### **Instructions for completion and return:**

**Please respond to each question, using Arial 11 and adhering to the page limit prescribed for each question.**

**Once completed please return to: [armyinfo-strat-cmrcl-0mailbox@mod.gov.uk](mailto:armyinfo-strat-cmrcl-0mailbox@mod.gov.uk)**

Completed questionnaires should be returned by no later than **1200hrs on 9 May 2024**. Earlier responses will be appreciated, where possible, to aid the Authority in concluding analysis of all returns in a timely manner. Along with your completed response you are invited to provide any marketing material that would help MOD understand more about your organisation and the market you operate in. No commercially sensitive information should be provided.

### **QUESTION 1 - ORGANISATION**

Please provide your company or organisation name and the address of its Registered Office (if applicable).

### **QUESTION 2 - ORGANISATION**

Please provide the name, title, telephone number and email address for the person submitting this response on behalf of your company or organisation.

### **QUESTION 3 – ORGANISATION (Page Limit: 1)**

Please describe your company or organisation to include whether you are a Global, National or SME, your key markets and whether you are currently, or have been, a supplier to either UK or Overseas Defence.

**QUESTION 4 - SCOPE OF BUSINESS**

Please advise of any other Common Procurement Vocabulary (CPV) codes (not listed in the PIN) which relate to your scope of business or that you think would be applicable to this requirement?

**QUESTION 5 - OPPORTUNITIES FOR SMEs (Page Limit: 1)**

How can MOD and Industry promote wider SME involvement in SMARTBasing Access Control?

**QUESTION 6 - PUBLIC PROCUREMENT PROCESS (Page Limit: 1)**

From your previous experience, are there any areas of the bid process that could be altered to encourage you to participate in the procurement?

**QUESTION 7 – EXPERIENCE (Page Limit: 1)**

What experience do you have in delivering Access Control solutions?

**QUESTION 8 - MARKET ATTRACTIVENESS (Page Limit: 2)**

- a. Is the MOD requirement for SMARTBasing Access Control attractive to Industry?
- b. What outline steps can MOD undertake to make such a requirement more attractive to industry?
- c. Can you confirm that you would be able to fulfill the whole requirement and if not, how should it best be split out?

**QUESTION 9 – FLEXIBILITY (Page Limit: 3)**

- a. How could flexibility and agility be best built into the contract to accommodate the pilot sites in Year 1?
- b. What are the potential options for implementation the solution, and how should the MOD approach the proof of concept, followed by the broader roll-out?
- c. What would help Industry to mitigate technical, operational and financial risk in the delivery of the requirement?
- d. What contractual change control process would you propose for this requirement?

**QUESTION 10 – TECHNICAL (Page Limit: 8)**

- a. Solution Viability: What is your initial impression of the technical viability of the project, and what possible solutions are available to meet the requirements (KURs)?
- b. Interoperability: How can the MOD meet the interoperability requirements, potentially as part of a system of systems across Defence?
- c. Future Proofing: How can the MOD preserve open architecture/solution to enable integration with linked future projects and development (for example, broader SMARTBasing initiatives)?
- d. Iterative Development: How should the MOD approach the need to develop the solution in an iterative, agile way during the proof-of-concept phase? What considerations/constraints are there?
- e. External Validation: Is any external third-party (consultant) validation required, and how should this be integrated into the solution?

**OFFICIAL**

f. Maintenance: How should the MOD approach long term project support, including system maintenance, troubleshooting, hardware and software updates, training support, and other through-life sustainment considerations?

g. Data Management: What is the most suitable data management approach for the project, including connectivity, storage, GDPR, management, access, and integration, both on MODNet and/or using a separate platform solution?

h. Redundancy: How should the MOD approach the need to provide a redundancy and contingency plan for system failures?

**QUESTION 11 – SECURITY (Page Limit: 2)**

Are there any considerations to ensure that at least the current level of site security is maintained, and ensure that all other security related issues are suitably addressed, such as physical and cyber threat mitigation, system and data protection, policy compliance, and any others which should be considered?

**QUESTION 12 - CONTRACT MODEL (Page Limit: 1)**

What contract model would you propose for this requirement?