



Maritime &
Coastguard
Agency

AERIAL SURVEILLANCE SERVICE

MARKET CONSULTATION

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CONFIDENTIALITY STATEMENT and DISCLAIMER

- 1.1 This Market Consultation remains the confidential information of the Maritime & Coastguard Agency (the “**Authority**”): all rights, including intellectual property rights, are reserved. Suppliers have a limited licence to reproduce and make available this Market Consultation within their organisation solely for the purposes of assessing or participating in the procurement described in this Market Consultation.

2. Introduction

- 2.1 The Maritime & Coastguard Agency is seeking further information in relation to the provision of an Aerial Surveillance service.
- 2.2 The publication of this Market Consultation and associated documents does not constitute the start of the competition for an Aerial Surveillance service.
- 2.3 In publishing this Market Consultation, the Authority is not seeking tenders in response to an Aerial Surveillance requirement. This Market Consultation only seeks to alert suppliers to the outline requirements for a service and invites interested organisations to comment.
- 2.4 Any response to this Market Consultation by the Supplier does not in itself constitute a response to the Aerial Surveillance procurement process, which will commence later in the year
- 2.5 Suppliers are not obliged to respond to this Market Consultation; and whether a Supplier responds to the Market Consultation (and whether or not by the requested deadline) will have no bearing on the Supplier's ability to respond to, or selection of a winning Supplier in, any future further competition. Feedback put forward by suppliers in response to this consultation will be treated confidentially. However, the feedback provided might be used to help the Authority develop its Invitation to Tender (ITT).
- 2.6 While the Authority will take responses to this Market Consultation into consideration when developing an ITT the Authority is under no obligation to incorporate or represent such responses in any subsequent ITT.

3. Background

- 3.1 As an Executive Agency of the Department for Transport (DfT), the Maritime & Coastguard Agency (MCA) supports the Department in developing and implementing the Government's maritime safety and environmental protection strategy. We have two broad objectives.
 - Safety: Through accident prevention and effective search and rescue coordination and response, improve the safety of ships and people at sea and at the coast
 - Environment: Through our monitoring of ships and response to pollution incidents protect the marine environment
- 3.2 Her Majesty's Coastguard (HM Coastguard) is the emergency response arm of the MCA. HM Coastguard coordinates search and rescue at sea and on the coast. It further supports the work of all the blue light emergency services as well as other partners in Government.

What's the Requirement?

- 3.3 The MCA has a requirement to undertake periodic and reactive aerial surveillance flights throughout the UK's Exclusive Economic Zone. The purpose of these flights is to determine the presence, size and type of pollution on the water.
- 3.4 The primary means by which the MCA is alerted of potential pollution is via satellite radar. The MCA will then aim to use the proposed service to verify the alert and to determine the size and type of pollution. The MCA will also coordinate additional surveillance patrols on behalf of the Department of Business, Energy and Industrial Strategy.
- 3.5 The end of the existing Aerial Surveillance contract presents the MCA with the opportunity to review its requirement and seek collaboration with other OGDs to drive value for money in the delivery of any new aerial surveillance contract.
- 3.6 Partners with an interest in collaborating with the MCA include the MMO which is tasked with delivering the Government's vision for clean, healthy, safe, productive and biologically diverse oceans and seas. Its work is relevant to the proposed service based on the MMO's responsibilities for fisheries management and the prevention of illegal, unregulated and unreported fishing. The MMO has historically used surface and air assets to gather evidence of illegal fishery activity and to deter such activity from happening in the first place.

- 3.7 While the extent of this collaboration has yet to be locked-down, the Single Statement of User Need attached to this consultation and against which industry is invited to comment reflects where the MCA is right now.

4. Market Consultation

- 4.1 Through this Market Consultation, the Maritime & Coastguard Agency seeks to gather information in relation to the provision of an aerial surveillance service to help inform future procurement decisions.
- 4.2 This document has been issued to suppliers on the basis that its contents are draft, and subject to change between the issue of this Market Consultation and any subsequent tender process.

5. Market Consultation Document Set

- 5.1 Attached to the Market Consultation are the following documents:
- Market Consultation Questionnaire.
 - Draft Single Statement of User Needs (SSUN).

6. Responding to this Market Consultation

- 6.1 Suppliers are requested to review and complete the Market Consultation Questionnaire and provide responses to the questions posed.
- 6.2 Responses can be returned in any format. We would ask that you provide a well-presented, easy to understand response, providing relevant and appropriate information to the questions asked.
- 6.3 The **deadline for responding** to this Market Consultation is:
12:00 on 16 May 2018.
- 6.4 Any information received via this market consultation exercise will be treated as strictly confidential and will not be disclosed without first obtaining written agreement. The MCA will share responses to this consultation only to its employees and professional advisers who will respect the same confidentiality.
- 6.5 Any clarification questions should be sent to contracts@mcga.gov.uk with subject “[Organisation’s Name] – Clarification Questions, Aerial Surveillance Market Consultation”. Responses will be provided within 2 working days. The deadline date for clarification questions is 1200 on 14 May 2018. Questions asked after this date will not be answered.
- 6.6 Note: All clarification questions and subsequent MCA answers will be shared with all interested Suppliers.
- 6.7 Responses should be sent via email to contracts@mcga.gov.uk with subject “[Organisation’s Name] – Market Consultation Response, Aerial Surveillance Market Consultation”. If you require to submit hard copy, then please send responses to the following address labelled with “ MCA Aerial Surveillance Consultation Response”:

CONTRACTS
MARITIME & COASTGUARD AGENCY
BAY 3/23, SPRING PLACE
105 COMMERCIAL ROAD
SOUTHAMPTON
SO15 1EG

7. Information sought through this Market Consultation

7.1 The purpose of this Market Consultation is to:

- gauge the level of market interest in a pan government aerial surveillance service;
- seek the market's views about the suitability of the Single Statement of User Need, and whether the requirements contained within are achievable; and
- obtain your views on various aspects of the procurement approach and suitability of the options being considered including rough order of magnitude costings and timescales for implementation.

8. Supplier One to One Sessions

Introduction

- 8.1 In order to reduce the level of ambiguity for suppliers and to improve the accuracy and usefulness of responses, the MCA will hold one to one sessions at the request of suppliers.
- 8.2 Those suppliers wishing to have one to one sessions, in person or over the telephone, may book a session in the week commencing 7 May 2018. The sessions are limited to one hour slots, will be subject to the MCA's availability and will be on a first come first served basis. There will be other opportunities to engage with the MCA prior to any tender activity, even if time cannot be secured ahead of the deadline set out in this document.
- 8.3 Interested Suppliers should contact the MCA at contracts@mcga.gov.uk with subject "[Organisation's Name] –Aerial Surveillance Market Consultation" and their contact details (name, business title, email and telephone number for each attendee). There is a limit of 3 attendees per supplier
- 8.4 Please provide some alternative times in case your first choice is not available.

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