

**RFI/0022**

**REQUEST FOR INFORMATION**

**GUIDED PHYSICAL PREPARATION FOR ROYAL NAVY (RN) & ROYAL MARINE (RM) APPLICANTS**

**RFI Title:** **GUIDED PHYSICAL PREPARATION FOR RN & RM APPLICANTS**

**Issue Date:**

**Reference:** **RFI/0022**

**Version:** 1.0

Contents

[1. Introduction 3](#_Toc72400948)

[2. Background 3](#_Toc72400949)

[3. RFI intended outcomes 3](#_Toc72400950)

[4. RFI Procedure 3](#_Toc72400952)

[5. How to submit responses to this RFI 4](#_Toc72400953)

[6. Confidentiality & Proprietary Information 4](#_Toc72400954)

[7. Costs of preparing your RFI response 4](#_Toc72400955)

[8. Insurance 4](#_Toc72400956)

[9. Contact 5](#_Toc72400957)

[10. Annex A 6](#_Toc72400958)

# Introduction

This RFI is not a bidding opportunity but a means by which industry can provide information.

**Please note:**

**This RFI is an information gathering exercise, no further discussions with industry are planned at this stage however any future procurement activity will be advertised in line with public procurement regulations on the Defence Sourcing Portal and Contracts Finder.**

1. Background

All candidates who aspire to join the Royal Navy (RN) and Royal Marines (RM) are subject to a rigorous multi-stage application process and must meet specific standards if they wish to enter the Service.  In any one calendar year there are there are approximately 30,000 individual applications to join the Service which gradually distils down to approximately 12,000 individuals attempting the Pre-Joining Fitness Test (PJFT) or Pre-Joining Fitness Test + (PJFT+) each year. Each candidate has up to 3 attempts.  All must meet exacting physical standards, but these standards will vary depending on whether a candidate is entering the RN as either an Officer (Commissioned) or Rating (non-Commissioned) or joining the RM as an Officer (Commissioned) or as a member of the General Service (GS) (non-Commissioned).

RN candidates must undertake a PJFT, followed by a Candidate Preparation Course (CPC). If successful, they will commence training at either Britannia Royal Naval College (BRNC) or HMS RALEIGH normally within 3 months.  A new intake of up to 70 candidates will start training at HMS RALEIGH every week.  There are new entries of approximately 150 candidates into BRNC every January, May, and September.

The length of time a candidate spends in the pipeline can vary significantly and depends on the broadest set of variables including chosen career path and Branch; medical background, and critically, individual proactivity to complete each stage of the selection process as quickly as possible.  Candidates can spend as little as 3 months and up to 3 years in the pipeline.  However, the average time from application to date of entry is a minimum of 4 months but could be longer if there are any issues on the recruitment journey.

Candidates commencing training at any one of the New Entry Training Schools (NETS), will be subject to a robust gym intro and Introduction to Military Fitness (IMF) session.  Additionally, a formal assessment of the recruit’s holistic Physical Training (PT) performance over the whole of the first week is conducted with the requirement to pass the Royal Navy Fitness Test (RNFT) by week 5.

All RM and RN candidate physical assessment activities apply Universal Training Precautions (UTP) and are sub-maximal in nature; they are designed to mitigate candidates from exertional collapse.  A Pace-Pass-Stop methodology is adopted, and once candidates reach minimum levels of fitness the assessment activity ceases.

However, there is a clear correlation between candidate’s fitness levels on entry and time spent in training, Muscular Skeletal Injury (MSKI) incidence rate and overall training success. The fitter and more conditioned a candidate is the day they commence training, the more likely they are to complete training in the shortest possible time and the less likely they are to sustain a significant MSKI. Effective and coherent physical preparation of candidates prior to entry is therefore key with standardised guided preparation optimising.

The Authority is exploring possibilities of a web or app-based physical training support, with 24-hour availability, for applicants to utilise in advance of their PJFT, with the aim of increasing fitness success rates.

Authority Aims:

1. Increase the flow of physically fit candidates into Royal Navy New Entry Training School (RN NETS)
2. Reduce physical assessment failures leading to reduce numbers of unsuccessful candidates in early weeks training
3. Increase accessibility of fitness offers
4. Adaptability of fitness training
5. Branding alignment – capable of branding cohesively with the Royal Navy if required
6. RFI intended outcomes

This RFI aims to achieve 2 outcomes:

1. Align the MOD requirement with industry capability and processes to help inform any future procurements.
2. Develop a procurement strategy that will deliver best value for money for Defence.
3. RFI Procedure

Responses to this RFI will be reviewed by subject matter experts from different functional areas within Navy Command Headquarters.

If upon review of submitted responses, any clarifications or additional information is required, you will be contacted using the details provided in your RFI response.

Any details provided in response to this RFI will be used for information purposes only and will not be used to determine the potential Suppliers who will be invited to bid, should the Authority proceed to tender.

The results and analysis of this RFI shall not constitute any form of pre-qualification exercise.

Any formal procurement process will be undertaken in accordance with the relevant Procurement Law.

Nothing in this RFI, or any other engagements with Industry prior to a formal procurement process, shall be construed as a representation as to the Authority’s ultimate decision in relation to the future requirement.

1. How to submit responses to this RFI

Respondents should provide responses in accordance with the format provided in **Annex A** quoting the RFI reference on all documentation and emails**.**

Please do not submit additional documents such as company overviews, the purpose of the RFI is to collect information related to the technical capability outlined, any additional documents will not be included in the review process.

Any responses received after the deadline will be passed to the subject matter experts for information, however they may not be included in the RFI review meetings which are to be held immediately following the deadline.

Once completed, please return electronically to the e-mail address(es) shown below in **Section 9,** no later than Friday 26 May 2023.

Responses will be acknowledged electronically by return e-mail.

1. Confidentiality & Proprietary Information

No information included in your response, or in discussions connected to it, will be disclosed to any other third party.

Proprietary information, where included, should be kept to minimum and must be clearly marked.

**For the purposes of this RFI, any documentation submitted should be classification OFFICIAL**.

1. Costs of preparing your RFI response

Any costs relating to the preparation and submission of a response to this RFI are the sole responsibility of the respondent.

1. Insurance

Not used.

1. Contact

Quoting the RFI reference, please submit

1. any requests for clarification
2. all responses to this RFI and
3. any questions regarding Classification of document(s) intended for submission, to:

NAVYCOMRCL-RFI@mod.gov.uk

1. Annex A

**RFI/0022** **- PROVISION OF GUIDED PHYSICAL PREPARATION FOR RN/RM APPLICANTS**

|  |  |
| --- | --- |
| **Question** | **Answer** |
| Company Name |   |
| Company Address |   |
| Is the company a Small - Medium Enterprise as defined by UK government ([Small to medium sized enterprise (SME) action plan - GOV.UK (www.gov.uk)](https://www.gov.uk/government/publications/fcdo-small-to-medium-sized-enterprise-sme-action-plan/small-to-medium-sized-enterprise-sme-action-plan) ? |  |
|    |
| Name of Company representative completing the RFI |   |
| Contact details (e-mail and telephone number) |   |
| Company web site address |   |
|    |
| Main products/services/line of business |   |
| Main market sector |   |
| Number of years in this market sector |   |
| **QUESTIONS**  |
| *Note: We recommend a response of up to a maximum of five (5) pages.*1. Please provide a response about the current technical capability your organisation offers:
	1. Overall description of the capability (Digital element) where applicable.
		1. What level of technical maturity if the capability at?
		2. Has the capability been deployed or tested previously?
		3. What is the Technology Readiness Level (TRL)? Is it on the shelf or in development?
		4. Is the capability adaptable and able to include bespoke branding?
		5. Does your capability offer 24-hour support? Yes/No
			1. If No, please can you indicate the hours of support offered
	2. Overall description of the capability (Physical support element):
		1. What geographic areas does your capability support? (countries/states or counties/regions as necessary)
		2. Does your capability offer 24-hour support? Yes/No
			1. If No, please can you indicate the hours of support offered
	3. Overall view to the capabilities that your organisation offers:
		1. Is access to the offered service(s) provided at a fee? Yes/No
		2. Is there a minimum lead time for the capability? Yes/No – please indicate minimum lead time as necessary
		3. Is there a maximum user capacity? Yes/No – please indicate maximum user capacity where relevant
		4. Are the anticipated user numbers (RN & RM volume data) capable of being delivered? Yes/No
			1. If No, please can you indicate any limitations or reasons for volumes not being capable of being supported
 |
| 1. What technical capability might be available in 12 months?
 |
| **Innovative capabilities or potential solution consideration are most welcome, even if they do not meet all of the requirements above, we would welcome the opportunity to consider any information provided.** |