



Department  
for Environment  
Food & Rural Affairs

[www.gov.uk/Defra](http://www.gov.uk/Defra)

## **Appendix 2 – Call-Off Procedure:**

**for The Research, Development and Evidence Framework 1**

**Tender Reference: Atamis project 409 – UK Sheep  
Sector Efficiency Potential Review (SheepEff)**

**Date: July 2023**

## 1.0 Request for Proposal

- 1.1 The following document is to be used as a Call-Off template to be sent to all Contractors on a sub-lot by the Project Manager of the Contracting Authority for completion and return in accordance with the Call-Off procedures detailed in the Form of Agreement.

| <b>Research, Development and Evidence Framework</b>   |                     |   |  |
|---|---------------------|---|--|
| <b>REQUEST FOR PROPOSAL</b>   |                     |   |  |
| <b>To be completed by Contracting Authority Project Manager please remove all red text before issuing</b> |                     |   |  |
| <b>Project title:</b>   |                     | Atamis project 409 – UK Sheep Sector Efficiency Potential Review (SheepEff) |  |
| <b>Call off Reference:</b>  |                     | RDE 313   |  |
| <b>Atamis project ref (if applicable):</b>  |                     | C5707   |  |
| <b>Cost Centre Code<br/>(for admin purposes only)</b>   |                     | 10021320  |  |
| <b>Date:</b>  |                     | 21 <sup>st</sup> July 2023  |  |
| <b>Contracting Authority<br/>(Defra and its arms-length bodies etc.)</b>                                  | DEFRA               |   |  |
| <b>Project Manager:</b>   | ██████████          | <b>Phone number:</b>  | ██████████   |
| <b>Authorized by:</b>   | ██████████          | <b>Email:</b>   | ██████████   |
| <b>Commercial Contact (if applicable):</b>  | ██████████          |   |  |
| <b>Project Start Date</b>   |                     | 21 <sup>st</sup> July 2023  |  |
| <b>Project Completion Date</b>  |                     | 19 <sup>th</sup> July 2024  |  |
| <b>For any projects over the direct award threshold, full competition is required</b>                     | <b>Direct Award</b> | <input type="checkbox"/>  | <b>Mini comp</b> <input checked="" type="checkbox"/> |

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|--|------------------------------------|--|--|--|
| (i.e., all contractors on the Sub-Lot are invited to quote). |                                    |  |  |  |
| Call off from Sub-Lot number                                 | 2.2 Livestock Performance Services |  |  |  |
| Proposal return date:  | 13 <sup>th</sup> April 2023        |  |  |  |

|   |  |            |
|---|--|------------|
| <b>Evaluation criteria:</b>   |  |            |
| Contractors: Failure to meet any minimum score threshold stated will result in the bid being removed from the process with no further evaluation regardless of other quality or price scores. |  |            |
| <b>Quality</b>  | <b>Weighting</b>   | <b>70%</b> |
| <b>Price</b>  | <b>Weighting</b>   | <b>30%</b> |
| <b>Quality Sub-Criteria Weightings: (Indicative only)</b>   |  |            |
| <b>Work package 1: What are the current genetic performance approaches for improvement in the UK</b>  | To synthesise high-level insights into the current state of UK farmer approach towards improved genetic performance across the sheep sector. This should account for extent of genetic evaluation and selection and associated trends in farmer demographics (inclusive of attitudes, knowledge, experiences and practices) and farm systems (e.g., lowland/upland/hill; comparisons across breeds). Barriers to maximise sectoral engagement and adoption of new technology/techniques should be identified and catalysts or strategies for uptake proposed in order to drive progression of national genetic gain in the sheep sector. A focus should also consider why farmer engagement is poor despite estimated breeding values (EBVs) offering economic returns, what are the barriers at play and have the industry been fully exploiting the tools available? | <b>10%</b> |
| <b>Work package 2: What opportunities could the UK sheep sector use to capitalise on international successes?</b>   | To analyse specific opportunities to capitalise on successes of international breeding programmes which may offer suitability to add value within a UK setting. This may build upon findings of previous Defra-funded relevant research such as Defra-funded SheepGIN scoping study. This study evaluated the genetic improvement programmes in priority countries like Australia, New Zealand, Ireland, France etc. but needs elaboration to ascertain the benefits,  | <b>10%</b> |

|  |  |     |
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|  | disadvantages and trade-offs of importing genetics from overseas to the UK.  |     |
| <b>Work package 3: Is selective breeding on existing British populations more viable/cost effective than adopting imported genetics?</b> | To examine sheep breeds currently in the UK and separate out native and non-native breeds to establish the merits, gains and trade-offs associated with the large populations of nonnative breeds that have already been imported over the last ~100 years. It would be useful to determine if a) imported genetics provide a one-off lift to genetic merit within a population, or if UK farmers would need to continually import the latest genetics; b) the imported genetics would be best incorporated into a GB-based genetic improvement programme; and c) what is the role for the native (and heritage) breeds in contributing to the genetic merit (and diversity) of the British sheep population?  | 10% |
| <b>Work package 4: What benefits and trade-offs would result from introducing imported genetics?</b>                                     | To assess likely impacts and implications of introducing imported genetics. This should consider benefits alongside potential risks and trade-offs, for example to animal health and welfare, maintenance of historic national genetic diversity, potential social and economic effects, implications for management practices. The options for management style of the farms (lowland or hill and breeding or terminal) should be considered when assessing the potential for the genetics. Potential barriers and disruptive technological innovations should be presented; for example, usage of artificial insemination and IVF surrogates – a recent SusAN ERA-NET project, SusSheP, suggested that none of the respondents used artificial insemination. Additionally, will imported genetics maximise genetic gain across breeding goals (i.e., whether the index is intended to maximise economic returns, or minimise environmental impact, or the optimal balance between both). | 10% |
| <b>Work package 5: Based on modelling impacts, what would future scenarios look like in the UK?</b>                                      | Modelling impacts of projected future scenarios including changes in national flock population sizes and any impacts as a result of EU Exit/Net Zero possible implications. This will evaluate a range of scenarios to determine cost effective pathways for improving sheep efficiency in the UK. This will build upon previous Defra-funded research, for example comparing SheepGIN study scenario with importing genetics. The comparison of how genetic improvements and other priority attributes (improved health, diet optimisation, efficiency, productivity etc.) ... It is estimated that a 50% movement from current health status to a healthy sheep population   | 10% |

|  |   |     |
|--|---|-----|
|  | would reduce emissions by 484ktCO <sub>2</sub> e/year by 20351. Besides a 33% increase in methane yield in sheep infected with worms (Teladorsagia), there was also a significant decrease in lamb growth rates <sup>2</sup> .  |     |
| <b>Work Package 6: Final report and Knowledge Exchange</b> | Write up of all work packages and completion of the final report. A knowledge exchange (KE) pack to be made including an executive summary a 4/5 PowerPoint slides suitable for lay audiences and lay summary of max 200 words. | 10% |
| <b>Final report and KE products submitted to Defra</b>     |   | 15% |
| <b>Inception report submitted to Defra (Output I)</b>      |   | 5%  |
| <b>Interim report submission and meeting with Defra</b>    |   | 5%  |
| <b>Final report and KE products submitted to Defra</b>     | Presentation of all results to Defra officials  | 15% |

|  |
|--|
| <p><b>Specification</b></p> <p></p> <p>07122022 SheepEff<br/>SCF0227 Research Sp</p>  |
| <p><b>1. Description of work required – overall purpose &amp; scope (including reporting requirements)</b></p>   |
| <p>An evidence review is sought to evaluate potential impact on ovine genetic gain comparing domestic longer-term breeding strategies and more immediate short-term advancement via imported genetics. Anticipated impacts should be contextualised alongside potential sectoral efficiency payoffs associated with enhanced uptake of wider best management practices. The genetic gain effects on efficiency could include growth, reproduction (fertility, lamb numbers and survival), carcass score, longevity, disease resilience, feed efficiency, reduced emissions and the suitability of the animal to different management systems. The review should draw upon published scientific literature as well as expert contractor/practitioner knowledge of both UK and global sheep industries. Illustrative case studies may be employed.</p> |

| Milestone | Event   | Proposed date(s) | Payment Schedule |
|-----------|---|------------------|------------------|
| 1         | Inception meeting with Defra and steering committee | Week 1           | 0%               |
| 2         | Inception report submitted to Defra (Output I)      | Week 3           | 5%               |
| 3         | WP1: Report submission and meeting with Defra       | Month 2          | 10%              |
| 4         | WP2: Report submission and meeting with Defra       | Month 4          | 10%              |
| 5         | WP3: Report submission and meeting with Defra       | Month 6          | 10%              |
| 6         | Interim report submission and meeting with Defra    | Month 6          | 5%               |
| 7         | WP4: Report submission and meeting with Defra       | Month 8          | 10%              |
| 8         | WP5: Report submission and meeting with Defra       | Month 10         | 10%              |
| 9         | WP 6: Draft final report (Evid 4) and KE products   | Month 11         | 10%              |
| 10        | Presentation of all results to Defra officials      | Month 11         | 10%              |
| 11        | Final report and KE products submitted to Defra     | Month 12         | 20%              |

**2. Required skills / experience from the contractor and staff. Include any essential qualifications or accreditations required to undertake the work.**

Bidders will need:

- Strong project management skills to ensure that deliverables are produced to time and quality.
- Extensive experience/expertise of UK and global sheep sectors.
- The ability to critically analyse evidence and identify and explain underlying limitations and drawbacks.
- To be able to objectively synthesise existing literature and clearly summarise and describe key findings and implications for public policy.
- Good drafting and report writing skills, including the ability to communicate complex technical information to a mixed audience.
- Experience of modelling economic impacts of possible innovation strategies.
- Good connections across livestock industry and research community (at both national and international levels).
- Experience of social science and bring together a range of views and perspectives to give valid context to the literature review.

**3. Proposed program of work and payment table (Detailing specific tasks, key milestones, deliverables & completion date where appropriate)**

| Milestone | Event   | Proposed date(s) | Payment Schedule |
|-----------|---|------------------|------------------|
| 1         | Inception meeting with Defra and steering committee | Week 1           | 0%               |
| 2         | Inception report submitted to Defra (Output I)      | Week 3           | 5%               |
| 3         | WP1: Report submission and meeting with Defra       | Month 2          | 10%              |
| 4         | WP2: Report submission and meeting with Defra       | Month 4          | 10%              |
| 5         | WP3: Report submission and meeting with Defra       | Month 6          | 10%              |
| 6         | Interim report submission and meeting with Defra    | Month 6          | 5%               |
| 7         | WP4: Report submission and meeting with Defra       | Month 8          | 10%              |
| 8         | WP5: Report submission and meeting with Defra       | Month 10         | 10%              |
| 9         | WP 6: Draft final report (Evid 4) and KE products   | Month 11         | 10%              |
| 10        | Presentation of all results to Defra officials      | Month 11         | 10%              |
| 11        | Final report and KE products submitted to Defra     | Month 12         | 20%              |

**4. Risk**

**Note:** This section is to be used to detail any risks or key elements relevant to the project i.e., Programme deliverable dates, workshops or external requirements, data, consultees, stakeholders etc that could impact the success of the project if they are not managed.

| Risk Detail                                  | Stage Identified | Date identified                | Owner          | Remedial Action  | Resolution Date |
|--|------------------|--------------------------------|----------------|--|-----------------|
| Potential impact contract / supplier failure | Pre-engagement   | 13 <sup>th</sup> December 2022 | Customer / DGC | The risk is deemed very low – in the event of failure the Department has sufficient resource / options to continue   | Complete        |
| Information Security Risk                    | Pre-engagement   | 13 <sup>th</sup> December 2022 | Customer / DGC | No data transferred or collected   | Complete        |
| Sustainability and Social Value              | Pre-engagement   | 13 <sup>th</sup> December 2022 | Customer / DGC | Low risk – Contracted provisions is or is expected to have or will have a low sustainability and / or social value impact given the nature of the requirement. | Complete        |

**Note: The following information is managed at framework level and should not be repeated unless there are specific requirements that relate to your project. General requirements should be covered in Section 1 and be included in the Contractors reply to the Approach and Methodology section unless you are using the optional evaluation criteria. Delete sections if not required.**

#### 5. Health and Safety Requirements

*Note: Only include if high risk activities being undertaken e.g., working at height, near or over water). Do not request RAMS or similar risk assessments are returned with submissions. These should only be requested at contract award.*

No high risks identified.

#### 6. Further Sustainability Considerations

Covered within the RDE Framework

## 2.0 Proposal

- 2.1 The following document is to be used as a Call-Off template to be sent to all Contractors on a sub-lot for completion and return in accordance with the Call-Off procedures detailed in the Form of Agreement.

## Research, Development and Evidence Framework 2

### PROPOSAL

**To be completed by the Contractor**

Contractor's Name: RSK ADAS

Call off Reference: RDE 313

Sub-Lot Number: 2.2 Livestock Performance Services

Date:

**Note:** Your proposal must not exceed 6 sides of A4 plus the Costs Proposal in Section 4 (unless otherwise indicated in project client's specification above). Attachments must not be included unless requested except for a programme diagram and full cost schedule if you considered these would support your proposal.

**Do not make or append Caveats and Assumptions in your proposal – any points of uncertainty must be raised as a clarification point prior to submitting the proposal. Where assumptions are to be made, these will be stated by the Authority's Project Manager.**

### 1. Approach & Methodology

ADAS will provide: • A synthesis of high-level insights into the current state of UK farmer approaches towards improved genetic performance across the sheep sector. • Details of the barriers (real and perceived) to uptake of genetic improvement technologies/techniques, based on feedback from informed industry members or sector bodies (NFU, NSA, breed societies) as well as a representative sample of farmers/breeders. • An analysis of specific opportunities to capitalise on successes of international breeding programmes which be suitable to add value within a UK setting. • An examination of sheep breeds currently in the UK to determine if selective breeding on existing British populations is more viable/cost effective than adopting imported genetics. • An assessment of likely impacts and implications of introducing imported genetics. • A model of projected future scenarios, including changes in national flock population sizes and any impacts as a result of EU Exit/Net Zero possible implications, that can be used to determine costeffective pathways for improving sheep efficiency in the UK

### 2. Project Management (inc Project plan). A project plan may be provided as an attachment with your reply (delete if not required)

The delivery of this research will be overseen and managed by [REDACTED] [REDACTED] has extensive experience of managing international, multidisciplinary projects across all levels of Government, as well as university and industry commissioned projects. As [REDACTED] will be the single point of accountability, for both Defra and the ADAS project consortium team, responsible for ensuring resources are available to deliver the project to the timescales, quality criteria and budget, preparation of the interim and final reports and attendance at progress meetings (supported by relevant technical leads where required) and the project inception meeting. The tasks and overall proposed timeframe for delivery are set out in the Gantt chart below. The Gantt also highlights key milestones. A key process for managing risks and issues will be continual engagement and communication amongst the project consortium team and with Defra. This will be facilitated by [REDACTED] throughout the project, but fixed points will be scheduled into the final agreed project timeline (after the inception meeting) to assess progress against key milestones, address issues and review project deliverables prior to submission.

**Gantt chart can be located within our proposal.**

**3. Proposed Staff who will do the work and briefly state previous relevant qualification/experience. Contractor's experience of undertaking similar projects and accreditations (if requested).**

ADAS Project Team [REDACTED], Grad.Dip. Agricultural Economics, Bachelor of Financial Administration. [REDACTED] in the ADAS Policy and Economics (PAE) team. She has a professional research and project management background in agricultural, environmental, and natural resource economics, with over 25 years' experience managing international, multidisciplinary projects across all levels of Government, as well as university and industry commissioned projects [REDACTED] B.Sc (Hons) Agriculture. [REDACTED] in the ADAS Agricultural and Land Management Team (ALM). She is highly experienced in agricultural research, having managed projects across ruminant and grassland sectors and has a good knowledge of the wider agricultural industry. She is experienced in the production of literature reviews and collection, collation, and analysis of data from experimental research projects and is competent handling large datasets. She has experience in questionnaire design and the collection and analysis of data from quantitative surveys, in-depth interviews with farmers and other industry stakeholders. [REDACTED] BSc (Hons) Agriculture Science (Animal Science). [REDACTED] in the ALM team. She has excellent skills in business and market analysis, market development for red meat products, group facilitation, grant scheme applications, budget, and relationship management. [REDACTED] M. Sc Behavioural Ecology, B. Sc Biology. [REDACTED]. She specialises in ecological and economic viability of sustainable land management. Her research focuses on collaboration with the public, private and third sectors to deliver innovative approaches to ensuring the long-term viability of UK agriculture.

**4. Risk**

**Note:** *This section is to be used to detail any risks relevant to the project i.e., Programme deliverable dates, data, consultees etc.*

**5. Health & Safety (only complete if requested in defined evaluation criteria)**

**6. Sustainability** (only complete if requested in defined evaluation criteria)

**7. Cost Proposal**

Please use day rates, including any applicable discounts, as agreed under the framework contract. A full cost schedule may be attached to support the costs summarised below.

|       |            | <b>WORK PACKAGE TASK BREAKDOWN</b>  | <b>WP Cost</b> |
|-------|------------|---|----------------|
| Tasks | <b>WP0</b> | <b>Project management</b>   | ██████         |
|       | 0.1        | ADAS Project management   |                |
|       | 0.2        | Progress Updates Defra  |                |
|       | 0.3        | Project Delivery Team meetings  |                |
| Tasks | <b>WP1</b> | <b>Genetic Performance Approaches for Improvement in UK Sheep Sector</b>        | ██████         |
|       | 1.1        | Develop QSR protocol  |                |
|       | 1.2        | Develop key words, search terms and QSR output spreadsheets                     |                |
|       | 1.3        | Collate, Synthesise and critically evaluate evidence                            |                |
|       | 1.4        | Stakeholder Engagement and consultation   |                |
|       | 1.5        | Work Package Guidance/QA  |                |
| Tasks | <b>WP2</b> | <b>Opportunities for UK Sheep Sector to Capitalise on International Success</b> | ██████         |
|       | 2.1        | Review SheepGin Scoping Study   |                |
|       | 2.2        | SWOT analysis   |                |
|       | 2.3        | Stakeholder Engagement and consultation   |                |
|       | 2.4        | Work Package Guidance/QA  |                |
| Tasks | <b>WP3</b> | <b>Evaluation of selective breeding in UK Sheep Sector</b>                      | ██████         |
|       | 3.1        | Develop REA protocol  |                |
|       | 3.2        | Develop key words, search terms and REA output spreadsheets                     |                |
|       | 3.3        | Collate, Synthesise and critically evaluate evidence                            |                |
|       | 3.4        | Stakeholder Engagement and consultation   |                |
|       | 3.5        | Work Package Guidance/QA  |                |
|       | <b>WP4</b> | <b>Benefits and trade-offs from introducing imported genetics</b>               | ██████         |



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|--|--|
|  |  |
| By signing this form <i>RSK ADAS</i> agree to provide the services stated above for the cost set out in your Cost Proposal and in accordance with the Research, Development & Evidence Framework 1 Conditions of Contract. |  |
| <b>Contractor Project Manager:</b>   |  |
| <b>Signature:</b>  |  |
| <b>Date:</b>   |  |

### 3.0 Order Form

- 3.1 The following document is to be completed by the Contracting Authority and sent to the Contractor for counter signature to form a Call-Off contract.

|   |
|---|
| <b>Research, Development and Evidence Framework 2<br/>ORDER FORM</b>  |
| <b>To be completed by Contracting Authority Project Manager and sent to Contractor for countersignature. PLEASE INCLUDE ENTIRE DOCUMENT</b>   |
| <p><b>Project title:</b> Preparation for livestock systems genetics R&amp;D platform: genetic improvement routes for a sustainable sheep sector.</p> <p><b>Call off Reference:</b> RDE 313</p> <p><b>Atamis project ref (if applicable):</b> C5707</p> <p><b>Date:</b> 18/07/2023</p> |

THE Contracting Authority: Defra

THE CONTRACTOR: RSK ADAS Ltd, Spring Lodge, 172 Chester Rd, Helsby, Cheshire, WA6 0AR

This Order Form, when completed and executed by both Parties, forms a Call-Off Contract. A Call-Off Contract can be completed and executed using an equivalent document or electronic purchase order system.

APPLICABLE FRAMEWORK CONTRACT

This Order Form is for the provision of the Call-Off Deliverables and dated 18/07/2023. It is  
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**Version 4.0**  
LIT 58468

issued under the Research Development & Evidence Framework Agreement reference 30210 for the provision of: Preparation for livestock systems genetics R&D platform: genetic improvement routes for a sustainable sheep sector.

CALL-OFF SUB-LOT: 2.2

CALL-OFF INCORPORATED TERMS The following documents are incorporated into this Call-Off Contract. Where numbers are missing, we are not using those schedules. If the documents conflict, the following order of precedence applies:

1. Defra Framework Terms and Conditions;
2. Request for Proposal;
3. Proposal;

No other Supplier terms are part of the Call-Off Contract. That includes any terms written on the back of, added to this Order Form, or presented at the time of delivery.

CALL-OFF CONTRACT START DATE: 01/08/2023

CALL-OFF CONTRACT EXPIRY DATE: 31/07/2024

CALL-OFF PERIOD: 12 months

For and on behalf of the Supplier:  
Signature:

██████  
██████  
██████

For and on behalf of the Buyer:  
Signature:

██████  
██████  
██████:

