



**Ministry
of Defence**



REQUEST FOR INFORMATION

DEFENCE FUELS ACQUISITION PROGRAMME

Road Loading

**The provision of transport services for the
movement of fuels within the UK excluding Northern
Ireland**

Version: 1.0

Date: 19 Feb 2018

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Confidentiality

1. All information included in this Request for Information (RFI) is confidential and only for the named addressee. No information included in your response, or in discussions connected to it, will be disclosed to any other party.

Introduction

2. Following on from our industry engagement day, we would like to invite your company to answer a few questions that will help with how we structure the tender documents going forward. If you were unable to attend the industry day this would not preclude you from responding to this RFI.

3. This RFI is not a bidding opportunity but a means by which industry can provide information. Any resulting procurement activity will be conducted competitively.

Background

4. There is a regular and enduring requirement to move MOD fuel across the UK. The contract currently transports 70m litres of Aviation Fuel and 6m litres of Naval Fuel. At the point of tender all bidders will receive detailed information around how much fuel is transported to each location including the frequency of delivery. The types of fuel transported are shown below.

Aviation
AVTUR F-34 with Fuel System Icing Inhibitor (FSII);
AVTUR F-35 (for Manston)
AVCAT F-44 FSII from HM Oil Fuel Depots (OFDs)
Naval
Marine Dieso F-76 from HM Oil Fuel Depots

Purpose of the RFI

5. This RFI aims to achieve 4 outcomes:
- a. Align the MOD requirement with industry standards and processes for procurement of transport services.
 - b. Develop a procurement strategy that will deliver best value for money for Defence.
 - c. Implement an enduring solution that allows the Authority to plan its activity against an assured continuity of service, whilst also supporting ad-hoc, un-programmed surges in demand.
 - d. To inform a Procurement Strategy that enables the implementation of an enduring solution, for commencement from 1st December 2018.

RFI Procedure

6. This request for information will be advertised on the Defence Contracts Online (DCO) and Contracts Finder and issued to all who request an RFI together with other companies whom the MOD believes may be able to provide useful intelligence on this requirement.

7. Responses to this RFI will be evaluated by subject matter experts from different functional areas within the Defence Fuels Acquisition Programme. 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.

8. 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 EU Procurement Law.

9. 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.

How to deliver responses to this RFI

10. To respond to this RFI please complete the form at Annex A and return electronically to the e-mail address shown below no later than 12:00 6th March 2018. Responses will be acknowledged electronically by return e-mail.

Contacts

11. For questions relating to this RFI, please contact:

Logistics Delivery, Fuels Commercial

E-mail: DESCommodities-Comrc1-Fuel@mod.uk

Address:

NH4 Elm 2a #4237
MoD Abbey Wood
Bristol BS34 8JH

Timeframe

12. This is the timeframe for the RFI and follow on activity:

20th February 2018 - RFI Published on Defence Contracts Online.

13.00 – Tuesday 6th March 2018 – Last date for submission of answers to RFI.

Road Loading – RFI

Question	Answer
Company Name	
Company Address	
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/customers	
Number of years in this market sector	
1) What is the standard industry pricing mechanism for Road delivery? Is it PPLM (price per loaded mile) plus a premium?	
2) Is there a minimum load size? What is the Industry Norm?	
3) Industry Standard operating hours? 24 hours, 7 days a week?	
4) If the Authority was to use a reverse Auction – would this have a detrimental effect on your ability or decision to bid?	
5) Tracking systems - Are these industry Norm? Would this add an additional cost to the contract? What benefit would they add to the Authority? (Better and quicker access to Management Information?)	

<p>6) Would your company prefer the opportunity to bid for regional contracts or for a single national contract?</p>	
<p>7) What length of contract is the most attractive to your market (the Authority normally requests a firm premium for the duration)?</p>	
<p>8) The Authority has in all previous contracts asked for a firm supplier premium for the transport of fuel – is this a reasonable approach? Is there a better/different way?</p>	
<p>9) Cancellation period – when a base needs to cancel an order (e.g. unplanned maintenance) what notice period would you normally require?</p>	
<p>10) Surge/Maintenance periods – As the contract moves aviation fuel there are occasions when a surge may be needed (i.e. delivery of additional volumes of fuel). This cannot be planned and may have relatively short notice periods. How can we best work with you to manage these scenarios when they arise?</p>	