

Early Market Engagement (EME) Information:

The Authority would like to undertake market engagement to understand the market's view on risk associated with the service delivery of any resultant contract place for this requirement. The Authority are keen to ensure that any risk is appropriately identified and is held by the right party. This will primarily include the following:

- Identification of any additional risks not captured by the Authority
- Feedback on the proposed allocation of these risks and the method of allocating and mitigating the risks
- Feedback on the proposed limits on liability and how these will affect any potential bids.

The Authority are looking to hold an Early Market Engagement Interest Day to discuss the identified risks and proposed mitigations with the market as per the above. This will be held virtually over Microsoft TEAMS. Following the Interest Day, the market will be given an opportunity to provide their views on the risks and proposed mitigations presented by the Authority through a written RFI.

Proposed Timelines are as follows:

Final date for Suppliers to confirm attendance at Early Market Engagement Day:

17:00hrs GMT on 09 Mar 22

Authority to provide details for Interest Day to interested Suppliers: NLT 17:00hrs GMT on 10 Mar 22

Interest Day: 14.30 – 16:00hrs GMT on 24 Mar 22 on Microsoft TEAMS

Interest RFI Responses due: 12:00hrs GMT on 14 Apr 22

To express interest in attending the Interest Day, please provide a name, email address and telephone number to armycomrcl-lwc-mailbox@mod.gov.uk with the subject 'BATSUB Aviation Early Market Engagement Interest Day'

Please note the following:

- This Interest Day and subsequent RFI will assist the Authority to refine any future requirements and procurement documentation.
- We reserve the right not to proceed with this procurement. Nothing shall constitute a commitment to instigating a formal procurement process.
- Any and all costs associated with the production of such a response either to an RFI, attendance at an Interest Day or any resultant competition must be borne by the Supplier. The Authority will not contribute in any way to meeting production costs of any response.
- No down-selection of Potential Providers will take place as a consequence of any responses or interactions relating to this Interest Day.
- The Authority expect that all responses at the Interest Day and subsequent RFI will be provided by Potential Providers in good faith to the best of their ability in the light of information available at the time of their response.
- No information provided by a Potential Provider in response to this Interest Day and subsequent RFI will be carried forward, used or acknowledged in any way for the purpose of evaluating the Potential Provider, in any subsequent formal procurement process that may take place.
- Should a Potential Provider fail to attend the Interest Day or respond to the subsequent

RFI, it will not affect any further participation in any possible future procurement for this capability.