



MOD Abbey Wood South
Bristol
BS34 8JH

[Redacted]
[Redacted]

Situational Awareness and Command and Control Delivery Team
Yew 3b #1345

Tel: [Redacted]
Email: [Redacted]

Your Reference:

Our Reference:
FTS5/SACC/0001

Date: 09 November 2017

Dear Sirs

Invitation To Tender (ITT) Reference No. FTS5/SACC/0001 'Technical Services for the Integration of Tactical Data Links'

1. You are invited to tender for the Authority's requirement "Technical Services for the Integration of Tactical Data Links" under FATS 5 in competition in accordance with the attached documentation.
2. The requirement is for Technical Services for the Integration of Tactical Data Links.
3. This is a **Category F1D** requirement and funding has been approved.
4. The anticipated date for the contract award decision is **16th January 2018**. Please note that this is an indicative date and may change.
5. You must submit your Tender to arrive no later than the **Tuesday 05th December 2017 at 10:00am**. You must return your Tender to the Tender Board noted in the table at **1.8** of the Special Notices and Instructions to Tenderers (SNITS). You must attach the enclosed Tender Return Label (DEFFORM 28) to the outer packaging of your Tender when you submit it to the Authority
6. Please confirm receipt of this tender to the Commercial Officer stated at the above address.

Yours faithfully

[Original signed]

[Redacted]

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

DOCUMENT CONTROL

VERSION	DATE	COMMENTS
1	07/11/2017	SNITs issued to Tenderers for ITT Tender purposes.

List of Suppliers Invited to Submit a Tender for ITT No. FTS5/SACC/0001

	Supplier Name	Supplier Address and Phone No	Supplier Point of Contact
1	3SDL Ltd	Malvern Hills Science Park, Geraldine Road, Malvern, WR14 3SZ [Redacted]	[Redacted]
2	Actica Consulting Ltd	4 Stirling House, Stirling Road, Surrey Research Park, Guildford, Surrey, GU2 7RF [Redacted]	[Redacted]
3	Adelard LLP	24 Waterside, 44-48 Wharf Road, London, N1 7UX [Redacted]	[Redacted]
4	AECOM Ltd	Midpoint, Alencon Link, Basingstoke, RG21 7PP [Redacted]	[Redacted]
5	Airbus Defence and Space Ltd	Hawthorn Site, 1001 Skynet Drive, Corsham, Wiltshire, SN13 9NP [Redacted]	[Redacted]
6	AKKA Development UK Limited	Unit 4, Brabazon Office Park, Golf Course Lane, Filton, Bristol, BS34 7PZ [Redacted]	[Redacted]
7	Altran UK Ltd	22 St Lawrence Street, Southgate, Bath, BA1 1AN [Redacted]	[Redacted]
8	Amec Foster Wheeler Nuclear UK Ltd	305 Bridgewater Place, Warrington, WA3 6XF [Redacted]	[Redacted]
9	Amethyst Risk Management Ltd	Worting House, Church Lane, Basingstoke, RG23 8PX [Redacted]	[Redacted]
10	Arcanum Information Security Ltd	Parc Y Brenin, Dryslwyn, SA32 8SD [Redacted]	[Redacted]
11	Atkins Ltd	The Hub, 500 Park Avenue, Aztec West, Almondsbury, Bristol, BS32 4RZ	

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

		[Redacted]	[Redacted]
12	Atlas Elektronik UK Ltd	Dorset Innovation Park, Winfrith Newburgh, Dorchester, Dorset, DT2 8ZB [Redacted]	[Redacted]
13	Babcock Analytic Solutions	Lincoln House, Wellington Crescent, Fradley Business Park, Lichfield, Staffordshire, WS13 8RX [Redacted]	[Redacted]
14	BAE Systems Applied Intelligence Ltd	Chelmsford Office & Technology Park, West Hanningfield Road, Great Baddow, Chelmsford, Essex, CM2 8HN [Redacted]	[Redacted]
15	BMT Defence Services Ltd	Maritime House, 210 Lower Bristol Road, Bath, BA2 3DQ [Redacted]	[Redacted]
16	Boeing Defence UK Ltd	Dakota House, 630 Bristol Business Park, Coldharbour Lane, Bristol, BS16 1EJ [Redacted]	[Redacted]
17	C3IA Solutions Ltd	Unit B, The Outlook, Ling Road, Poole, Dorset, BH12 4PY [Redacted]	[Redacted]
18	Cadmidium Services Ltd	Kingsley House, Church Lane, Shurdington, Cheltenham GL51 4TQ [Redacted]	[Redacted]
19	Capula Ltd	Orion House, Stone Business Park, Stone, Staffordshire, ST15 0LT [Redacted]	[Redacted]
20	CGI IT UK Ltd	Keats House, The Office Park, Springfield Drive, Leatherhead, KT22 7LP [Redacted]	[Redacted]
21	Ebeni Ltd	Hartham Park, Corsham, Wiltshire, SN13 0RP [Redacted]	[Redacted]
22	Envitia Ltd	North Heath Lane, Horsham, RH12 5UX [Redacted]	[Redacted]
23	FR Aviation Ltd (T/A Cobham Aviation Services)	Aviation Park East, Bournemouth International Airport, Christchurch, BH23	

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

		6NE [Redacted]	[Redacted]
24	Frazer-Nash Consultancy Ltd	1 Lower Lamb Street, Bristol, BS1 5UD [Redacted]	[Redacted]
25	GE Energy Power Conversion UK Ltd	Technology Drive, Rugby, CV21 1BD [Redacted]	[Redacted]
26	Griffin Infosec Ltd	Ashdown House, Church Green, Stanford in the Vale, Oxfordshire, SN7 8HU [Redacted]	[Redacted]
27	Hex Security Ltd	42 Cottons Meadow, Kingstone, Hereford, HR2 9EW [Redacted]	[Redacted]
28	Inzpire Ltd	Landmark House West, Unit 1B, Alpha Court, Kingsley Road, Lincoln, LN6 3TA [Redacted]	[Redacted]
29	ITSUS Consulting Ltd	4 Earlswood Road, Llanishen, Cardiff [Redacted]	[Redacted]
30	LA International Computer Consultants Ltd	International House, Festival Way, Stoke on Trent, Staffordshire, ST1 5UB [Redacted]	[Redacted]
31	Leonardo MW Ltd	Sigma House, Christopher Martin Road, Basildon, Essex, SS14 3EL [Redacted]	[Redacted]
32	Lockheed Martin UK Ltd acting through its MST division	The Torishima Building, Brook Lane, Westbury, Wiltshire, BA13 4ES [Redacted]	[Redacted]
33	MASS Consultants Ltd	Enterprise House, Great North Road, Little Paxton, St Neots, Cambridgeshire, PE19 6BN [Redacted]	[Redacted]
34	Net Consulting Ltd	4C Greenmeadow Springs Business Park, Village Way, Cardiff, CF15 7NE [Redacted]	[Redacted]
35	Newman & Spurr Consultancy Ltd	Norwich House, Knoll Road, Camberley, Surrey, GU15 3SY [Redacted]	[Redacted]

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

36	Optima Systems Consultancy Ltd	Ground Floor, Heron House, Unit 7 Thornbury Office Park, Midland Way, Thornbury, Bristol, BS35 2BS [Redacted]	[Redacted]
37	Osprey Consulting Services Ltd	1 The Bullpens, Manor Court, Herriard, Basingstoke, RG25 2PH [Redacted]	[Redacted]
38	PA Consulting Services Ltd	123 Buckingham Palace Road, London, SW1W 9SR [Redacted]	[Redacted]
39	Plextek Services Ltd	The Plextek Building, London Road, Great Chesterford, Saffron Walden, Essex, CB10 1NY [Redacted]	[Redacted]
40	Qi Consulting Ltd	Southbank House, Black Prince Road, London, SE1 7SJ [Redacted]	[Redacted]
41	QinetiQ Ltd	Room A012, Woodward Building, Malvern Technology Centre, St Andrews Road, Malvern, WR14 3PS [Redacted]	[Redacted]
42	R2B2 Ltd	Wyse Hill House, Fleet Hill, Wokingham, RG40 4JR [Redacted]	[Redacted]
43	Redstone Software & Research Ltd	PO Box 172, Petersfield, Hants, GU31 4WU [Redacted]	[Redacted]
44	Rina Consulting Defence Limited	Cleeve Road, Leatherhead, Surrey, KT22 7SA, [Redacted]	[Redacted]
45	RJD Technology Ltd	8 The Green, Rowlands Castle, Hampshire, PO9 6BN [Redacted]	[Redacted]
46	Roke Manor Research Ltd	Roke Manor, Old Salisbury Lane, Romsey, SO51 0ZN [Redacted]	[Redacted]
47	RSL Project Solutions Ltd	The Portway Centre, Old Sarum, Salisbury, SP4 6EB [Redacted]	[Redacted]
48	SA Group Ltd	Heywood House, Westbury, BA13 4NA [Redacted]	[Redacted]
49	Safetech Engineering JV LLP	R16 Enterprise Zone,	

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

		Marshall Way, Commerce Park, Frome, Somerset, BA11 2FE [Redacted]	[Redacted]
50	SciSys UK Ltd	Methuen Park, Chippenham, SN14 0GB [Redacted]	[Redacted]
51	Serbus Ltd	The Granary, Whitehall Farm, Hampton Bishop, Hereford, HR1 4LB [Redacted]	[Redacted]
52	Synoptix Ltd	The Vicarage, Stoke View Road, Bristol, BS16 3AE [Redacted]	[Redacted]
53	SyntheSys Systems Engineers Ltd	St Hilda's Business Centre, Whitby, YO22 4ET [Redacted]	[Redacted]
54	Systems Engineering & Assessment Ltd	Beckington Castle, 17 Castle Corner, Beckington, Frome, Somerset, BA11 6TA [Redacted]	[Redacted]
55	Thales UK Ltd	350 Longwater Avenue, Green Park, Reading, Berkshire RG2 6GF [Redacted]	[Redacted]
56	TP Group plc	A2/1064 Cody Technology Park, Farnborough, Hants, GU14 0LX [Redacted]	[Redacted]

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

INVITATION TO TENDER FTS5/SACC/0001.

SPECIAL NOTICES AND INSTRUCTIONS TO TENDERERS

FOR

**TECHNICAL SERVICES FOR THE INTEGRATION OF TACTICAL DATA LINKS AND
FTS5/SACC/0001**

THIS DOCUMENT IS THE PROPERTY OF HER BRITANNIC MAJESTY'S GOVERNMENT.

**THE CONTENTS OF THIS INVITATION TO TENDER MUST NOT BE DISCLOSED TO
UNAUTHORISED PERSONS AND MUST BE USED ONLY FOR THE PURPOSES OF TENDERING.**

SECTION 1 - TENDER ADMINISTRATION

1.1 INTRODUCTION

- 1.1.1 The Ministry has a requirement for Technical Services for integration of Tactical Data Links. You are hereby invited to submit a **FIRM** (i.e. not subject to variation in any respect) price Tender for the requirements detailed in the attached Specification and the Terms and Conditions attached. The Tenderer should ensure that these instructions are read and understood prior to compiling his response.
- 1.1.2 This Document has been devised for the use of the Authority and its Contractors in the execution of contracts for the Authority and, subject to the Unfair Contract Terms Act 1977, the Authority will not be liable in any way whatever (including, but without limitation, negligence on the part of the Authority, its servants, or agents) where the document is used for other purposes.
- 1.1.3 This Invitation to Tender comprises :
- a. Special Notices & Instructions to Tenderers (SNITs);
 - 1. Annex A – Technical Compliance Matrix
 - 2. Annex B – Commercial Compliance Matrix
 - b. FATS/5 Tasking Order Form, including:
 - 1. Schedule of Requirements
 - 2. Statement of Requirement
 - 3. Key Deliverables
 - 4. Terms and Conditions of Contract;
 - 5. Appendices to Contract - DEFFORM 111 - Addresses and Other Information; Confidentiality Agreement; Price Summary; Montreal Protocol Substances and Tenderer's Commercially Sensitive Information.
 - 6. Annex A – Statement of Work (SOW)
 - 7. Annex B – Additional Conditions
 - 8. Annex C – Security Aspects Letter (SAL)

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Special Notices and Instructions to Tenderers (SNITS) FTS5/SACC/0001

9. Annex D – Work In progress Certificate

10. DEFFORM 28

1.2 ACCESS TO INFORMATION

- 1.2.1 The Authority is committed to a competitive procurement in which, as far as practicable, a “level playing field” is maintained by the equal availability of information to all Tenderers. The Authority also believes that it is essential that there is continuing dialogue between Tenderers and the Authority during the bid preparation phase to ensure that proposals address key issues and effort is not expended on proposals and issues that are unlikely to be accepted or relevant to assessment and negotiation.
- 1.2.2 Any dialogue between Tenderers and the Authority during the bid preparation phase will be held on a commercial-in-confidence basis. The Authority will retain the right to advise all Tenderers of issues that arise that identify errors or omissions in the ITT documentation that would prejudice the receipt of proper responses if not addressed, and any issue raised during discussions or requests for clarification/information that they should be given equal visibility to all Tenderers.
- 1.2.3 Tenderers should note that all correspondence undertaken by the Authority will be on a “SUBJECT TO CONTRACT” basis unless specifically advised to the contrary.
- 1.2.4 Tenderers must seek written approval (email will be sufficient) from the Authority if you need to provide access to any ITT Documentation or ITT Material to any Third Party.

1.3 TENDER EXPENSES

You will bear all costs associated with preparing and submitting your Tender. If the Tender process is terminated or amended by the Authority, the Authority will not reimburse you.

1.4 CORRESPONDENCE

- 1.4.1 Any queries, whether of a Commercial or Technical nature, are to be addressed to the Commercial Branch as shown on DEFFORM 111 at Appendix 1 to Contract
- 1.4.2 Any questions raised by Tenderers will be treated in the following way:
- a. If a question is asking for clarification, the question asked, and answer provided will be forwarded to all Tenderers.
 - b. If the question is considered by the Authority to be specific to that Tenderer’s proposal it will be treated as commercial in confidence and will not be forwarded to any other Tenderer. The Tenderer should state when asking the question whether he considers it to be in this category to aid the Authority’s decision process. If the Authority considers the question to be asking for clarification, it will inform the questioner of this prior to forwarding the information to other Tenderers.
 - c. The closing date for submission of clarification questions will be 12:00 Midday 14th November 2017.
- 1.4.3 The Authority will answer any questions by 12:00 Midday 21st November 2017

1.5 VALIDITY OF TENDER

- 1.5.1 Your Tender must be valid / open for acceptance for ninety (90) calendar days from the Tender return date. If successful, it is a Condition of this Invitation to Tender that the Winning Tenderer shall irrevocably hold his Tender open for acceptance for the period starting with the day on which the Ministry announces its decision to award the Contract to the Winning Tenderer in accordance with the Tender and ending:

- a) Thirty (30) days later; or

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

b) If legal proceedings challenging the award in favour of the Winning Tenderer are instituted prior to the entry into the contract, fourteen (14) days after the day on which such proceedings are finally determined.

1.5.2 **VARIANT BIDS**

Any Tender made subject to additional or alternative Contract Conditions alone is not a variant bid. Where the tender evaluation has a pass / fail for the Contract Conditions the Authority may reject the Tender on the grounds of such additional or alternative Contract Conditions.

The Authority cannot evaluate any Variant Bids during this competition.

1.6 **FORMAT OF TENDER**

- 1.6.1 All outer packaging must clearly distinguish between Priced and Un-priced Commercial and Technical proposal.

You must label CDs containing electronic copies with 'Priced Commercial and Technical Proposal' or 'Unpriced Commercial and Technical Proposal'. The electronic copies of the Tenders must be compatible with Microsoft Word 10 and other MS Office 10 applications. If you password protect or encrypt any information on CDs, you must supply the password / use compatible encryption methods so that the Authority can access them.

Pricing information must NOT be included in the Technical proposal or the Tender will be deemed non-compliant.

- 1.6.2 The Tender shall be submitted as follows:

	Hard copy	[CD ROM']
Priced Commercial and Technical Proposal	2 Copies	2 Copies
Un-priced Commercial and Technical Proposal	4 Copies	2 Copies

Tenders must be submitted to the Authority using the Tender Return Label - DEFFORM28 at Annex E by 10:00 on 05th December 2017. The Authority reserves the right to reject any Tender received after the stated date and time.

You must submit your paper and CD copies in a sealed envelope or box. For health and safety reasons, no individual envelope or box should weigh more than 11 kilos.

You must attach the enclosed Tender Return Label to the outer packaging of each envelope and box that contains your tender.

In the event of an extension to the Tender Return Date, the Tenderer must state the revised date on all Tender Return labels. For ease of reading please use 1.5 line spacing in Arial font.

- 1.6.3 You must ensure you include all relevant information in your tender. The Authority can only evaluate information that you include in your Tender.
- 1.6.4 If you intend to hand deliver your Tender, you must inform the named Commercial Officer of your intention and seek further delivery instructions. Failure to do so may result in your Tender being refused or Returned.

1.7 COMMERCIAL AND FINANCIAL PROPOSAL

1.7.1 This Volume shall consist of, but shall not be limited to:

- ISO 9001 or equivalent Certification documents.
 - A completed Commercial Compliance Matrix in MS Word format with your Tender Response, using the attached template at Annex B to the SNITS as guidance. If not already provided, a soft copy of the Commercial Compliance Matrix template can be made available upon request to the Authority's Commercial Officer (DEFFORM 111 box 1).
 - Completed Appendix 3 (Price Summary) to the Draft Tasking order Form
 - Completed Appendix 5 Tenderer's Commercially Sensitive Information Form
 - Compliance with CYBER Requirements; (See further comments in the Commercial Evaluation Matrix; Annex B to the SNIT's)
- 1) Further to DEFCON 658, the Cyber Risk level of the Contract is **[Redacted]** as defined in DEFSTAN 05-138.
 - 2) Completion of CSM Supplier Assurance Questionnaire. Cyber Security Risk Assessment reference number is **[Redacted]**; Tenderers must complete the questionnaire during the tender process.

The SNITs Compliance Matrices at Annex A and Annex B should be cross referenced/completed and provided. The Tenderer is to respond specifically and fully to each paragraph of the Commercial Compliance Matrix at Annex B to the SNITS and show confirmation of acceptance of the terms and as summarised. Any deviations shall be highlighted with justification supplied for the deviation.

The Tenderer's FIRM price offer for each of the deliverables specified on the Tasking Form to the Tender on the Schedule 3 Tasking Form. In the case of the ITEA WG meeting element of WP3 Task 15 this will be the firm price of an individual meeting set to a maximum of 4. The Firm price offer must be in Pounds Sterling. In the event that competition is ineffective (only one Tender received) the Authority reserves the right to investigate the Tendered response in accordance with usual NAPNOC procedures.

As well as providing details of any partnership or consortium, the Tender response shall provide an overview of his sub-contracting strategy.

This shall include but not be limited to:

- a. The name and address (Registered and correspondence address) of each sub-contractor,
- b. The Company's registered number
- c. The value of the sub-contract, including a price breakdown,
- d. The full scope of the proposed sub-contract.

If the Tenderer identifies that Travel and Subsistence is required to undertake the work under the Statement of Work, the Tenderer shall include these associated costs, based upon the agreed FATS 5 rates, within a Limit of Liability (LOL) on their quotation and provide details of the assumptions and rates used to calculate them; i.e. number of meetings, location, Motor Mileage Allowance, Hotel and Subsistence per day or overnight, Car Hire, Train etc. The payment of T&S will be on an actuals basis and the frequency will be set as per the Final Tasking Order Form.

1.7.2 TECHNICAL PROPOSAL

The Tenderer shall supply a diagram and description of the organisational structure of the Team. This shall include, but shall not be limited to:

- a. The Project Team organisation, showing job function and title with lines of responsibility between individuals,
- b. Names of key personnel with full CVs detailing qualifications and experience,
- c. Reporting structure and methods,
- d. The Tender response shall define how resource conflicts and/or unavailability shall be dealt with. This shall include a clear definition of the management structure, detailing who shall take over in the event of a management element not being available.

1.7.3 Project Specific

The Tenderer, within his Technical response must clearly demonstrate that he has a thorough understanding of the requirements and associated risks; that he is able and willing to devote the resources necessary to meet those requirements, and has valid and practical solutions to satisfy them. Statements that indicate compliance and understanding, without supporting evidence, will be considered inadequate.

- 1.7.4 To aid the Authority's assessment of the Tender, the Tenderer shall use the Comments column in the Evaluation Matrix at Annex A to the SNITs to show either the relevant section and paragraph number or a hyperlink to where in your tender shows compliance with each of the Evaluation requirements.

- 1.7.5 To aid the authority's assessment of the Tender, The Tenderer shall further identify assumptions dependencies and exclusions (if any) in a single table, if assumptions, dependencies and exclusions are placed throughout the proposal, these shall be identified in the table with the correct associated reference point.

1.7.6 Electronic Purchasing

Tenderers must note that use of the Contracting, Purchasing and Finance (CP&F) electronic procurement tool is a mandatory requirement for any resultant contract awarded following this tender. By submitting this tender you agree to electronic payment. You can view information on CP&F and the methods to connect at MOD contracting, purchasing and finance: e-procurement system - Publications - GOV.UK. Please feel free to consult the service provider on connectivity options. Failure to accept electronic payment will result in your Tender being non-compliant.

1.7.7 Government Furnished Assets

Where the Authority provides Government Furnished Assets (GFA) in support of this competition, you must include details of the GFA in your Public Store Account and treat it in accordance with Def Stan 05-099. If unsuccessful in this competition, you must seek instructions for that GFA from the named Commercial Officer.

Where GFA is requested in the Tender Proposal to assist in performing the Work, the request will be assessed by the Authority at Tender Evaluation and MUST be agreed prior to Contract Award. GFA will only be provided where it is a necessity to perform and deliver the contract. It is not guaranteed that GFA requested will be supplied by the Authority. Where the Authority agrees to supply GFA a full list will be itemised and proved as an Annex to the Final Tasking Order Form.

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

1.8 KEY TENDERING ACTIVITIES

The Key Dates For This Procurement Are Currently Anticipated As Follows;

Stage	Date and Time	Initiated By	Submit to:
Issue of ITT	Tuesday 07 th November 2017	The Authority	All Tenderers
Date for confirmation of receipt of ITT documentation	Friday 10 th November 2017	Tenderers	e-mail to Commercial Officer; [Redacted]
Final date for Clarification Questions / Requests for additional information	By 12:00 Midday on 14 th November 2017	Tenderers	e-mail to Commercial Officer; [Redacted]
The Authority issues Answers and Clarifications	By 12:00 Midday on 21 st November 2017	The Authority	All Tenderers
Tender Return	By 10:00am 05 th December 2017 (Note: If your Tender is received after this time it will not be accepted)	Tenderers	THE TENDER BOARD Commercial Project Enabling Team Defence Equipment and Support The Central Gatehouse/VCPMOD Abbey Wood South Bristol BS34 8JH
Tender Evaluation	05 th December 2017 – 15 th January 2018	The Authority	N/A
Contract Award Decision	16 th January 2018	The Authority	N/A

SECTION 2 - CONFLICT OF INTEREST

- 2.1 The Authority wishes to build and maintain confidence in the supply chain and to ensure adherence to the MOD's latest Conflict of Interest (COI) Policy statement.
- 2.2 You must notify the Authority immediately of any Conflicts of Interest (COI) that have arisen or that arise at any point prior to contract award decision or of any conflict that may arise, post contract award, as a result of performance of the contract.
- 2.3 Where there is an existing or potential Conflict of Interest (COI) you must include a proposed Compliance Regime in your Tender. As a minimum you must include;

- a. manner of operation and management;
- b. roles and responsibilities;
- c. standards for integrity and fair dealing;
- d. levels of access to and protection of competitors sensitive information and Government Furnished Information;
- e. confidentiality agreement (e.g. DEFFORM 702);
- f. the Authority's rights of audit; and
- g. physical and managerial separation.

Should your Tender be accepted, your proposed Compliance Regime will become part of the Contract Conditions and shall be legally binding.

- 2.5 The MOD policy on COI and the expected firewalls can be found at: <https://www.gov.uk/acquisition-operating-framework>
- 2.6 Tenderers must also consider where a COI could exist at sub-contract level, in their proposal for delivery of 'FTS5/SACC/0001 - Technical Services for the Integration of Tactical Data Links' and to ensure that Compliance Regime provisions are flowed down.
- 2.7 If any firewall arrangement is required this should be signed off at board member level and submitted on request following Contract Award and supported by a confidentiality agreement where appropriate.
- 2.8 If no existing or potential conflict of interest exists, the Tenderer must provide a statement in their proposal to confirm that no existing or potential conflict of interest exists.

3 SECTION 3 - TENDER EVALUATION

- 3.1.1 This Section outlines the factors which will be considered when evaluating the Tender responses and ensuring that the competition process yields value for money to the Authority
- 3.1.2 The Tenderer's response shall comply fully with the requirements of the Tender.
- 3.1.3 The comparison of the Tenders will include the Commercial and Financial aspect and the Technical aspect.
- 3.1.4 The assessment of the Commercial and Financial aspects of the Tender will consider:

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

- a. The compliance with the contractual terms and conditions.
- b. The value for money of the proposals.

The responses will be assessed against the Commercial Compliance Matrix attached at Annex B to the SNITS. The assessment will address compliance with the contractual terms and conditions and any proposed deviations. Unqualified acceptance will be deemed commercially compliant. Qualified acceptance may be considered compliant where the risk to the Authority is assessed as being low. A Pass/Fail score will be awarded accordingly.

- 3.1.5 The evaluation will be undertaken by two discrete teams; one evaluating the Commercial & Financial proposal the other team evaluating Technical proposal.
- 3.1.6 The evaluation criteria for the Technical and Commercial proposals is attached at Annex A and Annex B to the SNITS.
- 3.1.7 The Tender will be evaluated using the Most Economically Advantageous Tender method (MEAT).

This is a comparative score and the scoring method is worked out using the ratio and calculation below. The optimum is the highest technical score and lowest price, this together would get the highest total score. If you had the highest technical score but your price was double that of the lowest priced compliant Tender, this would receive a lower total score.

The evaluation is out of 100 (as this represents 100% of the total available score) and is weighted 60% technical and 40% price. The price competed shall be the Firm Price for Line Item 1, 3,4 and 5 plus the individual meeting price x maximum number of ITEA WG meetings possible (4) within those Line Items, and will NOT include Line 2 and 6 of the Schedule of Requirements for Travel and Subsistence.

The technical mark and the price of the Tender are allocated a score depending on the percentage difference from the highest technical mark and the lowest price. This ensures a consistent and fair result.

A score of 60 is given to the highest marked technically and commercially compliant Tender and the technical scores of the other Tenders calculated using a percentage difference method:

$$\text{Technical Score} = 60 \times \frac{\text{Tender Technical Mark}}{\text{Highest Technical Mark}}$$

A score of 40 is given to the Lowest Priced Technically and Commercially Compliant Tender (LPTCCT) and a score calculated for the price of each Tender using a percentage difference method:

$$\text{Pricing Score} = 40 \times \frac{\text{LPTCCT}}{\text{Tender Price}}$$

The technical and pricing scores are added together to give a total score. The successful Tender is the one with the highest total score.

In the event of two or more Tenders being awarded the same total score, the winning Tender shall be the Tender with the highest scoring technical mark.

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Special Notices and Instructions to Tenderers (SNITS) FTS5/SACC/0001

WORKING EXAMPLE:

3.1.8 **Scoring Technical**

The technical scores for this example are worked out using the following calculation. The calculation uses tender C's marks, from the table below, as an example

$$\begin{aligned}
 \text{Technical Score} &= \text{Total Available Marks} \times \frac{\text{Tender Technical Mark}}{\text{Highest Technical Mark}} \\
 &= 60 \times \frac{153}{176} \\
 &= 60 \times 0.869 \\
 \text{Technical Score} &= 52.16 \text{ (52.2 rounded to one decimal place)}
 \end{aligned}$$

Scoring Price

Using a similar calculation for price. Again, the following calculation uses tender C as an example:

$$\begin{aligned}
 \text{Pricing Score} &= \text{Total Available Marks} \times \frac{\text{Lowest Price Technically and Commercially Compliant Tender}}{\text{Tender Price}} \\
 &= 40 \times \frac{\pounds 1,189,621}{\pounds 1,356,721} \\
 &= 40 \times 0.877 \\
 &= 35.07 \text{ (35.1 rounded to one decimal place)}
 \end{aligned}$$

The technical and pricing scores are shown for all 5 tenders in the table below;

Tender	Technical Mark	Technical Score	Commercial Compliance	Price	Pricing Score
A	176	60	Yes	£1,235,732	38.5
B	112	0	Yes	£950,000	Not scored, technically non-compliant
C	153	52.2	Yes	£1,356,721	35.1
D	151	51.5	Yes	£1,189,621	40
E	196	0	No	£1,798,598	Technically compliant but not allocated a score as commercially non-compliant

Choosing the successful tender

The technical and pricing scores are added together to give a total score that takes account of all award criteria. The successful tender is the one with the highest total score classified as 'commercially compliant' within the stated budget. In this example, the score for Tender A is $60 + 38.5 = 98.5$, which makes it the winning tender when all other scores are calculated.

The Below table demonstrates the evaluation results using the percentage score method for the 'MEAT - combined technical and price' evaluation

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Special Notices and Instructions to Tenderers (SNITS)
FTS5/SACC/0001

Tender	Technical Score	Price	Pricing Score	Total Score	Outcome
A	60	£1,235,732	38.5	98.5	Successful tender, technically and commercially compliant, highest total score
B	0	£950,000	0	0	Unsuccessful tender, technically non-compliant so cannot be awarded the contract
C	52.2	£1,356,721	35.1	87.3	Unsuccessful tender, technically and commercially compliant, lower total score
D	51.5	£1,189,621	40	91.5	Unsuccessful tender, technically and commercially compliant, lower total score
E	0	£1,798,598	0	0	Unsuccessful tender, commercially non-compliant so cannot be awarded the contract

UPON COMPLETION OF THE TENDER PROCESS

- 3.2 ITT documents sent to you are either to be returned to the Authority, or safely destroyed if you are notified at the end of the Tender process that you are not the winning contractor. At the preferred bidder stage, consult the named commercial officer to agree the appropriate destruction process if you are in receipt of ITT Documentation and ITT Material marked 'OFFICIAL-SENSITIVE' or above.

OFFICIAL

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Situational Awareness Command & Control DT (SACC) Portsdown Technology Park Integration Engineers- Statement of Work Marking Guide

1. The tenderer shall provide in their technical proposal a detailed response that addresses items A - J in the bid assessment Table 1 below. Guidance on how the Authority shall assess the tenderers' proposals is contained within this Annex and the SNITS. The technical proposal shall be detailed and proposed in the context of the tasks and documented using MS Word (preferred).

Item	Priority	Weighting	Description	Positive Indicators	Comments	Evaluator Assessment	Mark
A	K	12	The Tenderer shall propose how they will provide Subject Matter Expert (SME) support to the SACC DT Portsdown Technology Park (PTP) Team on all technical aspects of the task with reference to the SOW.	- Makes references to task and activities in the SOW. - Offers to fully resource tasks and activities in the SOW. - Offers to Interact with the Government regarding Systems Engineering technical considerations and for associated problems, issues or conflicts. - The proposed resource provides the required expertise in Link 11, Link 16, STDL(UK) and JREAP(C) tactical data links, DLPS and TDLS within the Royal Navy and platform combat systems environment and holds the correct security clearance. - Has an understanding of the tactical data link implementations on Type 23, LPD, Type 45, QEC and Type 26.			
B	K	12	The Tenderer shall propose how they will provide analytical support to in-service platforms from the	- Lists previous experience of providing support to Royal Navy in-service platforms, particularly combat systems engineering and tactical data links.			

Item	Priority	Weighting	Description	Positive Indicators	Comments	Evaluator Assessment	Mark
			Portdown Testing Facilities.	- Demonstrates experience in providing in-service support to Royal Navy Combat Systems.			
C	L1	9	The Tenderer shall propose how they will support the design, integration testing and routine testing of the Mobile Test Facilities (MTF).	- Demonstrates knowledge of the type of testing the MTF is required to conduct. - Supports the production of the ITEAP for the replacement MTFs. - Supports the production of integration test schedules for the replacement MTFs. - Supports the annual calibration testing of the MTFs.			
D	K	12	The Tenderer will demonstrate how they will support the integration and acceptance testing of DLPS, PICS and TDLS operational software.	- Provides support to the production of an ITEAP. - Provides support to the production of integration test schedules. - Able to operate MLST3 and produce suitable test scenarios. - Supports the interoperability testing of DLPS and PICS using MLTF. - Demonstrates practical experience in combat system integration. - Demonstrates a knowledge of and experience using MLST3. - Demonstrates knowledge of TDLS and			

Item	Priority	Weighting	Description	Positive Indicators	Comments	Evaluator Assessment	Mark
				CAYMAN. - Demonstrates experience integrating TDLS to CMS. - Demonstrates a knowledge of and experience using MLTF. - Demonstrates an understanding of how integration and acceptance testing is conducted at PTP. - Demonstrates knowledge of DEFSTAN 21-88 with regards to TDL and integration with Royal Navy Combat Systems.			
E	L2	6	The Tenderer shall propose how they will scope and produce a report to advise SACC DT about the resources required to provide in service support and regular software updates to TDLS including Link 11, Link 22, Link 16, and JREAP(C).	- Demonstrates knowledge of TDLS and CAYMAN. - Demonstrates experience integrating TDLS to CMS.			
F	K	12	The Tenderer shall propose how they will support the integration of third party system with Tactical Data Links.	- Has an understanding of the combat system implementation on Type 23, LPD, Type 45, QEC and Type 26.			
G	L1	9	The Tenderer shall propose how they will support the	- Makes references to task and activities in the SOW.			

Item	Priority	Weighting	Description	Positive Indicators	Comments	Evaluator Assessment	Mark
			interoperability testing of in-service platforms.	- Provides support to the production of interoperability test schedules. - Able to operate MLTF and produce suitable test scenarios.			
H	L1	9	The Tenderer shall propose how they will provide technical support to the maritime component on the Link 16 sustainment programme.	- Supports the production of L16 testing schedules. - Supports the production of post trials reports. - Demonstrates a working knowledge of current a future L16 terminals and technologies.			
I	L1	9	The Tender shall propose how they will provide technical support to the MML project	- Supports MML integration trial. - Supports the production of post trials reports. - Demonstrates an understanding of MML.			
J	L1	9	The Tender shall demonstrate that they are able to provide SQEP personnel to conduct tasks identified in the SOW.	- CV provided for personnel reflecting experience. - Detail of how resource conflicts will be dealt with.			

Table 1 Bid Assessment Criteria

Tender Assessment Guidance

2. Each assessment item in table 1 above has a detailed description of the information to be provided to answer the questions set against for that item. Each item in the assessment has been allocated a 'weighting' and a priority as defined by table 2 below.

PRIORITY	DEFINITION	Weighting
K	Key – assessed as being key to the achievement of the requirement.	12
L1	High Priority – assessed as being very important to the achievement of the requirement.	9
L2	Medium Priority – assessed as being important to the achievement of the requirement.	6

Table 2 Prioritisation scheme

3. For each question the mark will be allocated in accordance with the following guidance:

Mark	Confidence Description	Selection Characteristics
10	High Confidence and Very Low Risk	Has demonstrated a complete understanding of goals and objectives and;
		Comprehensive evidence is provided to demonstrate ability in meeting the requirement and;
		Highly relevant experience, skills, competence, capacity and/or approach / process demonstrated and;
		Nil deficiencies in the response provided and a perceived very low risk
7	Good Confidence and Low Risk	Has demonstrated a good understanding of goals and objectives and;
		Thorough evidence is provided to demonstrate ability in meeting the requirement and;
		Relevant experience, skills, competence, capacity and/or approach / process demonstrated and;
		Acceptable deficiencies in the response provided and perceived low risk .

Mark	Confidence Description	Selection Characteristics
3	Little Confidence and High Risk	Has demonstrated little understanding of goals and objectives or;
		Little and/or inconsistent evidence is provided to demonstrate ability in meeting the requirement or;
		Marginal experience, skills, competence, capacity and/or approach / process demonstrated or;
		Several deficiencies in the response provided and perceived high risk .
0	No Confidence and Very High Risk	Has demonstrated very poor or no understanding of goals and objectives or;
		Limited or no evidence is provided to demonstrate ability in meeting the requirement or;
		Limited experience, skills, competence, capacity and/or approach / process demonstrated or;
		Significant deficiencies in the response provided and perceived very high risk .

Table 3 Marking Criteria

4. To be technically compliant, the Bidders must achieve an overall mark of at least 693 out of a maximum total marks available of 990. Bidders who fail to achieve a Pass Mark for the Key questions listed below will be automatically excluded from the competition.

Question	Pass Mark
A	7/10
B	7/10
D	7/10
F	7/10

Table 4 Key Items Pass Mark Criteria

COMMERCIAL COMPLIANCE MATRIX

Tenderers Commercial Proposals will be judged on Financial Viability, Compliance against Contract Terms and Conditions and Price / Affordability.

The following abbreviations are to be used to indicate compliance of ITT - FTS5/SACC/0001 – ‘Technical Services for the Integration of Tactical Data Links’

- FC – Fully Compliant
- NC – Non-Complaint (add details to explanation column)
- PC – Partially Compliant (add details to explanation column)

TENDER CONDITIONS	COMPLIANCE		
	YES	NO	COMMENTS
Acceptance of all the contract conditions for the Framework Agreement For Technical Support 5 (FATS5) and the Order Conditions set out therein			
Tender Submission – Priced Commercial and technical proposed: 2 x Hard copy and 2 x CD AND un-priced Commercial and Technical Proposal: 4 x Hard Copy and 2 x CD			
Validity of Tender			
ISO 9001 or equivalent Certification document			
Firm Price for each individual deliverable specified in Key Deliverables in the TOF.			
ITEA WG meeting element (Part of WP3 Task 15) Firmed priced per meeting up to 4 meetings.			
Completed Appendix 3 to the Draft Tasking order Form			
A full price breakdown detailing hourly labour rates			

TENDER CONDITIONS	COMPLIANCE		
	YES	NO	COMMENTS
and hours assigned per deliverable, T&S rates. (This must be in addition to Appendix 3 to the Draft Tasking order Form)			
Firm Price for the following; Line Items 1, 3, 4 and 5 in the Schedule of Requirements to the TOF.			
Travel and Subsistence Limit of Liability			
Sub-Contracting Strategy			
Conflict of Interest Compliance Regime for current/future potential conflicts for the Tenderer and at sub-contract level. In the event that no current/future Conflict of Interest exists, provide a statement to confirm that no conflicts exist.			
TASKING ORDER FORM			
ADDITIONAL DEFCONS SELECTED WITHIN THE TOF			
DEFCON 514 (<i>Edn 08/15</i>) – Material Breach			
DEFCON 522 (<i>Edn 18/11/16</i>) – Payment and Recover of Sums Due			
DEFCON 5J (<i>Edn 18/11/16</i>) – Unique Identifiers			
Milestone / Stage Payments			
DEFCON 703 (<i>Edn 08/13</i>) Intellectual Property Rights - Vesting In The Authority			

TENDER CONDITIONS	COMPLIANCE		
	YES	NO	COMMENTS
DEFCON 23 (Edn 08/09) – Special Jigs, Tooling and Test Equipment			
DEFCON 642 (Edn 06/14) – Progress Meetings			
DEFCON 602B (Edn 12/06) - Quality Assurance without Quality Plan			
Warranty – Remedies Implied By General Law			
DEFCON 659A (Edn 02/17) and DEFCON 660 (Edn 12/15) – Reportable Official Sensitive Security Requirements			
DEFCON 658 (Edn 10/17) – CYBER			PASS / FAIL Note: If the tenderer cannot meet the level of security controls required by the contract start date it does not mean an immediate fail. The tenderer should submit a Cyber Implementation Plan (CIP) as part of their tender submission detailing the steps they would take to meet the necessary controls, together with associated timescales, details of any equivalent standards they have, or reasons why they are unable to comply. If the project manager, in conjunction with the DCPD cyber implementation team as necessary, agrees the CIP, this would mean the tenderer has passed the evaluation criteria. The CIP will then become a schedule to the Contract.
- Completion of CSM Supplier Assurance Questionnaire.			
Other Applicable DEFCONS;			
DEFCON 611 (Edn 02/16) – Issued Property			

TENDER CONDITIONS	COMPLIANCE		
	YES	NO	COMMENTS
DEFCON 694 (<i>Edn 03/16</i>) – Accounting for Property of the Authority			
APPENDICES TO THE TASKING ORDER FORM;			
Confidentiality Agreement			
Montreal Protocol Substances			
Completed DEFFORM 539A (<i>Edn 08/13</i>) Tenderer's Commercially Sensitive Information			
ANNEXES TO THE FATS 5 TASKING ORDER FORM			
Annex A – Statement of Work (SOW)			
Annex B – Additional Conditions to the Tasking Form			
- Endorsement of Deliverables			
- Payment of Travel and Subsistence			
- Key Personnel			
- TUPE Clauses			
Annex C – A security response to address the Security Aspects Letter (SAL) attached.			
Annex D – Work in Progress Certificate			

TENDER CONDITIONS	COMPLIANCE		
	YES	NO	COMMENTS
SPECIAL NOTICES AND INSTRUCTIONS TO TENDERERS (SNITS)			
ANNEXES TO THE (SNITS)			
Annex A – A completed Technical Compliance Criteria/ Technical Evaluation Matrix			
Annex B– A completed Commercial Compliance Matrix (This Document)			