

[REDACTED]

Date: 21/02/2023  
Our ref: Task 084 UW  
Your ref: N/A

Dear Sir/Madam,

**Without Prejudice or Commitment**

**Invitation to Tender (ITT)**

Progeny Maritime Research Framework (PMRF) Task Identity Number (TIN) **Task 084:**

**Sonar Safety (SO-SAFE) Maritime**

## **1. Introduction**

As part of the Progeny Maritime Research Framework (PMRF) programme, there is a potential research requirement for a new Task, Task 084 UW. This task will use the Progeny Sealed Bid Process.

You are invited to submit your competitive firm price quotation under the Progeny framework arrangement, in accordance with the documents listed in Table 1, to lead and deliver the task. The Statement of Requirement (SOR) for this research task, covering all these elements, against which the supplier is required to respond, is detailed in Reference [1].

The Terms and Conditions are as per the Enabling Sub Contract [6] and the Sub-contract Tasking Order Form (STOF) [2] for Task 084UW. The selected supplier will assume the role of 'Task Lead' and will be responsible for all work performed.

Bidders are referred to Section 3 of this letter for details on how to respond to this ITT. Bidders are:

- Encouraged to collaborate across the team Rhodos COI.
- Requested to confirm, within their response, any conflicts of interests. If there are any identified areas of conflicts of interest, then provision of mitigation including details of ethical walls should be provided.
- Advised that all information provided in this Invitation to Tender (ITT), which may be subsequently disclosed during discussions, correspondence and negotiations, is confidential. All information, to which Bidders are provided access for the purposes of responding to this ITT, remains the property of the Authority and is released solely for the purposes of producing a quotation. Information should not be disclosed to any other party, except partners/sub-Suppliers, or used for commercial advantage without the written permission of QinetiQ.

In the event that a recipient of the ITT decides not to participate in the submission of a quotation, the ITT material shall be returned to QinetiQ without delay. If a quotation is submitted, the Bidder may retain the ITT until the result of the competition is known. In the event that the Bidder's bid is unsuccessful the ITT shall be returned to QinetiQ without delay.

The Intellectual Property Rights in the ITT information may belong to the Authority or a third party. The ITT information may only be used for the purpose of responding to this ITT and shall not be copied, or disclosed to anyone other than employees of the Bidder involved in the preparation of the Quotation, without the prior written approval of the Authority. If the Bidder discloses the ITT information other than to employees involved in the preparation of the quotation, or uses the ITT information other than for the purpose of Quoting, the Authority, or the third party owner, may suffer damage for which compensation may be sought from the Bidder.

[REDACTED]

Bidders may not make any press announcements, issue press releases, publicise this document, the quotation process or any subsequent agreement in any way without written approval from QinetiQ.

The Authority reserves the right to make copies of Bidder's responses to this ITT and by submitting a response, the Bidder will be taken to be consenting to such copying.

QinetiQ will not enter into any type of agreement with sub-contractors to the Task Lead. Where sub-contractors are to be used in supply of goods and/or services, the selected supplier will assume the role of Task Lead and will be responsible for all work performed. The selected Task Lead must obtain QinetiQ's agreement prior to the use of sub-contractors, which will not be unreasonably withheld.

Bidders must not disclose quoted prices, or even an approximation, prior to the deadline for receipt. In addition, they must not try to obtain information about competitor's quotations or proposed Bidders. Bidders must not solicit, or attempt to solicit, information in connection with this procurement.

Failure to adhere to these Quotation Conditions may result in the Bidder's exclusion from further participation in the quotation process.

Proposals must not be marked in any way which prohibits their copying by the Authority.

This enquiry is not to be construed as notifying, or implying, acceptance of any quotation, or the placing of an Order. If you are the successful bidder, any Contract which may result will be subject to the terms and conditions of Progeny and the additional Annexes within the ITT documentation. The placing of any contract will depend upon consideration of the proposals received and QinetiQ reserves the right, if necessary, not to place any contract as a result of this ITT. Any expenses incurred by the Bidder during the quotation process will remain the liability of the Bidder.

## 2. Supporting Information and Templates

The following references are provided.

Ref.	Document	Summary
1	Statement of Requirement for Task 084UW SOSAFE Maritime	This details the requirement for the task from Dstl. Document: 20230221-Task084UW_SOSAFE_SOR
2	Progeny Draft Sub-contract Tasking Order Form (STOF) Task 084 UW SO SAFE  (Part 1 and Parts 2, 3 and 4	The draft Sub-contract Tasking Order Form (STOF) for this task. Supplier to confirm compliance with the commercial requirements. Documents:-  <b>To be completed and returned by the supplier as part of this ITT</b>
3	Progeny Marking Scheme	The evaluation scheme that will be used to evaluate all responses. <b>Section 5 below.</b>
4	Progeny Programme Management Plan	This provides information on how the Progeny programme is run and the activities that must be undertaken as Task Lead. These should be used to ensure your offer will include all those reporting and quality aspects that are required under PROGENY. Document:- QINETIQ 17 02670 PPMP V1.2
5	Security Aspects Letter (SAL)	For the Bid Document:- 20230220_SAL_for_ITT_SOSAFE
6	Progeny COI Enabling Sub-contract	Enabling Sub Contract issued for the Progeny Maritime Research Framework in support of Prime Contract DSTL/AGR/00911/01 with

Ref.	Document	Summary
		ref. Progeny 084 UW and effective on the date signed by both parties

Table 1 – Supporting Information and Templates

These references detail the research requirement to be undertaken, the terms and conditions for the task and supporting information as to how the Progeny programme is managed and the expectations of a Task Lead in delivering a task. These files are provided to the recipient for the sole purpose of responding to this requirement. Any other use of this information and its distribution outside of the recipient organisation is strictly prohibited.

### 3. Responding to this Invitation to Tender

All communications regarding this ITT should be directed to [Progeny@QinetiQ.Com](mailto:Progeny@QinetiQ.Com) or [progeny@qinetiq.r.mil.uk](mailto:progeny@qinetiq.r.mil.uk) depending on the classification.

The required Validity for the firm price bid is a minimum of 90 days from the date that the bid is due for return.

A request for the bid pack will be assumed as being an EOI.

A task briefing will be held at 10:00hrs on the 07/03/2023.

This will be an opportunity to raise Clarification Questions (CQs).

Bidders should inform [REDACTED] by email using [Progeny@QinetiQ.Com](mailto:Progeny@QinetiQ.Com), that they have received the ITT. At the same time, bidders should confirm the name and contact details of the person within the company who will be responsible for responding to the ITT and with whom correspondence and queries should be addressed during the tendering process.

Bidders are requested to notify of intention to bid by 07/03/2023 to [Progeny@QinetiQ.Com](mailto:Progeny@QinetiQ.Com) or [progeny@qinetiq.r.mil.uk](mailto:progeny@qinetiq.r.mil.uk) depending on the classification.

Written clarification questions should be submitted to the PROGENY Mailbox ([Progeny@QinetiQ.Com](mailto:Progeny@QinetiQ.Com) or [progeny@qinetiq.r.mil.uk](mailto:progeny@qinetiq.r.mil.uk) depending on the classification) by no later than 17:00hrs on the 14/03/2023.

All CQs and responses will be available to all the bidders. Written responses to the clarification questions to all prospective bidders will be provided no later than 21/03/2023, although it is envisaged that responses to clarification questions will be given throughout the clarification question period.

Bidders are required to submit a sealed bid response by 17:00hrs on the 04/04/2023. Please email or [Progeny@QinetiQ.Com](mailto:Progeny@QinetiQ.Com) or [progeny@qinetiq.r.mil.uk](mailto:progeny@qinetiq.r.mil.uk) depending on the classification to indicate whether your company will submit a bid. Please reference the TIN.

To enable your quotation to be assessed fairly you should submit it in two parts. Part 1 should be a technical response containing only technical information/responses; Part 2 should be a full response to the ITT, including technical and commercial proposals. Please ensure there is no pricing information in the technical proposal. The Sub-Contract Tasking form (STOF [2]) should not contain any technical information. Please provide the detailed price breakdown as a separate document to the STOF [2].

Please also provide digital copies for both Parts 1 and 2 of your response in either pdf format, or the original format of the document (e.g. Microsoft Word/Excel/PowerPoint). Proposals submitted in the incorrect format may be rejected. If you, password protect or encrypt any information on CDs you must provide a named individuals contact details for obtaining passwords. The encryption method required is [REDACTED]. The bidder shall provide:-

- Both the paper and digital copies of Part 1 and Part 2 including the STOF [2] should be placed in a sealed envelope. This should be marked:-

FAO [REDACTED]  
Dstl Portsdown West  
Grenville East  
[REDACTED]

Portsdown Hill Road  
Fareham, Hants, PO17 6AD

Tender No: DSTL/PMRF/AGR/00911/01/ITT/**Task 084UW**

- Classification should be clearly identified.
- This envelope is then to be placed in a sealed envelope clearly marked with the **TIN** and **classification** (if applicable) Marked FAO [REDACTED]. Please also complete the Tenderers Information Form and submit a completed copy with your submission documentation. A photocopy of this should be included within the initial sealed envelope also.
- This envelope is then enclosed in an envelope Marked FAO [REDACTED]/Security Controller (If S).  
Senior Project Manager,  
QinetiQ Ltd  
Maritime Systems  
Portsdown Technology Park  
Southwick Road, Cosham  
Portsmouth, PO6 3RU  
United Kingdom
- Method of delivery should be appropriate to the classification.

After the submission deadline, Dstl will make an assessment of the proposals using the marking scheme. Dstl will inform QinetiQ who the preferred bidder is. After carrying out a due diligence assessment and QinetiQ will notify the successful bidder. Feedback will also be provided post-evaluation to unsuccessful bidders.

The Bidder is requested not to alter the templates provided, in any way. Any such alterations may result in the supplier being non-compliant against the requirement or may impact the supplier's evaluation score if information is not provided as requested or cannot be found in the response.

#### 4. ITT Timeline

Timescale	Event
22/02/2023	ITT document pack issued to those who have requested it
10.00am, 07/03/2023	Task Briefing
07/03/2023	Notification of intention to bid to QinetiQ: <a href="mailto:Progeny@qinetiq.com">Progeny@qinetiq.com</a>
17:00 hours 14/03/2023	ITT Clarification Questions final submission date and time
07/03/2023 – 14/03/2023	ITT Clarification Question Period
21/03/2023	Dstl final responses to Clarification Questions via QinetiQ.
17:00 hours 04/04/2023	ITT Deadline for the Sealed Bids to Dstl
12:00 hours 04/04/2023	Notification of Bid Submission by email to QinetiQ: <a href="mailto:Progeny@qinetiq.com">Progeny@qinetiq.com</a>
04/04/2023 – 18/04/2023	Dstl ITT Evaluation Period
04/04/2023 – 18/04/2023	Dstl Commercial Clarification period
18/04/2023	Dstl notify QinetiQ of the winner
19/04/2023	QinetiQ Issue Award Notices

Table 2 - Key Events

## 5. Evaluation Criteria

### 5.1 Technical Evaluation Phase 1

The technical quality of the tender will be assessed against the following criteria:

	Technical Metrix	Technical Weighting
1	The tenderer shall provide a detailed description and evidence of the potential effectiveness of their proposed technology solution in section 1.4 of the SoR.	3
2	The tenderer shall articulate how the concept vision for their technology solution addresses the aspirations of the Authority to integrate together total systems (potentially sourced from different Suppliers) that (a) provide rapid and efficient exploitation and (b) are persistent, reliable, easily deployable, survivable, low power with low size/weight/volume.	3
3	The tenderer shall describe the novelty and technology advancement of their proposed approach compared with existing or alternative solutions. Note a minimum total score of 12 or above (after weighting) must be scored for this category or the proposal will not be taken forward.	3
4	The tenderer shall provide evidence of subject matter expertise in all areas covered by their proposal, including experience in planning and conducting collaborative experiments within the last 5 years.	2
5	The tenderer shall include proof that their solution would be modular and based on open architecture standards to facilitate integration/operation with different needs.	2
6	The tenderer shall provide a detailed technical proposal demonstrating their understanding of the requirement.	1
7	The tenderer shall provide a detailed Work Breakdown Structure, Plan and Schedule for meeting project requirements to time, cost and quality.	1
8	The tenderer shall describe how their solution is environmentally responsible by ensuring that the environmental impact of the system has been fully assessed.	3
9	The tenderer shall provide a description and evidence of the current Technology Readiness Level of their system and an initial assessment of the realistic route and timescales to technology maturation, including risks and mitigations to achieving this. The project plan should identify how this initial assessment will be refined during Phase 1 to provide evidence for the Phase 2 deliverable.	2

Mark	Criteria
0 – Unacceptable or no answer	Has demonstrated inadequate experience or provided inadequate supporting evidence which gives no confidence of the Potential Tenderer's competence and an unacceptably high level of risk to the project

1 – Poor response with Very High risk	Has demonstrated narrow experience or provided minimal supporting evidence, which gives low confidence of the Potential Tenderer's competence and a very high level of risk to the project.
4 – Satisfactory with Medium to High risk	Has demonstrated some experience and provided adequate supporting evidence, which gives some confidence of the Potential Tenderer's competence and a medium to high level of risk to the project.
7 – Good with Low to Medium risk	Has demonstrated broad experience and provided adequate supporting evidence, which gives confidence of the Potential Tenderer's competence and a low to medium level of risk to the project.
10 – Excellent with Very Low risk	Has demonstrated considerable and detailed experience and provided sound and relevant supporting evidence, which gives high confidence of the Potential Tenderer's competence and a very low level of risk to the project.

### 5.2 Commercial Evaluation Phase 1

The commercial quality of the tender will be assessed against the following criteria:

C1	The Authority intends Phase 1 to be a multi-based award and no single proposal should exceed more than Sixty Thousand Pounds (£60,000)	Pass / Fail
C2	Please submit your full firm price breakdown for all costs to be incurred to fulfil this requirement, including: <ul style="list-style-type: none"> <li>• What rates are being used for what role I.A.W PMRF Clause 6.3</li> <li>• Quantity of manpower hours per role</li> <li>• Any Materials costs</li> <li>• Any Facility costs</li> <li>• Any sub-contractor costs</li> <li>• Any travel and subsistence costs</li> <li>• Any other costs</li> </ul>	Pass / Fail
C3	Compliance with this Task specific terms and conditions as stated within the Statement of Requirement and respective Call-Off Tasking Form.	Pass / Fail

The proposal(s) that are both technically and commercially compliant with the Highest Technical score in Phase 1 will be selected.

After selection of the winning solutions, all remaining compliant solutions for Phase 1 will become irrevocable options that the Authority, on its sole discretion may seek to invoke should the strategic intent and available funding call for further solutions to be supported. Options are not guaranteed to be exercised by the Authority but must be available to be called upon for a period of 12 months.

### 5.3 Technical Evaluation Phase 2

The Phase 2 competition is only open to Phase 1 suppliers who submitted a proposal for Phase 2 as a deliverable and who complete their Phase 1 work to the required schedule. The aim of this phase is to accelerate the development of the concepts from Phase 1 including the development of lower TRL ideas, which will need to be matured rapidly over the 36-month period to include a laboratory demonstration of the technology. Phase 2 Part A will lead to Phase 2 Part B where a demonstration of a prototype system in a representative environment is required.

### Phase 2 Deliverables:

- **Monthly progress reports.** A report detailing progress since last update
- **Quarterly review meetings –** PowerPoint presentations summarising key progress, risks and issues and a forward look for the next quarter.
- **System Interface Document.** A document identifying the key parameters and interfaces for the technology solution (e.g. size, power requirements, inputs/outputs) to support potential future integration activities. This should be a living document updated during Phase 2 with a first draft due by July 2024 and a final version delivered March 2027.
- **Demonstration.** A demonstration of the technology development undertaken within Phase 2, due by December 2026.
- **Final report.** A final report documenting the research undertaken within Phase 2, due 15 March 2027.

### Phase 2 – Technical Evaluation Criteria

	Technical Metrix	Technical Weighting
1	The tenderer shall provide a detailed description and evidence of the potential effectiveness of their proposed technology solution in addressing the challenge defined in section 1.4 of the SOR.	3
2	The tenderer shall articulate how the concept vision for their technology solution addresses the aspirations of the Authority to integrate together total systems (potentially sourced from different Suppliers) that (a) provide rapid and efficient exploitation and (b) are persistent, reliable, easily deployable, survivable, low power with low size/weight/volume.	3
3	The tenderer shall provide a detailed description for how they will mature the technology and state the start and end of the TRL scale. Phase 2 to demonstrate the proof of concept, including risks and mitigations to achieving this.	3
4	The tenderer shall describe the novelty and technology advancement of their proposed approach compared with existing or alternative solutions. Note a minimum total score of 12 or above (after weighting) must be scored for this category or the proposal will not be taken forward.	3
5	The tenderer shall provide evidence of subject matter expertise in all areas covered by their proposal, including experience in planning and conducting collaborative experiments within the last 5 years.	2
6	The tenderer shall include proof that their solution would be modular and based on open architecture standards to facilitate integration/operation with different needs.	2
7	The tenderer shall provide a detailed technical proposal demonstrating their understanding of the requirement.	1
8	The tenderer shall provide a detailed Work Breakdown Structure, Plan and Schedule for meeting project requirements to time, cost and quality.	1
9	The tenderer shall describe how their solution is environmentally responsible by ensuring that the environmental impact of the system has been fully assessed.	3

## Phase 2 Technical Marking Criteria

0 – Unacceptable or no answer	Has demonstrated inadequate experience or provided inadequate supporting evidence which gives no confidence of the Potential Tenderer's competence and an unacceptably high level of risk to the project
1 – Poor response with Very High risk	Has demonstrated narrow experience or provided minimal supporting evidence which gives low confidence of the Potential Tenderer's competence and a very high level of risk to the project.
4 – Satisfactory with Medium to High risk	Has demonstrated some experience and provided adequate supporting evidence which gives some confidence of the Potential Tenderer's competence and a medium to high level of risk to the project.
7 – Good with Low to Medium risk	Has demonstrated broad experience and provided adequate supporting evidence which gives confidence of the Potential Tenderer's competence and a low to medium level of risk to the project.
10 – Excellent with Very Low risk	Has demonstrated considerable and detailed experience and provided sound and relevant supporting evidence which gives high confidence of the Potential Tenderer's competence and a very low level of risk to the project.

The Authority reserves the right to make minor changes to this approach dependent on progress through phase one. Any changes will be communicated to all suppliers in advance.

## 5.4 Commercial Evaluation Phase 2

C1	Please submit your full firm price for Phase 2 including breakdown for all costs to be incurred to fulfil this requirement, including: <ul style="list-style-type: none"> <li>What rates are being used for what role I.A.W PMRF Clause 6.3</li> <li>Quantity of manpower hours per role</li> <li>Any Materials costs</li> <li>Any Facility costs</li> <li>Any sub-contractor costs</li> <li>Any travel and subsistence costs</li> <li>Any other costs</li> </ul>	Pass / Fail
C2	Compliance with this Task specific terms and conditions as stated within the Statement of Requirement and respective Call-Off Tasking Form.	Pass / Fail

Value for Money (VFM) Index is defined as:

- The weighted technical score for a tender will be divided by the tender cost to produce the VFM Index metric. The tenders will be ranked by their VFM Index, with the highest being ranked top, see example in Table 3 below.



Tender	Technical Score	Cost (£NPV)	VFM Index	Rank
A	62	20	3.10	3
B	85	24	3.54	1
C	100	29	3.44	2

Table 3: Value for Money Index example

The Phase 2 Proposals accompanied by the fully priced commercial proposals will be evaluated technically in accordance with the Phase 2 Evaluation Criteria. The proposals will be ranked using the Value for Money (VfM) indexation process and the Authority will select a proposal subject to available funding using the criteria outlined. The highest ranked technically and commercially compliant tender will be selected subject to available funding

The Authority reserves the right at its sole discretion to further contract none, one or more or all of the remaining offers, after the winning bid has been selected, These proposals will be included as options in the Phase 2 contract between Dstl and QinetiQ that can be invoked should excess or additional funding become available at any time.

In the event of two or more tenders achieving the same VFM Index, the tender with the highest weighted technical score will be selected.

The Authority reserves the right to reject any tender response that scores '0', 1, or a 'Fail' for any Criteria (before weighting) or does not meet the required minimum score of 12 (after weighting) for the Technical Matrix Phase 1 and 2 criteria No4.

The proposed budget for Phase 2 sits in Progeny Band 4 subject to available funding.

The Authority approaches all contract pricing on the basis of the NAPNOC principle (No Acceptable Price, No Contract). The Authority reserves the right to not enter into any contract that is unacceptably priced or unaffordable

Should you have any queries, please do not hesitate to contact me.

Yours faithfully

PROGENY Programme Manager  
Land Line  
Mobile