**Pre-Tender Market Engagement Questionnaire**

**Explanatory Note**

Bedfordshire Fire and Rescue Authority (“Authority”) is engaging with the market with regards to a potential requirement to procure and implement reliable, fully supported, secure, resilient and GD92 compliant station end equipment. The equipment has to be user friendly, scalable and future proofed. It also has to be able to work effectively with the new mobilising system delivered as part of the Mercury Programme.

Bedfordshire Fire and Rescue Authority (“Authority”) is looking to see examples of solutions which can meet the high level objectives listed below.

* *Align to GD92 and integrate with our 3CRS mobilising system (Guardian Command 3TC).*
* *Audible notification on station or integration with PA system.*
* *Visual notification at a premises to include turning on lights and visual displays.*
* *Integration with building entry systems.*
* *API facility to link in with other FRS systems (Gartan, Fleet and Asset, Risk information and Mapping).*
* *Mobilising on call fire fighters who are not on station.*
* *Ability to have its own resilience with different network bearers and power resilience capability in the event of power loss to the building.*

The purpose of the market engagement process is to enable the Authority to establish the following:

* Is there is a sufficient supplier base to ensure robust competition?
* What is the appetite in the market for the provision of the contract deliverables?
* How attractive to suppliers is the proposed package being procured?
* What are the latest market and technological developments relating to the contracted provision, which can inform the Authority’s final Specification?
* What are the common Key Performance Indicators (KPIs) used in the market for the subject-matter of the contract?
* What is the estimated price range?
* Can the Authority’s technical requirements be delivered within the current financial envelope?

In order to enable suppliers to respond to this Market Engagement Questionnaire (“Questionnaire”) in a robust, accurate and comprehensive manner, the Authority will release the following supporting documentation (*attached as appendices or provided as a separate documents*):

* Authority Background Information
* Scope of the contracted provision (i.e. proposed goods / services / works to be contracted; current volumes of contracted provision)
* Description of how the contracted provision is delivered currently
* Reason for the provision being contracted (e.g. expiry; change in requirements; consolidation of contracts etc.)
* Proposed procurement method
* Proposed contract term and start date
* Estimated contract value

**Notices**

The publication of this Questionnaire document in no way commits the Authority to commence any subsequent procurement exercise to award any contract and the Authority reserves the right not to proceed with the planned procurement process at any time.

All suppliers are solely responsible for their costs and expenses incurred in connection with participating in this soft market testing exercise including in completing the Questionnaire. Under no circumstances will the Authority (or any of its advisers) be liable for any costs or expenses borne by the participants (or any of its advisers) in this market engagement process.

The Authority (and its advisers):

* do not make any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of information provided in this Questionnaire and supporting documents as part of this market engagement process (including any other subsequent documents, communications or information provided as part of this process);
* do not accept any responsibility for the information contained in this Questionnaire and supporting documents as part of this market engagement process (including any other subsequent documents, communications or information provided as part of this process) or for its fairness, accuracy or completeness; and
* shall not be liable for any loss or damage (other than in respect of fraudulent misrepresentation) arising as a result of reliance on such information or any subsequent communication.

Nothing in the Questionnaire (or any other subsequent documents, communications or information provided as part of this process) is, or should be, relied upon as a promise or a representation as to Authority's ultimate decisions in relation to the scope of requirements which may form the specification for any subsequent procurement exercise.

In order for the Authority to gain a better understanding of the market and to assist the Authority in making an informed decision regarding the future public procurement opportunity we ask that you take the time and respond to questions below by providing us with as much detail as possible by ***17:00 WEDNESDAY 4th May 2022***. Please kindly respond to the Procurement Team by emailing [**procurement@bedsfire.gov.uk**](mailto:procurement@bedsfire.gov.uk)

We would like to take this opportunity and thank you in advance for your participation and input in the market engagement process.

| **No.** | **BFRA Questions and Supplier Responses – Technical Offering** |
| --- | --- |
| **Q.1** | Which elements of the proposed requirement do you currently deliver? What is your current client base for these services (type / number/ scope)? |
| **Q.1 Supplier Response** |  |
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| **Q.2** | Is the scope of this service an attractive proposition to your company? |
| **Q.2 Provider Response** |  |
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| **Q.3** | Please advise how would you ensure efficiencies and increase savings whilst addressing our requirements. |
| **Q.3 Supplier Response** |  |

| **No.** | **BFRA Questions and Supplier Responses – Continuous Improvement** |
| --- | --- |
| **Q.4** | What is your process for continuous improvement? |
| **Q.4 Supplier Response** |  |
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| **Q.5** | What is the expected longevity of your product? |
| **Q.5 Supplier Response** |  |

| **No.** | **BFRA Questions and Supplier Responses – Contractual** |
| --- | --- |
| **Q.6** | What type of SMART KPIs would you suggest for measuring supplier performance in relation to the proposed requirement? |
| **Q.6 Supplier Response** |  |
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| **Q.7** | What additional information would be required to optimise price and/or savings guarantees from the bidders, apart from what was included in the Questionnaire supporting documentation? |
| **Q.7 Supplier Response** |  |

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| **No.** | **BFRA Questions and Supplier Responses – Additional Contract Specific Questions** |
| **Q.8** | Please provide any details and supporting documentation to explain how your solution would look to achieve the objectives set out on page one of this market engagement questionnaire. |
| **Q.8 Supplier Response** |  |
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| **No.** | **Supplier Presentation/Demonstration** |
| **Q.9** | We would like to invite potential suppliers to demonstrate their solutions. Please confirm whether you would be happy to be invited and advise your availability during w/c 9th and 16th May 2022. |
| **Q.9 Supplier Response** |  |
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