

Defence Equipment & Support

# Pre-Qualification Questionnaire for Boats In- Service Support 2026 Guidance Instructions

This document applies to the following Boats In Service Support Lots;

Lot 1 - UK Stratcom Boats - 712775456

Lot 2 - RN/RFA Boats - 712782450

Lot 3 - MOD Police - 712783450

Lot 4 – Overseas Boats - 712793452

Lot 5 – P2000 Boats - 712795451

Lot 6 – Work Boats - 712796450

Lot 7 - Army Boats - 712797450

Lot 8 – UK Operations Boats - 712798450

Lot 9 – Support and Training Boats - 712798451

**Contracting Authority:**

Defence Equipment and Support Boats  
Ash 2a #3203  
MoD Abbey Wood (South)  
Bristol  
BS34 8JH

**Contact:** Mike Lomas / Simon Randy

**Email:** [mike.lomas904@mod.gov.uk](mailto:mike.lomas904@mod.gov.uk) / [simon.randy948@mod.gov.uk](mailto:simon.randy948@mod.gov.uk)

**Requirement:** 709975478-Boats In-Service Support 2026

**Issue date:** 7 October 2024

**Return date:** 11 November 2024 @ 1600

**Note that PQQs received after the return date will not be considered.**

Amendment No	Changes

## 1. Introduction

- 1.1. The Authority issues this Pre-Qualification Questionnaire ("PQQ") for the In-Service Support of Boats, which we will conduct in accordance with the **Invitation to Negotiate Procedure** under the Defence and Security Public Contract Regulations 2011 ("the DSPCR").
- 1.2. The Authority requires the information sought in this DPQQ from each Potential Provider that wishes to proceed further in this procurement. Only Potential Providers who are successful at this Dynamic PQQ stage (up to a maximum of six (6) Potential Providers per Lot) will be eligible to receive Invitation to Negotiate (ITN) material.

## 2. Notes for completion by Potential Provider

- 2.1. The following definitions are used in this document:

"We" or "Authority" means the United Kingdom Secretary of State of Defence

"You" or "Your" or the "Potential Provider" means the business or company which is completing this DPQQ.

There are further definitions at Annex E (Glossary) to this document.

- 2.2. Please ensure that you complete the questionnaire as requested. Failure to do so may result in your application to participate in the procurement procedure or Competition being disqualified. If the question does not apply to you, please write N/A and add a supporting justification to explain your assessment of "Non-Applicability", if you do not know the answer please write N/K. Where you cannot complete a question, the Authority reserves the right to request further clarification or supplementary information.
- 2.3. Where you have a valid reason for being unable to provide the specific information requested in relation to Economic and Financial Standing, Technical and Professional Ability, Project Matters and Defence and Security Sector Matters; other information may be accepted but only if it is considered appropriate by the Authority.
- 2.4. All questions should be answered without reference to general marketing or promotional material.
- 2.5. Please answer every question in English. For those questions that require the Potential Provider to upload an attachment, please answer every question in English and in **Arial Font 11**. If any of the required information is not in English, you must supply a copy of the original document and an English translation of that information. Documents translated into English from another language will take precedent over any original documents supplied as part of a DPQQ response in a different language.
- 2.6. Where financial information is quoted in figures other than pounds sterling, the sum should be stated in both the original currency and pounds sterling. You should use exchange rates quoted (by national central banks, international institutions or commercial banks operating in the foreign exchange market) on the day this DPQQ was issued for all currency conversions, and you must state the exchange rate used in your response.
- 2.7. You must inform the Authority of any material changes to the information provided as soon as you become aware of the change.
- 2.8. When evaluating the DPQQ, the Authority will evaluate each question on the basis that the Authority has no previous knowledge of that Potential Provider. Please do not make any assumptions about the level of knowledge or awareness that the Authority's evaluation

team (across all grades and disciplines) have about any Potential Provider's capability or competence. For example, assessment of certain questions may be undertaken by the Authority's personnel outside of the Boats team. Therefore, it is imperative that full detailed responses are provided against each question in the DPQQ.

- a. Potential Providers are to note that there is a page limit per question, as set out in the response instructions at Annex B (DPQQ Questions, section and question weightings and response instructions) of this document. Should the Potential Provider exceed this page limit all information beyond the page threshold will be disregarded for DPQQ evaluation purposes. Responses must match the page limit and format as specified in Annex B (DPQQ Questions, section and question weightings and response instructions). Potential Providers will only be marked against the text contained within the text field, except where a Document Upload has been specified. The Authority will NOT accept or mark any documents submitted by email.

### **3. Return of the DPQQ**

- 3.1. Please submit the DPQQ on the Defence Sourcing Portal (DSP) and do not submit a hard copy. This should be done no later than **11 November 2024 at 16:00**.
- 3.2. If you have any difficulties sending the completed DPQQ please contact the Authority at least 48 hours prior to the return date. Email: [mike.lomas904@mod.gov.uk](mailto:mike.lomas904@mod.gov.uk)

### **4. Selection of Tenderers**

- 4.1. The objective of the DPQQ evaluation is to pre-qualify and select tenderers from Potential Providers.
- 4.2. The DPQQ will be evaluated in two stages:
  - 4.2.1. **Stage 1 (PASS / FAIL Evaluation)** – Qualification Envelope. PASS / FAIL questions which must be passed by the Potential Provider in order to progress to the Stage 2 (except where the Authority has discretion not to fail the Potential Provider). . Details of the Economic and Financial standing evaluation criteria are set out at Annex C to this DPQQ document.
  - 4.2.2. **Stage 2 (Scored and PASS / FAIL Evaluation)** – Technical Envelope. Those Potential Providers who are successful in the Stage 1 evaluation will then be taken forward into the Stage 2 evaluation where their capability will be assessed using a series of PASS/FAIL and weighted questions which include a scoring regime across a range of weighted criteria detailed in paragraph 8.2 (DPQQ Questions Scoring) to this document. The weighted questions and criteria have been weighted to reflect the relevant importance of the question and criteria to the assessment of the capability of the Potential Provider.
- 4.3. The Stage 2 evaluation scores and weightings are detailed in paragraph 8.2 (DPQQ Questions Scoring). An individual weighted score is calculated for each question by multiplying the question weighting by the appropriate score allocated to the Potential Provider for that question. A total weighted score is then calculated by adding together the entire individual question weighted scores for the Potential Provider.
- 4.4. The Potential Provider's response to each question shall be evaluated in accordance with the Potential Provider selection criteria detailed in paragraph 8.2 (DPQQ Questions Scoring).

### **5. Selection of Potential Provider**

- 5.1. During the DPQQ stage, the intention is to arrive at a list of a maximum of six Potential Providers based on the Evaluation Criteria set out in the DPQQ at Annex B (DPQQ Questions, section and question weightings and response instructions) for formal invitation to negotiate, against the requirement as advertised in the Defence Sourcing Portal and Find a Tender website.
- 5.2. The criteria applied for the selection of Potential Providers are:
- 5.2.1. the mandatory and discretionary grounds for exclusion relating to the personal situation of the Potential Provider (see Sections 1.8 and 1.9 of Qualification Envelope);
  - 5.2.2. any other minimum levels of economic or financial standing or technical or professional ability specified in this DPQQ that the Authority requires (which must be related and proportionate to the subject matter of the contract, see Sections 1.10 and 1.11 of Qualification Envelope); and
  - 5.2.3. any scoring methodology (e.g., scoring grade, weightings and Pass/Fail) used to evaluate the submitted DPQQs (see Technical Envelope of DPQQ).
- 5.3. **At the end of the Dynamic PQQ evaluation process, the Authority will invite up to the top six (6) highest scoring Potential Providers who have scored equal to or more than 40% to take into the next phase of the procurement process.** The Authority reserves the right to amend this evaluation process at any time.

## 6. Evaluation of Potential Providers

- 6.1. Potential Providers are to note that where a PASS / FAIL question allows the Authority the discretion to PASS / FAIL, then the Authority will exercise its discretion in determining the exclusion or inclusion of a Potential Provider.
- 6.2. For those Potential Providers who are successful in the Qualification Envelope evaluation (i.e. they record no "Fail" against any question or record a "Fail" when the Authority exercises its discretion in determining the exclusion or inclusion of a Potential Provider); their capability under their Technical Envelope will be evaluated:
- 6.2.1. Using the score grading (this is illustrated at Annex A to this guidance) against a number of weighted questions (this is illustrated at Annex B to this guidance). These questions have been weighted to reflect the importance of the question; and
  - 6.2.2. Using an additional PASS/FAIL question with criteria for PASS or FAIL (this is illustrated at Annex A to this guidance).
- 6.3. Any question that scores a 0 or FAIL under the Technical Envelope will be classed as an automatic FAIL. The Scoring criteria is illustrated in Annex A (Scoring Grade for Questions under the Technical Envelope). If a Potential Provider scores a 0 or FAIL under the Technical Envelope, you will not be eligible to progress further, and will therefore be an unsuccessful candidate.
- 6.4. Potential Providers will only be marked against the text contained within the text field, except where an attachment has been specified. Where an attachment is specified, the response is to be limited to a maximum of 2 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
- 6.5. The DPQQ will be evaluated under two envelopes:
- 6.5.1. Qualification Envelope; and
  - 6.5.2. Technical Envelope

## 7. Qualification Envelope

7.1. The Qualification Envelope sections listed below are all PASS/FAIL:

- 7.1.1. Section: 1.3 - Organisation, Legal Status and Contact Details
- 7.1.2. Section: 1.4 - Organisation, Legal Status and Contact Details (PSC)
- 7.1.3. Section: 1.5 - Consortia and Subcontracting
- 7.1.4. Section: 1.6 - Declaration and Contact Details
- 7.1.5. Section: 1.7 - Contact Details
- 7.1.6. Section: 1.8 – Part 1 Form B - Grounds for Mandatory Rejection
- 7.1.7. Section: 1.9 – Part 1 Form C - Grounds for Discretionary Rejection
- 7.1.8. Section: 1.10 – Insurance
- 7.1.9. Section: 1.11 - Electronic Trading
- 7.1.10. Section: 1.12 - Mandatory Selection Criterion for Cyber Essentials Scheme

each of which must be passed by the Potential Provider in order to progress to the Technical Envelope evaluation (except where the Authority has discretion not to fail the Potential Provider). Further details are set out in the IMPORTANT NOTICE field for each relevant section and/or question to the Qualification Envelope.

## 8. Technical Envelope

8.1. The Technical Envelope contains a number of questions that the Potential Provider is required to provide an answer for. The Technical Envelope is split into a number of Sections which have a weighting expressed as a percentage (%) allocated to it. Each Section has a number of questions, which either have a weighting expressed as a percentage (%) or PASS / FAIL allocated to it.

8.2. The weightings or PASS / FAIL for each Section and individual questions in the Technical Envelope are detailed in the table below. An individual weighted score is calculated for each question by multiplying the question weighting by the appropriate score allocated to the Potential Provider for that question. A total weighted score is then calculated by adding together the entire individual question weighted scores for the Potential Provider.

Section Heading	Defence Sourcing Portal and Question Reference No	Question Weighting	Section Weighting
Section 2.1 Technical Capability	DSP 2.1.1 – Question 1	50%	30%
	DSP 2.1.2 – Question 2	50%	
Section 2.2 Provision of Spares	DSP 2.2.1 – Question 1	100%	25%
Section 2.3 Project Management Capability	DSP 2.3.1 – Question 1	50%	15%
	DSP 2.3.2 – Question 2	50%	
Section 2.4 Quality Management	DSP 2.4.1 – Question 1	Pass/Fail	10%
	DSP 2.4.2 – Question 2	25%	
	DSP 2.4.3 – Question 3	30%	
	DSP 2.4.4 – Question 4	25%	
	DSP 2.4.5 – Question 5	20%	
Section 2.5 Safety and Environmental Management	DSP 2.5.1 – Question 1	50%	10%
	DSP 2.5.2 – Question 2	50%	
	DSP 2.5.2 – Question 3	Pass/Fail	

Section Heading	Defence Sourcing Portal and Question Reference No	Question Weighting	Section Weighting
Section 2.6 Security	DSP 2.6.1 – Question 1	100%	10%
Section 2.7 Prompt Payment	DSP 2.7.1 – Question 1	Pass/Fail	N/A
	DSP 2.7.2 – Question 2	Pass/Fail	N/A
	DSP 2.7.3 – Question 3	Pass/Fail	N/A
	DSP 2.7.4 – Question 4	Pass/Fail	N/A
Section 2.8 Tax Compliance	DSP 2.8.1 – Question 1	Pass/Fail	N/A
Section 2.9 Carbon Reduction	DSP 2.9.1 – Question 1	Pass/Fail	N/A
	DSP 2.9.2 – Question 2	Pass/Fail	N/A
Section 2.10 Economic and Financial Standing	DSP 2.10.1 – Question 1	Pass/Fail	N/A

8.3. The Potential Provider's response to each question shall be evaluated in accordance with the Potential Provider selection criteria detailed at Annex A (Scoring Grade for Questions under the Technical Envelope).

## 9. Right to Reject and / or Disqualify

9.1. In addition to the rights set out above, the Authority reserves the right to reject or disqualify a Potential Provider where:

- 9.1.1. the DPQQ response is submitted late, is completed incorrectly, is incomplete or fails to meet the Authority's submission requirements in the DPQQ or as otherwise notified to Potential Providers prior to the deadline for submission of DPQQ responses;
- 9.1.2. the Potential Provider would be excluded under Chapter 15 of the DSPCR 2011 at any stage during the pre-qualification and evaluation process;
- 9.1.3. the Potential Provider is guilty of serious misrepresentation in relation to its application and/or the process;
- 9.1.4. following pre-qualification of a Potential Provider for the next stage of the procurement there is a change in identity, control, financial standing or other factor affecting the Potential Provider unless approved by the Authority;
- 9.1.5. if the Authority becomes aware that information provided by the Potential Provider in response to the DPQQ is intentionally or unintentionally false, misleading or incorrect.

## 10. Right to Revisit DPQQ Evaluation

10.1. The Authority reserves the right to revisit, and if necessary, amend the result of, the evaluation if after completion of the evaluation:

- 10.1.1. New information emerges which gives the Authority reason to doubt the original pre-qualification; or
- 10.1.2. In relation to a bid by a consortium, a member of the consortium changes (where approved by the Authority).

10.1.3. The Authority also reserves the right at a later stage of this process to ask for evidence as to the claims made by and information provided by the Potential Provider pursuant to the DPQQ.

## **11. Verification of Information Provided**

- 11.1. The higher the value and technical complexity of the procurement, the higher the level of verification that is likely to be required. Not all questions require supporting documents at this stage (for example certificates or statements).
- 11.2. You may also be asked to clarify your answers or provide more details about certain issues.
- 11.3. Any serious misrepresentation in providing the information requested or failure to provide any of the information requested in the DPQQ or in response to a request for clarification by the Authority may result in the Potential Provider's exclusion from the competition on discretionary grounds under Regulation 23(4)(i) of the DSPCR.
- 11.4. The Authority may seek independent financial and market advice to validate information declared by you or to assist in the evaluation. Reference site visits, demonstrations, or presentations are unlikely to be requested at this stage, but the Authority reserves the right to request these as a part of the DPQQ process.

## **12. Clarification Process**

- 12.1. All questions requesting clarification should be submitted via the DSP portal. Only questions relating to the DPQQ response requirements shall be responded to.
- 12.2. Point of contact for clarification questions are to be directed to Mr Mike Lomas [mike.lomas904@mod.gov.uk](mailto:mike.lomas904@mod.gov.uk) if having issues submitting to the DSP portal.
- 12.3. The cut-off date for clarification questions is 31 October 2024 at 16:00. The Authority reserves the right not to respond to queries submitted after this date.
- 12.4. The Authority will automatically copy clarification questions and answers to all Potential Providers, removing the names of those who have raised the clarification questions. If you wish the Authority to treat the clarification as confidential and not issue the response to all Potential Providers, you must state this when submitting the clarification question and provide justification. If in the opinion of the Authority, the clarification is not confidential, the Authority will inform the Potential Provider, who will have an opportunity to withdraw the question. If the clarification question is not withdrawn, the response will be issued to all Potential Providers.

## **13. Costs and Expenses**

- 13.1. Potential Providers are responsible for their costs and expenses incurred in connection with the preparation and submission of the DPQQ and all future stages of the selection and tender evaluation process. The Authority, or any of its advisers, does not accept any liability in respect of this DPQQ or any supporting documentation or liability for any costs or expenses borne by the Potential Provider or any of their Sub-Contractors or advisers in this process.

## **14. Right to Cancel or Vary the Process**

- 14.1. The Authority reserves the right to:



- 14.1.1. Cancel the pre-qualification process and evaluation process at any stage;
- 14.1.2. Amend the terms and conditions of the procurement process; and
- 14.1.3. Not to award a contract, as a result of the procurement process.

Should the Authority take any of the above actions, it shall not be liable for any costs the Potential Provider may have incurred.

## **15. DPQQ Documents**

- 15.1. This Guidance, Instructions and Notices, the DPQQ and any related documents (referred to as the “DPQQ Documents”) have been prepared by the Authority for the purpose of providing an application procedure for individuals or organisations interested in tendering for the Boats In Service Support and to assist Potential Providers in making their own evaluation of the potential opportunity.
- 15.2. Whilst prepared in good faith, the DPQQ Documents are intended only as a preliminary background explanation of the Authority’s activities and plans and are not intended to form the basis of any decision on whether to enter into any contractual relationship with the Authority. The DPQQ Documents do not purport to be all-inclusive or to contain all of the information that a Potential Provider may require in the performance of a contract.
- 15.3. Any persons considering making a decision to enter into contractual relationships with the Authority following receipt of the DPQQ Documents should make their own investigations and their own independent assessment of the Authority and their requirements regarding the In-Service Support of Boats and should seek their own professional financial and legal advice.
- 15.4. None of the Authority, its advisors, or the directors, officers, members, partners, military or civilian personnel, employees, other staff, agents, or advisers of any such body or person:
  - 15.4.1. makes any representation or warranty (express or implied) as to the accuracy, reasonableness, or completeness of the DPQQ Documents;
  - 15.4.2. accepts any responsibility for the information contained in the DPQQ Documents or for its accuracy or completeness; or
  - 15.4.3. shall 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.
- 15.5. Only the express terms of any written contract relating to the subject of the DPQQ Documents as and when it is executed shall have any contractual effect in connection with the matters to which it relates. That contract will be governed by English or Scottish law, as specified in the contract.
- 15.6. Nothing in the DPQQ Documents is, or should be, relied upon as a promise or a representation as to the Authority’s ultimate decisions in relation to the In-Service Support of Boats. The publication of the DPQQ Documents in no way commits the Authority to award any contract or pursue any tender process for the In-Service Support of Boats.

## **16. Data Protection**

- 16.1. The Authority will process personal data provided in any DPQQ response, only for evaluation for the selection of Potential Providers under this procurement process for the

stated requirement. The Authority will comply with its obligations as a data controller under the Data Protection Act 2020 for this procurement process.

## **17. Confidentiality and Freedom of Information**

- 17.1. The information in the DPQQ Documents is made available on condition that it is treated as confidential by the Potential Provider and is not disclosed, copied, reproduced, distributed or passed to any other person at any time except for the purpose of enabling a submission to be made (for example, disclosure by a Potential Provider to its insurers or potential suppliers who are directly involved in the bid is permitted provided they have each given an undertaking at the time of receipt of the relevant information (and for the benefit of the Authority) to keep such information confidential).
- 17.2. The Authority is subject to the requirements of the Freedom of Information Act 2000 and the Environmental Information Regulations 2004, the subordinate Legislation made under those Act / Regulations and any guidance and / or codes of practice issued (from time to time) in relation to such Legislation. Potential Providers are required to (where known at the time):
- 17.2.1. specify (with reasons) the DPQQ responses which they regard as falling within any of the exemptions from disclosure specified under the Act / Regulations including (without limitation) information provided in confidence; and
- 17.2.2. state which provisions of the Act/Regulations apply to the DPQQ responses identified under 17.2.2 above.
- 17.3. The Authority shall be responsible for determining, at its absolute discretion and subject to its legal obligations, whether any of the exemptions from disclosure under the Freedom of Information Act 2000 or the Environmental Information Regulations 2004, including those claimed by the Potential Provider, should apply. Nothing in this provision will affect the Potential Provider's rights at law.

## **18. Conflicts of Interest**

- 18.1. The Authority is required by Regulation 5(2) (Economic Operators) of the DSPCR to ensure that all Potential Providers are treated equally and in a non-discriminatory way during the procurement process. The Authority therefore needs to eliminate or mitigate conflicts of interest so as to ensure a fair and non-discriminatory procurement process.
- 18.2. Potential Providers should note that, subject to the terms of this DPQQ, the Authority reserves the right to disqualify a Potential Provider where there is an actual or potential conflict of interest which cannot be properly managed, including in relation to any other party identified in response to this DPQQ. Such identified parties may include an associated company or member of any consortium or proposed Sub-contractors.
- 18.3. Potential Providers are required to review carefully the prior or current involvement of the Potential Provider or any other identified party before submission of the completed DPQQ.
- 18.4. Potential Providers must report to the Authority whether or not they have identified from this review any actual or potential conflicts of interest arising from the Potential Provider or any other identified party's participation in the procurement.
- 18.5. If the Authority considers there is a conflict of interest, it is a condition precedent for participation in the procurement that the Potential Provider to demonstrate to the absolute satisfaction of the Authority that the Potential Provider or the other identified party has or will put in place measures to eliminate any unfair advantage it may have and ensure that its participation will not distort the competition.

18.6. The measures mentioned at paragraph 18.5 above are likely to include physical separation, protection of information, control of personnel and managerial and administrative separation, as appropriate.

18.7. If the Potential Provider puts in place measures to mitigate any risk from a conflict of interest, the Authority may make such measures contractually binding commitments on the part of a Potential Provider or the other identified party.

18.8. Any Potential Provider should take this condition into account when deciding whether to participate in this procurement.

## **19. Anti-Competitive Behaviour**

19.1. The Authority is required by Regulation 5(2) (Economic Operators) of the DSPCR to ensure that all Potential Providers are treated equally and in a non-discriminatory way during the procurement process. The Authority therefore needs to prohibit anti-competitive behaviour so as to ensure a fair and non-discriminatory procurement process.

19.2. You are required to report any final convictions or settlements with regard to anti-competitive behaviour (and if so, any measures that you have taken to prevent such behaviour happening again) in your response to the appropriate question(s) in Part 1 Forms B and C (which depends on the nature of the conviction or settlement).

19.3. If the Authority suspects anti-competitive behaviour, the Authority will require evidence from you that your arrangements are not anti-competitive. Any evidence of any anti-competitive behaviour in relation to this procurement could result in you being disqualified from the procurement process.

### Scoring Grade for Questions under the Technical Envelope

For the purposes of this DPQQ, the “Response Instruction” defines the type and quality of evidence necessary to allow the Authority’s evaluators to award a score for that question. Both “Questions” and “Response Instructions” must be read and addressed to ensure an appropriate level of evidence is submitted.

#### **Scoring Grade for PASS/FAIL Questions**

The scoring scheme to be used for the evaluation of response received for the In-Service Support of Boats DPQQ is as follows:

The scoring scheme to be used for the evaluation of response received for: 2.4.2; 2.5.2; 2.7.1; 2.7.2; 2.7.3; 2.7.4; 2.8.1; 2.9.1; 2.9.2; and 2.10.1.

Mark	Evaluation of Evidence Presented
PASS	The evidence provided contains an <b>acceptable</b> level of detail and information that is relevant to the requirement, and therefore instils <b>confidence</b> in the Potential Provider’s capability. The evidence provided directly answers the response instructions provided by the Authority.
FAIL	The evidence provided contains an <b>unacceptable</b> level of detail and information that is relevant to the requirement, and therefore instils <b>no confidence</b> with the Potential Provider’s capability. The evidence provided fails to answer the response instructions provided by the Authority.

If a Potential is assessed as scoring a FAIL for this question under the Technical Envelope, it will be classed as an automatic FAIL. The Scoring criteria is illustrated in Annex A (Scoring Grade for Questions under the Technical Envelope). If a Potential Provider scores a FAIL for this question, you will not be eligible to progress further, and will therefore be an unsuccessful candidate.

## Scoring Grade for Weighted Questions

The scoring grade below applies to all other questions in the technical envelope labelled as weighted questions listed at Annex B (DPQQ Questions, section and question weightings and response instructions).

Mark	Descriptor	Evaluation of Evidence Presented
100	<b>Excellent Confidence</b>	Evidence provided contains a <b>very high</b> level of detail and gives an <b>excellent</b> level of confidence in the Potential Providers ability to manage and deliver the project effectively. It is assessed that there is <b>minimal</b> risk associated with the ability of the Potential Provider to deliver the capability requested.
70	<b>Good Confidence</b>	Evidence provided contains a <b>high</b> level of detail and gives a <b>good</b> level of confidence in the Potential Providers ability to manage and deliver the project effectively. It is assessed that there is <b>acceptable</b> risk associated with the ability of the Potential Provider to deliver the capability requested.
30	<b>Adequate Confidence</b>	Evidence provided contains a <b>satisfactory</b> level of detail and gives an <b>adequate</b> level of confidence in the Potential Providers ability to manage and deliver the project effectively. It is assessed that there is <b>moderate</b> risk associated with the ability of the Potential Provider to deliver the capability requested.
10	<b>Low Confidence</b>	Evidence provided contains an <b>inadequate</b> level of detail and gives a <b>low</b> level of confidence in the Potential Providers ability to manage and deliver the project effectively. It is assessed that there is <b>substantial</b> risk associated with the ability of the Potential Provider to deliver the capability requested.
0	<b>No Confidence</b>	No evidence provided, or evidence provided contains <b>no</b> detail and gives <b>no</b> confidence in the Potential Providers ability to manage and deliver the project effectively. It is assessed that there is <b>unacceptable</b> risk associated with the ability of the Potential Provider to deliver the capability requested.

Any question that scores a 0 under the Technical Envelope will be classed as an automatic FAIL. The Scoring criteria is illustrated in Annex A. If a Potential Provider scores a 0 under the Technical Envelope, you will not be eligible to progress further, and will therefore be an unsuccessful candidate.

**DPQQ Questions, section and question weightings and response instructions**

The Boats within scope of this requirement are listed Annex D (Craft Type) to this document.

<b>Section Heading and Section Weighting</b>	<b>Question</b>	<b>Weighting</b>	<b>Response Instructions</b>
Section 2.1 Technical Capability  (30%)	DSP 2.1.1 – Question 1 Refer to end of document Lot specific questions.	50%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
	DSP 2.1.2 – Question 2  Please detail and provide evidence of the skills, expertise and experience the Potential Provider has in the management and execution of scheduled maintenance, repair and defect rectification of boats similar to the those within Annex D of the Pre-Qualification Questionnaire Guidance Instructions.	50%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
Section 2.2 Provision of Spares  (25%)	DSP 2.2.1 – Question 1  Please detail and provide evidence of how the Potential Provider has, in relevant projects over the past five years identified, successfully planned, managed, procured and delivered a range of spares services through their Supply Chain to support routine provisioning for scheduled maintenance and reactive urgent/high priority requirements to support defects. This service shall include Capital Spares, Consumable Spares and any spares repairable activity.	100%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.

Section Heading and Section Weighting	Question	Weighting	Response Instructions
Section 2.3 Project Management Capability (15%)	DSP 2.3.1 – Question 1  Please detail and provide evidence of how the Potential Provider has successfully implemented Project Controls management systems (including appropriate project planning, management and control tools and techniques, and processes to deliver scheduled maintenance, repair and defect rectification). Particular focus shall be placed on providing evidence of how the company has ensured timely delivery of such requirements, how it has successfully managed the associated project risks, and how it communicates project plans and progress to applicable stakeholders. Please include any issues or challenges and how these were resolved. If Project Controls have not previously been utilised, please outline how this will be implemented and over what timescale.	50%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.  Responses detailing how Project Controls would be utilised if not previously done so, will only be able to score a maximum of 30% weighted score.
	DSP 2.3.2 – Question 2  Please detail and provide evidence of how the Potential Provider has successfully appointed suppliers and outside parties such as subcontractors to deliver projects to applicable stakeholders.	50%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
Section 2.4 Quality Management (10%)	DSP 2.4.1 – Question 1  Please provide details including copies of your current certification (ISO 9001:2015 or its equivalent) for any Quality Management Systems (QMS) operated by the Potential	Pass/Fail	To be uploaded via an attachment.  To be uploaded via an attachment.  In an appropriate response, the Potential Provider will submit a copy of their ISO

Section Heading and Section Weighting	Question	Weighting	Response Instructions
	<p>Provider, both internally and externally, including through the Supply Chain. Where no quality certification is held, please detail the steps the Potential Provider is taking to obtain a recognised quality certification prior to contract award. Please advise how your current Certified Scope of Supply fully meets the requirements of this proposed contract and evidence of how the QMS has been applied to similar projects. Where design and development is required, detail how you would meet this requirement in terms of your scope.</p>		<p>certification, appropriately scoped for this type of contract (e.g. maritime boat/ship repair)</p> <p>Where no certification exists, the Potential Provider shall detail the steps they would take to obtain the recognised ISO 9001:2015 certification prior to contract award, expected December 2025. Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.</p>
	<p>DSP 2.4.2 – Question 2</p> <p>Please detail the procedures in place at the Potential Provider for identifying and recording non-compliant work (in terms of quality) and for subsequently implementing corrective and preventive actions. Detail by what method you would gauge implemented preventative measures. Please provide detail and evidence of how these procedures have been applied to similar projects.</p>	25%	<p>To be uploaded via an attachment.</p> <p>Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.</p>
	<p>DSP 2.4.3 – Question 3</p> <p>Please advise how sub-contractors are notified of prime contract Quality Assurance conditions and provide details of the method by which they are ‘flowed down’ in sub-contract orders. Detail how you ensure that your sub suppliers are approved and how compliance with prime contract requirements is met. Please provide detail and evidence of</p>	30%	<p>To be uploaded via an attachment.</p> <p>Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.</p>



Section Heading and Section Weighting	Question	Weighting	Response Instructions
	how these procedures have been applied to similar projects.		
	DSP 2.4.4 – Question 4  Please detail the procedures in place to inform the customer, in the event of any issues arising with regards to the provision of products/service. Detail how you would deal with customer complaints and how customer satisfaction will be managed. Please provide detail and evidence of how these procedures have been applied to similar projects.	25%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
	DSP 2.4.5 – Question 5  Please advise the policy in place for the avoidance of counterfeit material. Please detail processes and procedures that are in place and provide detail and evidence of how these procedures have been applied.	20%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
Section 2.5 Safety and Environmental Management  (10%)	DSP 2.5.1 – Question 1  Please provide a summary of your company's Health and Safety Policy for carrying out scheduled maintenance, repair and defect rectification of boats. Outline the key elements of the policy and confirm that it complies with all current UK Health and Safety Legislation.	50%	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.
	DSP 2.5.2 – Question 2  Please provide a summary of your Environmental Policy for carrying out scheduled maintenance, repair and defect rectification of boats. Include detail of how the Environmental Policy integrates with other	50%	To be uploaded via an attachment.  Your response (excluding copies of ISO14001:2015 accreditation certificates) is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.

Section Heading and Section Weighting	Question	Weighting	Response Instructions
	organisational policies including waste management.		
	<p>DSP 2.5.3 – Question 3</p> <p>Please provide copies of ISO 14001:2015 accreditation certificates. Where no certification exists, the Potential Provider shall detail the steps they would take to obtain the recognised ISO 14001:2015 certification prior to contract award, expected April 2026.</p>	Pass/Fail	<p>To be uploaded via an attachment.</p> <p>In an appropriate response, the Potential Provider will submit a copy of their ISO accreditation certificate.</p> <p>Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.</p>
<p>Section 2.6 Security  (10%)</p>	<p>DSP 2.6.1 – Question 1</p> <p>Refer to end of document Lot specific questions.</p>	100%	<p>To be uploaded via an attachment.</p> <p>Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.</p>
<p>Section 2.7 Prompt Payment</p>	<p>DSP 2.7.1 – Question 1</p> <p>Please confirm if you intend to use a supply chain for this contract or (if relevant) to deliver any call off contract that may be awarded under this framework agreement. If your answer is “No” you do not need to complete the rest of this section.</p>	N/A	<p>Answer Yes or No</p> <p>If you answer “No” to this section and later intend to use a supply chain, you must inform the Authority in writing as soon as you become aware of any material changes to any of the information, representations or other matters of fact communicated to the Authority as part of your PQQ response or in connection with the submission of your PQQ response.</p> <p>The Authority may reassess you against the PQQ selection criteria. The Authority reserves the right to require you to submit an updated/amended PQQ response (or parts</p>

Section Heading and Section Weighting	Question	Weighting	Response Instructions
			thereof) to reflect the revised circumstances so that the Authority can make a further assessment by applying the published selection criteria to the new information provided. The outcome of this further assessment may affect your suitability to proceed with the procurement.
	DSP 2.7.2 – Question 2 Please confirm that you have systems in place to pay those in your supply chain promptly and effectively, i.e. within your agreed contractual terms.	Pass/Fail	To be uploaded via an attachment.  Upload a copy of your standard payment terms for all of your supply chain contracts.
	DSP 2.7.3 – Question 3 Please confirm you have procedures for resolving disputed invoices with those in your supply chain promptly and effectively.  Detail any payments of interest for late payments you have paid in the past twelve months or which became due during the past twelve months and remain payable (contractually or under late payment legislation) and, if any such payment has been made (or arose), an explanation as to why this occurred and an outline of what remedial steps have been taken to ensure this does not occur again	Pass/Fail	To be uploaded via an attachment  Upload a copy of your procedures for resolving disputed invoices promptly and effectively.  The remainder of your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated:
	DSP 2.7.4 – Question 4 (a) Please provide the percentage of invoices paid by you to those in your immediate supply chain on all contracts for each of the two previous six-month reporting periods. This	Pass/Fail	To be uploaded via an attachment.  Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set

Section Heading and Section Weighting	Question	Weighting	Response Instructions
	<p>should include the percentage of invoices paid within each of the following categories:</p> <ol style="list-style-type: none"> <li>1. within 30 days</li> <li>2. in 31 to 60 days</li> <li>3. in 61 days or more</li> <li>4. due but not paid by the last date for payment under agreed contractual terms.</li> </ol> <p>(b) Please provide the average number of days taken by you to pay an invoice to those in your immediate supply chain on all contracts for each of the two previous six-month reporting periods.</p> <p>It is acceptable to cross refer to information that has previously been submitted to Government or other bodies or is publicly available (provided it covers the required reporting periods), including data published in accordance with the Reporting on Payment Practices and Performance Regulations 2017. If you do wish to cross refer, please provide details and/or insert link(s).</p> <p>(c) If you are unable to demonstrate that all invoices have been paid within the agreed contractual terms, please explain why. Note: if you are required to submit an action plan under question 5(d), this action plan must also set out steps to address your payment within agreed terms, to achieve a pass for question 5(d).</p>		<p>to 2 cm. Anything over this limit will not be evaluated.</p>

Section Heading and Section Weighting	Question	Weighting	Response Instructions
	<p>(d) If you are unable to demonstrate that ≥95% of invoices payable to your supply chain on all contracts have been paid within 60 days of the receipt of the invoice in at least one of the last two six months reporting periods please provide an action plan for improvement which includes (as a minimum) the following:</p> <p>1. Identification of the primary causes of failure to pay:  (a) 95% of all supply chain invoices within 60 days; and  (b) if relevant under question 5(c), all invoices within agreed terms.</p> <p>2. Actions to address each of these causes.</p> <p>3. A mechanism for and commitment to regular reporting on progress to the bidder's audit committee (or equivalent).</p> <p>4. Plan signed off by director.</p> <p>5. Plan published on its website (this can be a shorter, summary plan).</p> <p>If you have an existing action plan prepared for a different purpose, it is acceptable to attach this, but it should contain the above features.</p>		
Section 2.8 Tax Compliance	Section 2.8.1 – Question 1	Pass/Fail	Answer Yes or No.

Section Heading and Section Weighting	Question	Weighting	Response Instructions
	<p>Please confirm whether, from 1 April 2013 onwards, any of your tax returns submitted on or after 1 October 2012:</p> <p>a) Has given rise to a criminal conviction for tax related offences which is unspent, or to a civil penalty for fraud evasion and/or</p> <p>b) Has been found to be incorrect as a result of:</p> <ul style="list-style-type: none"> <li>• HMRC successfully challenging it under the General Anti-Abuse Rule (GAAR) or the “Halifax” abuse principle; or</li> <li>• a tax authority in a jurisdiction in which the supplier is established successfully challenging it under any tax rules or legislation that have an effect equivalent or similar to the GAAR or the “Halifax” abuse principle; or</li> <li>• the failure of an avoidance scheme which the supplier was involved in and which was, or should have been, notified under the Disclosure of Tax Avoidance Scheme (DOTAS) or any equivalent or similar regime in a jurisdiction in which the supplier is established.</li> </ul>		<p>If answering “yes” to either part a or b, the supplier may provide details of any mitigating factors that it considers relevant and that it wishes the Authority to take into consideration.</p> <p>Your response is to be limited to a maximum of 1 side of A4 using Arial 11 Font and all margins set to 2 cm. Anything over this limit will not be evaluated.</p> <p>Your response could include, for example:</p> <ul style="list-style-type: none"> <li>• Corrective action undertaken by the supplier to date;</li> <li>• Planned corrective action to be taken;</li> <li>• Changes in personnel or ownership since the OONC; or</li> <li>• Changes in financial, accounting, audit or management procedures since the OONC.</li> </ul> <p>In order to consider any factors raised by the supplier procuring Authorities will find it helpful to have the following information:</p> <ul style="list-style-type: none"> <li>• A brief description of the occasion, the tax to which it applied, and the type of “non-compliance” e.g. whether HMRC or the foreign tax authority has challenged pursuant to the GAAR, the “Halifax” abuse principle etc.</li> <li>• Where the OONC relates to a DOTAS, the number of the relevant scheme.</li> <li>• The date of the original “non-compliance” and the date of any judgement against the supplier,</li> <li>• or date when the return was amended.</li> </ul>

<b>Section Heading and Section Weighting</b>	<b>Question</b>	<b>Weighting</b>	<b>Response Instructions</b>
			<ul style="list-style-type: none"><li>• The level of any penalty or criminal conviction applied.</li></ul>
Section 2.9 Carbon Reduction	Section 2.9.1 – Question 1 Please confirm that you have detailed your environmental management measures by completing and publishing a Carbon Reduction Plan which meets the required reporting standard, in accordance with Procurement Policy Note 06/21– Taking Account of Carbon Reduction Plans in the procurement of major government contracts (PPN 0621).	Pass/Fail	Provide a link to your most recently published Carbon Reduction Plan.
	Section 2.9.2 – Question 2 Please confirm that your organisation is taking steps to reduce your GHG Emissions over time and is publicly committed to achieving Net Zero by 2050.	Pass/Fail	Please confirm your Net Zero target date.

**Economic and Financial DPQQ Evaluation Criteria**

**1. Section 1.10 - Part 1 Form D: Economic and Financial Standing Evaluation**

Questions relating to economic and financial standing:

1.1. Each Potential Provider Entity must provide responses to questions DPQQ\_4.1 - DPQQ\_4.2(c) in order for the Authority to carry out its financial health assessment. If a Potential Provider Entity fails to provide the requested information, the Authority shall exclude the Potential Provider from further participation in the Procurement.

Evaluation of economic and financial standing:

1.2. The Authority will use the information provided in the responses to questions DPQQ\_4.1 - DPQQ\_4.2(c) to assess the financial standing of each Potential Provider Entity in accordance with the qualification standards set out in Figure 1 below. The resulting assessment will lead to a PASS/FAIL evaluation based on whether the Potential Provider Entity has demonstrated, through meeting the qualification standards, that it has sufficient economic and financial standing to provide services of the technical scope and scale of Boats In Service Support . Subject to paragraphs 1.3, 1.4 and 2, the Authority reserves the right to exclude a Potential Provider Entity that does not meet the qualification standards set out in Figure 1 below.

<b>Assessment</b>	<b>Methodology</b>	<b>Qualification standard</b>
All financial information	The Authority will review all financial information obtained from the response provided to questions DPQQ 4.1-4.2, the Potential Provider Entity accounts and the Company Watch credit rating check in order to establish a holistic view of the state of the Potential Provider Entity's financial health.	Failure to provide the financial information requested in this DPQQ will result in the Potential Provider Entity failing to meet this qualification standard.
Turnover	The Authority will review each Potential Provider Entity's turnover for the three full financial years prior to the date of this DPQQ.	Where the Potential Provider Entity intends to provide all or some of In-Service Support services of Boats via a joint-venture company, Consortium Member, or other special purpose vehicle, the Authority will apply the assessment equally to the Potential Provider Entity. Accordingly, where the value of a Potential Provider Entity's intended contractual obligations and financial liabilities exceeds 50% of its annual turnover, the Potential Provider Entity will not meet this qualification standard. If the estimated annual contract value of <Lot Value per Annum – see table at end of document> for this procurement exceeds fifty percent (50%) of a Potential Provider's annual turnover, the Potential Provider will not meet this qualification standard.



<b>Assessment</b>	<b>Methodology</b>	<b>Qualification standard</b>
Liquidity ratios	A Potential Provider Entity's current assets are divided by current liabilities to establish if there are sufficient assets to cover all of the Potential Provider Entity's liabilities as they fall due over the course of one year.	The Authority requires a Potential Provider Entity to have: <ul style="list-style-type: none"> <li>• a minimum current ratio of 1.0; and</li> <li>• a minimum acid test ratio of 0.8.</li> </ul> If these ratios are not met, the Potential Provider Entity will not meet this qualification standard.
Company Watch	Company Watch "H-Score" (an overall measure of a business' financial health – for more information, see <a href="http://www.companywatch.net/analYTics-insight/h-score">www.companywatch.net/analYTics-insight/h-score</a> ).	If a Potential Provider Entity does not have a score of 20 or above, the Potential Provider Entity will not meet this qualification standard.

*Figure 1: Economic and financial standing qualification standards*

1.3. If a Potential Provider Entity meets all of the qualification standards set out in Figure 1 above, they will be awarded a PASS. Subject to paragraph 1.4 below, if a Potential Provider Entity does not meet one or more of the qualification standards set out in Figure 1 above, the Authority may award a FAIL for this evaluation.

1.4. The Authority may choose not to award a FAIL despite a Potential Provider Entity not meeting a qualification standard if:

1.4.1. the Potential Provider Entity can provide a parent company guarantee that:

1.4.1.1. meets the requirements set out in paragraph 2 below; and

1.4.1.2. in the Authority's opinion, gives the Authority sufficient comfort that the risks associated with the Potential Provider not meeting the qualification standard(s) will be effectively managed by the guarantee; and/or

1.4.2. the Authority considers that there are appropriate mitigating factors demonstrating that the reason(s) behind not meeting the qualification standard(s) are either:

1.4.2.1. unlikely to recur; or

1.4.2.2. unlikely to expose the Authority to a significant degree of risk if a contract were to be awarded to the Potential Provider at the end of the procurement.

## **2. Parent company guarantees and bank Guarantees**

2.1. The Authority may also require a parent company guarantee from a Potential Provider Entity's ultimate parent company. The Authority may require this in a number of circumstances, including where:

2.1.1. There is a failure to meet one or more of the qualification standards described at paragraph 1.2 above;

2.1.2. The Potential Provider Entity that would contract with the Authority is a dormant or "shell" company for an intermediary company;

2.1.3. The contracting entity would be a joint venture company, Consortium Member, or other special purpose vehicle; or

2.1.4. The contracting entity otherwise:

2.1.4.1. Has no adequate financial track record that the Authority is able to assess; or

2.1.4.2. Lacks the financial capacity required to perform the services provided under In-Service Support of **Boats** but is otherwise, in the Authority's opinion, financially sound.

2.2. The financial standing of any such parent company will be assessed in the same way as if the parent company were a Potential Provider Entity.

Where a Potential Provider Entity does not have an ultimate parent company, the Authority may request a bank guarantee be obtained instead.

**Lot 1: UK STRATCOM**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
DSB (Dive Support Boat)	3
Gemini 880	2
Hard Hull Riverine Craft (HHRC)	20
Inflatables - SF MIB	120
Inflatables - Zodiac M VI	14
Maritime Insertion Medium	13
Maritime Insertion Large	11
Nautiraid 2 Man Collapsible Canoe	65
ORC (ALL)	5
Pacific 28	6
Personal Water Craft	5
Princess 42	1
Tactical Water Craft - Small (Spark)	16
Tactical Water Craft - Large (RXT)	34
Targa 32	1
Targa 44	1
Yachts - Malo 46	1

**Lot 2: RN/RFA**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
Pacific 22	31
Pacific 24 Mk 3	44
Pacific 24 Mk 4	52
Passenger Transfer Boat (Alnmaritec)	4

**Lot 3: MDP**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
Combat Support Boat	2
Intercept and Escort Craft	24
Island Class	9
Police Patrol Craft	16

**Lot 4: Overseas**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
8m Ferry Boat	1
14m Police Launch	1
15m Police Launch	1
Arctic 24	3
Arctic 28	5
Army Workboat	1
Avon Searider 5.4m	4
Combat Support Boat	3
DSB (Dive Support Boat)	3
Hard Hull Riverine Craft (HHRC)	13
ORC (ALL)	2
Pacific 24 Mk 3	10
Pacific 24 Mk 4	10
Personal Water Craft	2
Police Patrol Craft	2
Rigid Raider Craft Mk III	2
Royal Navy Patrol Launch (RNPL)	2
Survey Motor Boat S Class	1
Tampa	1

**Lot 5: P2000**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>P2000</b>
P2000 (Archer Class)	16

**Lot 6: Workboats**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
Hazard (Vahana 11m workboat)	1
HMS Magpie	1
11m Standard Workboat (SWB)	10
11m Small Survey Boat (SSB)	3
13.8m Passenger Transfer Boat (PTB)	3
15m Survey Motor Boat (SMB)	3
15m Dive Support Boat (DSB)	6
15m Officer Training (OTB)	8
15m Route Survey Boat	1



**Lot 7: Army**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
Army Assault Boat MK6	195
Army Workboat	3
Combat Support Boat	18
Gemini 650	8
Hard Hull Riverine Craft (HHRC)	2
Inflatables - Avon Redcrest M9	139
Mexeflote	147
Rigid Raider Craft Mk III	0

**Lot 8: UK Operations**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
14m Blyth Catamaran	1
Arctic 28	2
Combat Support Boat	1
Delta RIB 7m	5
Delta RIB 7.4m	2
Delta RIB 7.9m	3
Inflatables - IRC Mk IV	115
Inflatables - W525 EOD	45
Inflatables - W525 GP	85
Island Class	3
ORC (ALL)	6
ORC (CRC)	25
Pacific 24 Mk 3	8
Pacific 28	2
Rigid Raider Craft Mk III	3

**Lot 9: Support and Training**

**Please note that boats numbers listed are indicative and may be subject to change**

<b>Boat Class</b>	<b>Number</b>
4m Dell Quay (Dory)	66
8m Motor Whaler	12
Avon Searider 4.7m	9
Avon Searider 5.4m	16
Cheverton Champ 5.5m	114
Combat Support Boat	1
Delta RIB 6.5m	4
Dinghy	446
FML Mk. 10	2
Gemini 650	6
Halmatic 19	7
Histar Target	2
Lochin 33	1
Pacific 24 Mk 3	17
Pacific 24 Mk 4	2
Rigid Raider Craft Mk III	2
Rigiflex 360	35
Talisman 49	2
STV Brecon	1
STV Hindustan	1
Viking SMB	75
Yachts - Challenger 72	2
Yachts - Comfortina 42	2
Yachts - Contessa 38	7
Yachts - Halberg Rassy 342	10
Yachts - Halberg Rassy 39	1
Yachts - Halberg Rassy 49	1
Yachts - Nicholson 55	1
Yachts - Nordic Folkboat	2
Yachts - Rustler 36	1
Yachts - Sigma 38 Yacht	1
Yachts - Victoria 34	11

Yachts - Westerly Typhoon	1
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## **Glossary**

<b>Term</b>	<b>Description</b>
Authority	The United Kingdom Secretary of State of Defence.
Boats	Any boat operated by the Authority including but not limited to a boat, craft, vessel, launch, inflatable, canoe, rigid inflatable boat, P2000, mexeflote, hovercraft, searider or yacht up to 50 metres, and training ships.
Capital Spares	Defined as repairable items with a life greater than one year, which are retained for the purpose of replacing parts of an asset (such as sections, assemblies, sub-assemblies, modules, or components thereof) which are undergoing repair, refurbishment, maintenance, servicing, modification, enhancement, or conversion (e.g., helicopter gearboxes and vehicle engines).
Carbon Reduction Plan	The setting of clear targets for reducing Green House Gas (GHG) emissions over key timeframes and planned actions to achieve Carbon Net Zero by 2050.
Certified Scope of Supply	The criteria for which ISO 9001 has been granted. This will appear on the back of the certificate if a hard copy, and on page 2 of soft copies.
Competition	A fair and open procurement process, guarding against corruption and securing value for public funds while maintaining propriety and regularity.
Consortium Member	One or more of the parties forming a Consortium.
Consumable Spares	Items of materiel that are consumed or used to destruction, or which are otherwise regarded as consumed on issue.
Defence Sourcing Portal (DSP)	MODs strategic platform for advertising new opportunities, conducting pre-qualification, tendering and subsequently the evaluation of tenders and the award of contracts.
Environmental Policy	This is a policy that outlines the organisation's commitment to reduce its impact on the environment and provides a framework for setting objectives and targets to improve the environmental performance.
Find a Tender website	The UK e-notification service where notices for new procurements are required to be published in place of the Official Journal of the European Union. <a href="http://www.find-tender.service.gov.uk">www.find-tender.service.gov.uk</a>
GHG (Greenhouse Gases) Emissions	Greenhouse gas, any <u>gas</u> that has the property of absorbing <u>infrared radiation</u> (net <u>heat energy</u> ) <u>emitted</u> from Earth's surface and reradiating it back to Earth's surface, thus contributing to the <u>greenhouse effect</u> .
Government	HM Government runs the country and has responsibility for developing and implementing policy and for drafting Laws. Government departments and their agencies are responsible for putting government policy into practice.

Health and Safety Policy	This is a document outlining an organisation commitment and approach to managing health and safety in the workplace. The policy is ultimately signed off by the person at the head of the organisation.
Invitation to Negotiate Procedure	The documentation set issued to potential tenderer(s). This documentation is issued to differentiate and make clear that the Authority are asking for a tender that the Authority will then base negotiations on.
Legislation	Those articles that state and require the delivery of change or processes to meet statute law. For this requirement this may also include the delivery to meet Class and Naval Authority Regulation.
Lot	The Authority's name for the contract, for example, Lot 6 Workboats.
Net Zero	The net zero target refers to a government commitment to ensure the UK reduces its greenhouse gas emissions by 100% from the 1990 levels by 2050.
Potential Provider Entity	The Potential Provider, each member of any Potential Provider Consortium and each entity in a Potential Provider Supply Chain where relied upon in responding
Project Controls	The application of processes to measure project performance against the project plan, to enable variances to be identified and corrected, so that project objectives are achieved.
Quality Assurance	In accordance with ISO9001:2015: Part of Quality Management focused on providing confidence that quality requirements will be fulfilled.
Quality Management Systems (QMS)	In accordance with ISO9001:2015: Coordinated activities to direct and control an organisation with regard to quality.
Rigid-hulled Inflatable Boats (RIBs)	Light weight, high performance boat constructed with a solid hull and, inflatable sponsons around the outer edge.
Secret	Very sensitive information that requires enhanced protective controls, the use of secure networks on secured dedicated physical infrastructure, and appropriately defined and implemented boundary security controls, suitable to defend against highly capable and determined threat actors, whereby a compromise could threaten an individual or group's life, seriously damage the UK's security and/or international relations, its financial security/stability or impede its ability to investigate serious and organised crime.
Supply Chain	For the purposes of this Dynamic PQQ(s): the known Providers including Sub-contractors, Support Services and Facilities either employed/to be employed by the Potential Provider to deliver the requirement.

## **Lot Specific Questions**

### **Section 2.1 Technical Capability**

#### **Question 2.1.1 – Question 1**

##### **1. UK STRATCOM Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on highly complex high speed / high security boats, and boats similar to the boats within Annex D.

##### **2. Royal Navy (RN) / Royal Fleet Auxiliary (RFA) Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on Rigid-hulled Inflatable Boats (RIBs) and Passenger Transfer Boats, similar to the boats within Annex D.

##### **3. Ministry of Defence Police (MDP) Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on complex high security boats, and boats similar to the boats within Annex D.

##### **4. Overseas Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake international maintenance and repair work on multi-functional boats, and boats similar to the boats within Annex D.

##### **5. P2000 Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on complex large boats, similar to the boats within Annex D.

##### **6. Workboats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on complex multi-functional boats, and boats similar to the boats within Annex D.

##### **7. Army Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on complex multi-functional boats, and boats similar to the boats within Annex D.

##### **8. UK Operations Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on Rigid-hulled Inflatable Boats (RIBs) and boats similar to the boats within Annex D.

## **9. Support and Training Boats**

Please detail and provide evidence of the available tools, plant, technical equipment, and other resources that the Potential Provider has previously used to undertake maintenance and repair work on a large and diverse fleet of boats, and boats similar to the boats within Annex D.

## **Section 2.6 Security**

### **Question 2.6.1 – Question 1**

#### **1. UK STRATCOM Boats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody, up to Secret classification.

#### **2. Royal Navy (RN) / Royal Fleet Auxiliary (RFA) Boats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

#### **3. Ministry of Defence Police (MDP) Boats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

#### **4. Overseas Boats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

#### **5. P2000 Boats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

#### **6. Workboats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

#### **7. Army Boats**

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.



## 8. UK Operations Boats

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

## 9. Support and Training Boats

Please detail and provide evidence of the security arrangements, processes, and systems currently in place to manage the physical and information security of the company's site(s), facilities, materials, equipment, and vessels in their custody.

### **Estimated Lot Value Per Annum**

<b><u>Lot Number</u></b>	<b><u>Estimated Lot Value Range (VAT inc)</u></b>	<b><u>Estimated Annual Contract Value (VAT inc)</u></b>
1	£48,000,000 and £53,750,000	£7,250,000
2	£24,500,000 and £27,500,000	£3,750,000
3	£43,500,000 and £48,500,000	£6,500,000
4	£18,250,000 and £20,500,000	£2,750,000
5	£24,500,000 and £27,250,000	£3,750,000
6	£11,500,000 and £12,750,000	£1,750,000
7	£22,250,000 and £25,000,000	£3,375,000
8	£21,750,000 and £24,250,000	£3,250,000
9	£24,000,000 and £26,750,000	£3,625,000