



Maritime &
Coastguard
Agency

AERIAL SURVEILLANCE SERVICE

MARKET CONSULTATION QUESTIONNAIRE

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1 Questionnaire

The answers to the questions below are intended to inform the procurement process for the MCA Aerial Surveillance Service. The MCA would welcome a response to the questions posed.

For the avoidance of doubt, when reviewing the SSUN document, the MCA is asking for feedback on the document itself against the criteria set out in this consultation document. We are not expecting suppliers to complete the SSUN.

1.1 Suppliers' Contact Information

Please provide your responses as requested in the blue boxes.

1. Organisation Name

2. Contact Name

3. Contact Number

4. Contact Email

1.2 Feedback in relation to a future Aerial Surveillance Service

1.2.1 Solution Proposal

The MCA is interested to understand how suppliers, at a high level, would deliver the service. In responding, please ensure you address the follow key points of interest:

- A high level outline of the proposed solution
- A description of the assets and technologies which could be used to deliver the effect
- A brief description of your existing experience of this type of requirement – including the location and areas in which you operate

Response

1.2.2 Solution Delivery

The MCA is anticipating the transition stage of this project to span 3 – 4 months from December 2018 with an operational Go-live in April 2019. The MCA is keen to understand the viability of this transition timeline and what can be achieved in that period of time. When responding to this point, the MCA would ask that you consider the viability of that transition timeline, and what an optimal transition timeline would look like.

Response

1.2.3 Single Statement of User Need (SSUN) – Technical

MCA is keen to understand suppliers’ views on the technical requirements as detailed in the SSUN document. Please provide your feedback in terms of is the requirement:

- reasonable?
- achievable?
- problematic?
- missing any information that would assist suppliers in their responses?

Response

1.2.4 Rough Order of Magnitude (ROM) Costs and Timescales – 5 year contract

When looking at the totality of the requirements for an aerial surveillance service, and to help inform the business case for the Aerial Surveillance Service, please provide Rough Order of Magnitude (ROM) Costs and Timescales (both worst and best-case costs and timescales) to provide an Aerial Surveillance Service. The requirements are set out in the Aerial Surveillance SSUN document that is part of the Market Consultation.

Please provide ROM pricing and ROM timescales for an assumed contract length of 5 years (with the likelihood of a one-year extension followed by a second one year extension). When setting out ROM costs and timelines, though not essential detail to your response, you may wish to consider the following:

- Project management and Overhead Costs
- Aircraft costs
- Hourly flying rates (including fuel & burn rate)
- Personnel costs
- Fuel costs
- Standing charge costs
- Infrastructure costs
- Operating Costs
- Risk

The SSUN details the 3 potential options for utilisation of the service, in terms of hours per annum. It would be beneficial if your ROM reflected costs against these utilisation rate options.

Please provide high level timelines for best and worst case scenarios, showing key milestones and phases as appropriate.

Our key focus is on delivering a value for money solution which meets the financial envelope, which is under consideration, whilst meeting our service requirements.

Response

1.2.5 Contract Length and Procurement Route

The procurement route that the MCA is considering is Competitive Procedure with Negotiation through the Official Journal of the European Union.

The MCA would welcome industry’s views on this approach.

Response

1.2.6 Contractual

MCA is keen to understand suppliers' views on any contractual remedies which can drive performance. Please provide your views in terms of:

- The area which the remedy relates to.
- How achievable they are.
- Any anticipated problems.

Response

1.2.7 Operational Risk Mitigation Approach

Please explain how you approach mitigating operational risk in the programme.

Please include your experience and approach in dealing with issues relating to aircraft unserviceability, personnel issues, regulatory approvals and other such unbounded dependencies which could incur delays in operational delivery.

Response