

United Kingdom-Bristol: Defence services  
OJ S 76/2014 17/04/2014  
Contract notice  
Services

Directive 2009/81/EC

## Section I: Contracting authority/entity

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### I.1. Name and addresses

Official name: Ministry of Defence, DE&S Mat Strat  
Postal address: Maple 0c #2056, Abbey Wood  
Town: Bristol  
Postal code: BS34 8JH  
Country: United Kingdom  
For the attention of: Kate Ingram  
E-mail: [descdm-matstrat-commercialteam@mod.uk](mailto:descdm-matstrat-commercialteam@mod.uk)  
Telephone: +44 1179137660

#### Internet address(es):

General address of the contracting authority/entity: [www.mod.uk](http://www.mod.uk)

#### Additional information can be obtained from:

the abovementioned address

**Specifications and additional documents (including documents for competitive dialogue and a dynamic purchasing system) can be obtained from:**

the abovementioned address

**Tenders or requests to participate must be submitted:** the abovementioned address

### I.2. Type of the contracting authority

Ministry or any other national or federal authority, including their regional or local subdivisions

### I.3. Main activity

Defence

### I.4. Contract award on behalf of other contracting authorities/entities

The contracting authority is purchasing on behalf of other contracting authorities: no

## Section II: Object of the contract

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### II.1. Description

#### II.1.1. Title attributed to the contract by the contracting authority

Materiel Strategy – Managed Service Providers – Work Package 1 – Project Delivery.

#### II.1.2. Type of contract and place of performance or delivery

Services

Service category No 3: Defence services, military defence services and civil defence services  
NUTS code UKK1 Gloucestershire, Wiltshire and Bristol/Bath area

#### II.1.3. Information about framework agreement

#### II.1.4. Information about framework agreement

## **II.1.5. Short description of the contract or purchase(s)**

Defence services. Business and management consultancy and related services. The UK MOD's Defence Equipment and Support (DE&S) organisation has a requirement to appoint a number of Managed Service Providers (MSPs) to transform and improve the operation of its project delivery. For this requirement project delivery is used to describe the totality of the products and services that DE&S delivers to MOD, be it procuring new military equipment, commodities and services, supporting in-service equipment through-life or managing global logistic operations.

This requirement is part of the DE&S's wider Materiel Strategy change programme. Under the change programme, the DE&S organisation has been established as a Bespoke Central Government Trading Entity within the public sector from 1.4.2014, with new management freedoms and controls that are appropriate to its challenges and the specialist nature of its business.

### **Background**

DE&S performs a vital, bespoke and challenging role in the support of national security: it equips and supports the UK's Armed Forces for operations now and in future. In procuring and supporting new military equipment, commodities and services, supporting in-service equipment through life and managing global logistic operations, DE&S is responsible for delivering some of the most complex products and services in the world which covers some 14Bn GBP per annum of the MOD's total third party spend with industry. DE&S employs a mix of civil servants and military personnel, plus contractor staff to perform specialist roles and its internal workforce of over 12 000 personnel (as at 1.4.2014) is deployed at over 150 locations in the UK and overseas. The bulk of the workforce, however, is located on several main operating sites, with over half based at the main acquisition hub at Abbey Wood, Bristol. DE&S's activities range from the provision and support of complex platforms, such as nuclear submarines and combat aircraft, through the provision of global logistic operations in hostile environments, to the provision and support of high volume, low value items such as clothing and commodities, such as fuel and food. This often involves innovative technologies, complex safety assessments, sophisticated supply chains and a mix of sourcing strategies. The outputs from DE&S are used by the UK's Armed Forces in uncertain environments and operational roles that are subject to changing demands.

DE&S's role therefore demands best-in-class business capabilities and standards that need to be suitable for a wide range of types of products and services, of widely varying value, complexity, uncertainty/risk and criticality/priority.

### **Requirement**

The Work Package is split into four contracts covering project delivery of each of the four Domains – Land, Fleet, Air and Joint Enablers.

The MSPs will be a key provider of the services / requirements driving the DE&S Materiel Strategy change programme. They will drive a step-change improvement of project delivery across DE&S, be it procuring new military equipment, commodities and services, supporting in-service equipment through-life or managing global logistic operations. The MSPs will design, build, implement, help operate and embed a system of project management techniques and project controls across DE&S that will improve effectiveness and efficiency of its output delivery. Potential MSPs should note that DE&S is planning to appoint other MSPs for two further Work Packages – Work Package (WP) 2, Finance/Management Information /Information Technology (Fin/MI/IT) to transform and improve the operation of its financial and information management capability and Work Package (WP) 3, Human Resources, to build and embed its Human Resources capability.

To successfully deliver the requirements, the MSPs will require significant experience and know-how of delivering complex technological products and services in demanding

environments and will bring in high quality management and control techniques, including supplier management. They will have a key role in defining the behaviours required in the DE&S workforce and the MSPs' personnel must be role models of 'what good looks like' as DE&S transforms. The significant number of interfaces associated with the Materiel Strategy change programme, demands that the MSPs must adopt and be committed to a collaborative working approach.

In delivering the contract the Project Delivery MSPs shall provide sufficient suitably qualified and experienced staff to deliver the requirements. This shall include a senior individual who is capable of operating in close support of the Chief of Materiel (MOD 3\* civilian/military officer) for the relevant Domain and also staff to work in a 'rainbow' central team comprising DE&S personnel and personnel from the other Work Package MSP organisations. The MSPs shall be able to make available additional suitably qualified and experienced personnel to undertake bounded project activities within the Domains as necessary.

Companies are advised that they may bid for one or more Domains (up to all four), but will only be contracted to support a maximum of two Domains.

Companies are requested to e-mail the Materiel Strategy Commercial team once their PQQ has been uploaded, to indicate which of the Domains they are intending to bid for, and if companies are interested in more than one Domain, please list in order of preference. E-mail: [descdm-matstrat-commercialteam@mod.uk](mailto:descdm-matstrat-commercialteam@mod.uk).

An industry day for interested personnel will be held on 29 April at the Ministry of Defence, Abbey Wood, Bristol. Please register your interest in attending this event by 12:00, 24 April by sending an e-mail to: [descdm-matstrat-commercialteam@mod.uk](mailto:descdm-matstrat-commercialteam@mod.uk).

#### **II.1.6. CPV code(s)**

75220000 Defence services, 79400000 Business and management consultancy and related services

#### **II.1.7. Information about subcontracting**

#### **II.1.8. Lots**

This contract is divided into lots: yes  
Tenders may be submitted for all lots

#### **II.1.9. Information about variants**

Variants will be accepted: no

### **II.2. Scope of the procurement**

#### **II.2.1. Total quantity or scope**

The Work Package is split into four contracts covering project delivery of each of the four Domains – Land, Fleet, Air and Joint Enablers.

Companies are advised that they may bid for one or more Domains (up to all four) but will only be contracted to support a maximum of two Domains.

Only one PQQ needs to be completed regardless of the number of lots a company wishes to bid for.

Estimated value excluding VAT:

Range: between 200 000 000 and 400 000 000 GBP

#### **II.2.2. Information about options**

Options: yes

Description of options: It is anticipated that the initial contract term will be for three and a half years with 2 options to extend by 1 year (i.e. 3.5+1+1). Information on the options will be available in the Invitation to Negotiate.

### **II.2.3. Information about renewals**

This contract is subject to renewal: no

### **II.3. Duration of the contract or time limit for completion**

Duration in months: 42 (from the award of the contract)

Information about lots

Lot No: 1

Lot title: MSP WP1 – Project Delivery for the Land Domain

#### **1) Short description**

This lot covers Project Delivery for the Land Domain – the details are the same as in the main background information.

#### **2) CPV code(s)**

75220000 Defence services, 79400000 Business and management consultancy and related services

#### **3) Quantity or scope**

Project Delivery for the Land Domain.

Estimated value excluding VAT:

Range: between 50 000 000 and 100 000 000 GBP

#### **4) Indication about different time frame or duration**

Duration in months: 42 (from the award of the contract)

#### **5) Additional information about lots**

Lot No: 2

Lot title: MSP WP1 – Project Delivery for the Fleet Domain

#### **1) Short description**

This lot covers Project Delivery for the Fleet Domain – the details are the same as in the main background information.

#### **2) CPV code(s)**

75220000 Defence services, 79400000 Business and management consultancy and related services

#### **3) Quantity or scope**

Project Delivery for the Fleet Domain.

Estimated value excluding VAT:

Range: between 50 000 000 and 100 000 000 GBP

#### **4) Indication about different time frame or duration**

Duration in months: 42 (from the award of the contract)

#### **5) Additional information about lots**

Lot No: 3

Lot title: MSP WP1 – Project Delivery for the Air Domain

#### **1)**

**Short description**

This lot covers Project Delivery for the Air Domain – the details are the same as in the main background information.

**2) CPV code(s)**

75220000 Defence services, 79400000 Business and management consultancy and related services

**3) Quantity or scope**

This lot covers Project Delivery for the Air Domain.

Estimated value excluding VAT:

Range: between 50 000 000 and 100 000 000 GBP

**4) Indication about different time frame or duration**

Duration in months: 42 (from the award of the contract)

**5) Additional information about lots**

Lot No: 4

Lot title: MSP WP1 – Project Delivery for the Joint Enablers Domain

**1) Short description**

This lot covers Project Delivery for the Joint Enablers Domain – the details are the same as in the main background information.

**2) CPV code(s)**

75220000 Defence services, 79400000 Business and management consultancy and related services

**3) Quantity or scope**

This lot covers Project Delivery for the Joint Enablers Domain.

Estimated value excluding VAT:

Range: between 50 000 000 and 100 000 000 GBP

**4) Indication about different time frame or duration**

Duration in months: 42 (from the award of the contract)

**5) Additional information about lots****Section III: Legal, economic, financial and technical information**

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**III.1. Conditions related to the contract****III.1.1. Deposits and guarantees required**

Employers liability insurance of a minimum of 5 million GBP.

**III.1.2. Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them**

Payment will be via a P2P system. Potential providers should confirm they will accept payment in this way.

**III.1.3. Legal form to be taken by the group of economic operators to whom the contract is to be awarded**

If a group of economic operators submit a bid, the group must nominate a lead organisation to

deal with the Authority. The Authority shall require the group to form a legal entity before entering into the contract.

#### **III.1.4. Other particular conditions to which the performance of the contract is subject, in particular with regard to security of supply and security of information**

The Authority reserves the right to amend any condition related to security of information to reflect any changes in national law or government policy. If any contract documents are accompanied by a Security Aspects Letter, the Authority reserves the right to amend the terms of the Security Aspects Letter to reflect any changes in national law or government policy whether in respect of the applicable protective marking scheme, specific protective markings given or otherwise. The Authority reserves the right to amend any condition related to security of information to reflect any changes in national law or government policy.

#### **III.1.5. Information about security clearance**

### **III.2. Conditions for participation**

#### **III.2.1. Personal situation**

##### **Criteria regarding the personal situation of economic operators (that may lead to their exclusion) including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions: The Authority will apply all the offences listed in Article 39(1) of Directive 2009/81/EC (implemented as Regulation 23(1) of the Defence and Security Public Contract Regulations (DSPCR) 2011 in the UK) and all of the professional misconducts listed at Article 39(2) of Directive 2009/81/EC (see also Regulation 23(2) in the DSPCR 2011) to the decision of whether a Candidate is eligible to be invited to tender.

A full list of the Regulation 23(1) and 23(2) criteria are at <http://www.contracts.mod.uk/delta/project/reasonsForExclusion.html#dspr>

Candidates will be required to sign a declaration confirming whether they do or do not have any of the listed criteria as part of the pre-qualification process.

Candidates who have been convicted of any of the offences under Article 39(1) are ineligible and will not be selected to bid, unless there are overriding requirements in the general interest (including defence and security factors) for doing so.

Candidates who are guilty of any of the offences, circumstances or misconduct under Article 39 (2) may be excluded from being selected to bid at the discretion of the Authority.

#### **III.2.2. Economic and financial ability**

##### **Criteria regarding the economic and financial standing of economic operators (that may lead to their exclusion)**

List and brief description of conditions: (a) Appropriate statements from the economic operator's bankers or where appropriate, evidence of relevant professional risk indemnity insurance

(b) The presentation of balance-sheets or extracts from the balance-sheets, where publication of the balance-sheet is required under the law of the country in which the economic operator is established

(c) where appropriate, a statement, covering the three previous financial years of the economic operator, of:

(i) the overall turnover of the business of the economic operator; and

(ii) where appropriate, the turnover in respect of the work, works, goods or services which are of a similar type to the subject matter of the contract.

The information required for evaluating economic and financial ability is detailed in the Pre-Qualification Questionnaire.

Where the Potential Provider is a consortium or association of suppliers, the financial

information is required for each Potential Provider that is a member of the consortium or association. Where a Potential Provider is a subsidiary of a group, the financial information is required for both the subsidiary and parent company.

### **III.2.3. Technical and/or professional capacity**

#### **Criteria regarding the technical and/or professional ability of economic operators (that may lead to their exclusion)**

List and brief description of conditions:

(I) certification by official quality control institutes or agencies of recognised competence, attesting that the goods to be purchased or hired under the contract conform to standards and technical specifications (within the meaning of regulation 12(1)) identified by the contracting authority.

The information required for evaluating technical or professional capacity is detailed in the PQQ.

### **III.2.4. Information about reserved contracts**

#### **III.3. Conditions specific to services contracts**

##### **III.3.1. Information about a particular profession**

##### **III.3.2. Information about staff responsible for the performance of the contract**

## **Section IV: Procedure**

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### **IV.1. Type of procedure**

#### **IV.1.1. Type of procedure**

Accelerated negotiated

#### **IV.1.2. Information about the limits on the number of candidates to be invited**

Envisaged minimum number 3

#### **IV.1.3. Information about reduction of the number of solutions or tenders during negotiation or dialogue**

### **IV.2. Award criteria**

#### **IV.2.1. Award criteria**

The most economically advantageous tender in terms of Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **IV.2.2. Information about electronic auction**

An electronic auction has been used: no

### **IV.3. Administrative information**

#### **IV.3.1. File reference number attributed by the contracting authority**

MatStrat0002

#### **IV.3.2. Previous publication concerning this procedure**

no

#### **IV.3.3. Conditions for obtaining specifications and additional documents or descriptive document**

Payable documents: no

**IV.3.4. Time limit for receipt of tenders or requests to participate**

2.5.2014 - 12:00

**IV.3.5. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

8.5.2014

**IV.3.6. Languages in which tenders or requests to participate may be submitted**

English.

**Section VI: Complementary information**

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**VI.1. Information about recurrence**

This is a recurrent procurement: no

**VI.2. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

**VI.3. Additional information**

Suppliers interested in working with the Ministry of Defence should register on the MOD Supplier Information Database (SID) Register, available at [www.contracts.mod.uk](http://www.contracts.mod.uk). The MOD SID is a database of active and potential suppliers available to all MOD and UK Defence procurement personnel, and is the main supplier database of MOD Procurement organisations. Please note: the registration and publication of a company profile on the MOD SID does not mean or imply that the supplier has in any way been vetted or approved by the MOD. Suppliers wishing to compete for advertised MOD contracts must respond to any specific call for competition by submitting a separate expression of interest in accordance with the instructions of the purchasing organisation.

From 2.4.2014 the Government is introducing its new Government Security Classifications Policy (GSC) to replace the current Government Protective Marking Scheme. A key aspect of this is the reduction in the number of security classifications used. All suppliers to the Department are encouraged to make themselves aware of the changes as it may impact on this Requirement. The link below to the Gov.uk website provides information on the new GSC.

<https://www.gov.uk/government/publications/government-security-classifications>

Advertising Regime OJEU: –This contract opportunity is published in the Official Journal of the European Union (OJEU), the MoD Defence Contracts Bulletin and [www.contracts.mod.uk](http://www.contracts.mod.uk)

Suppliers must read through this set of instructions and follow the process to respond to this opportunity.

The information and/or documents for this opportunity are available on <http://www.contracts.mod.uk>.

You must register on this site to respond, if you are already registered you will not need to register again, simply use your existing username and password. Please note there is a password reminder link on the homepage.

Suppliers must log in, go to your Response Manager and add the following Access Code: 3C868FN839.

Please ensure you follow any instruction provided to you here.

The deadline for submitting your response(s) is detailed within this contract notice, you will also have visibility of the deadline date, once you have added the Access code via DCO as the

opening and closing date is visible within the opportunity.

Please ensure that you allow yourself plenty of time when responding to this opportunity prior to the closing date and time, especially if you have been asked to upload documents.

If you experience any difficulties please refer to the online Frequently Asked Questions (FAQ's) or the User Guides or contact the MOD DCO Helpdesk by emailing [support@contracts.mod.uk](mailto:support@contracts.mod.uk) or Telephone +44 8452707099.

GO Reference: GO-2014414-DCB-5604433.

#### **VI.4. Procedures for review**

##### **VI.4.1. Review body**

##### **VI.4.2. Review procedure**

##### **VI.4.3. Service from which information about the review procedure may be obtained**

#### **VI.5. Date of dispatch of this notice**

14.4.2014