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Tender

## **Defence Equipment Sales Authority (DESA) Sales Management System and Customer Relationship Tool**

Ministry of Defence

F17: Contract notice for contracts in the field of defence and security

Notice identifier: 2021/S 000-009209

Procurement identifier (OCID): ocds-h6vhtk-02ab6a

Published 28 April 2021, 10:55pm

### **Section I: Contracting authority/entity**

#### **I.1) Name, addresses and contact point(s)**

Ministry of Defence

#1261, Spruce 2B, MOD Abbey Wood

Bristol

BS34 8JH

#### **For the attention of**

Eleanna Robinson-Dambalaki

#### **Email(s)**

[Eleanna.Robinson-Dambalaki100@mod.gov.uk](mailto:Eleanna.Robinson-Dambalaki100@mod.gov.uk)

#### **Country**

United Kingdom

## **Further information**

Further information can be obtained from the above mentioned contact point(s)

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

The above-mentioned contact point(s)

**Tenders or requests to participate must be sent to**

The above-mentioned contact point(s)

## **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

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## **Section II: Object of the contract**

### **II.1) Description**

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

Defence Equipment Sales Authority (DESA) Sales Management System and Customer Relationship Tool

#### **II.1.2) Type of contract and location of works, place of delivery or of performance**

Services

Service category No 3: Defence services, military defence services and civil defence services

#### **NUTS code**

- UK - United Kingdom
- UKK - South West (England)
- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

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

The Defence Equipment Sales Authority (DESA) is responsible for managing the sale and transfer of surplus military equipment from the UK Armed Forces within the UK and overseas. DESA require a sales management tool capable of providing end to end support for Capital Equipment Sales, Commodity sales via pre-existing commodity sale agreements and Post-Sales support Carried out by DESA.

The Authority has a requirement for the provision of a Software as a Service (SaaS) Sales Management System & Customer Relationship Tool to provide end to end visibility, auditable compliance and MI for all equipment disposals and sales.

The tool shall allow:

- Declaration of materiel by DESA customers.
- Issuing of instructions to and receiving notifications to contractors tasked with collecting and selling materiel on behalf of DESA.

- Providing end to end reporting capability on all sales management activity carried out by DESA and its contractors.
- An information only link to MoD Inventory System, MJDI.
- A link to address information contained in the Defence Locations Data Service.
- Government to Government and Government to industry sale of capital assets
- Sale of parts and other items by the Post-Sales Support team.
- Maximum value up to £999M.

Duration is for 3 years plus 2, 1 year options. These options are subject to additional funding.

Personnel security vetted to SC are required to provide support which includes maintenance and support services.

Tenderers must complete a Cyber Risk Assessment on <https://supplier-cyber-protection.service.gov.uk/> using the code: RAR-K78JWBWQ.

In accordance with DSPCR 2011 Competitive Negotiated procedure, the below stages will follow:

Stage 1 – DPQQ Stage

Stage 2- Tenderers complete Initial ITN (Commercial / Technical / Price)

Stage 3 - Initial ITN Evaluation (Commercial / Technical)

Stage 4 – Negotiations

Stage 5 – Tenders complete Best and Final ITN (Commercial / Technical / Price)

Stage 6 – Demonstrations

Stage 7 – Complete Best and Final ITN Evaluation (Commercial / Technical / Price)

It should be noted that the Authority will only negotiate terms of the Contract provided and will not accept alternative sets of Terms and Conditions. However, the mandated route for MOD payments is through CP&F in line with DEFCON 522 11/17, therefore this is a non-negotiable term of Contract. Further detail regarding these stages will be included within the ITN.

A Pre-Qualification Questionnaire (DPQQ) is being issued alongside this Contract Notice to conduct down-selection based on capability to perform the contract and can be accessed at the following link: <https://contracts.mod.uk/go/716365710178F45E97AA>. The 6 highest scoring Suppliers will be invited to submit their Tender.

If you are interested in participating in this competition, expressions of interest must be made through the Defence Sourcing Portal (DSP). The direct link to this Opportunity on the DSP is: <https://contracts.mod.uk/go/0131023201791874ECB9>

### **II.1.6) Common procurement vocabulary (CPV)**

- 72200000 - Software programming and consultancy services

#### **Additional CPV code(s)**

- 72263000 - Software implementation services
- 72265000 - Software configuration services
- 72268000 - Software supply services

## **II.2) Quantity or scope of the contract**

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

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Estimated value excluding VAT:

Range: between £750,000 and £1,500,000

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

Options: Yes

Description of these options: The Requirement duration is for 3 years plus 2, 1 year options. These options are subject to additional funding.

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

This contract is subject to renewal: Yes

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

Duration in months: 36 (from the award of the contract)

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions relating to the contract**

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

The mandated route for MOD payments is through CP&F, in line with DEFCON 522 11/17

#### **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**

- All personnel responsible for providing a service to the Authority or with access to the Authority's data will have a minimum of Baseline Personnel Security Standard (BPSS) security clearance at the time of contract award.
- All data hosting will be on facilities located within the United Kingdom.
- Tool will comply with JSP 604 Defence Manual for ICT.
- Tool will be compliant with HMG Security Policy Framework (SPF)

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

Candidates which do not yet hold security clearance may obtain such clearance until: 25 October 2021

## **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**

Information and formalities necessary for evaluating if the requirements are met: Suppliers Instructions How to Express Interest in this Tender:

1. Register your company on the eSourcing portal (this is only required once)
  - Browse to the eSourcing Portal
  - Click the "Click here to register" link
  - Accept the terms and conditions and click "continue"
  - Enter your correct business and user details
  - Note the username you chose and click "Save" when complete
  - You will shortly receive an email with your unique password (please keep this secure)
2. Express an Interest in the tender
  - Login to the portal with the username/password



- Click the "PQQs Open to All Suppliers" link. (These are Pre-Qualification Questionnaires open to any registered supplier)
- Click on the relevant PQQ to access the content.
- Click the "Express Interest" button in the "Actions" box on the left-hand side of the page.
- This will move the PQQ into your "My PQQs" page. (This is a secure area reserved for your projects only)
- Click on the PQQ code, you can now access any attachments by clicking the "Settings and Buyer Attachments" in the "Actions" box

### 3. Responding to the tender

- You can now choose to "Reply" or "Reject" (please give a reason if rejecting)
- You can now use the 'Messages' function to communicate with the buyer and seek any clarification
- Note the deadline for completion, then follow the onscreen instructions to complete the PQQ
- There may be a mixture of online & offline actions for you to perform (there is detailed online help available)

If you require any further assistance please consult the online help, or contact the eTendering help desk.

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

Information and formalities necessary for evaluating if the requirements are met: Suppliers Instructions How to Express Interest in this Tender:

#### 1. Register your company on the eSourcing portal (this is only required once)

- Browse to the eSourcing Portal
- Click the "Click here to register" link
- Accept the terms and conditions and click "continue"

- Enter your correct business and user details
- Note the username you chose and click “Save” when complete
- You will shortly receive an email with your unique password (please keep this secure)

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- Login to the portal with the username/password
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- Note the deadline for completion, then follow the onscreen instructions to complete the PQQ
- There may be a mixture of online & offline actions for you to perform (there is detailed online help available)

If you require any further assistance please consult the online help, or contact the eTendering help desk.

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

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

Execution of the service is reserved to a particular profession: No

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## **Section IV: Procedure**

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

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

Negotiated

Some candidates have already been selected (if appropriate under certain types of negotiated procedures): no

#### **IV.1.2) Limitations on the number of operators who will be invited to tender or to participate**

Envisaged number of operators: 6

Objective criteria for choosing the limited number of candidates: As per DPQQ attached.

#### **IV.1.3) Reduction of the number of operators during the negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated: no

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

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

the criteria stated in the specifications, in the invitation to tender or to negotiate or in the descriptive document

#### **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**

701019373

#### **IV.3.2) Previous publication(s) concerning the same contract**

no

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

1 June 2021 - 12:00pm

#### **IV.3.5) Date of dispatch of invitations to tender or to participate to selected candidates**

11 June 2021

#### **IV.3.6) Language(s) in which tenders or requests to participate may be drawn up**

English

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### **Section VI: Complementary information**

#### **VI.1) Information about recurrence**

This is a recurrent procurement: No

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

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

#### **VI.3) Additional information**

The Contracting Authority intends to use an e-Tendering system in this procurement exercise, please visit [www.contracts.mod.uk](http://www.contracts.mod.uk) for full details and to register your interest in this procurement.

#### **VI.4) Procedures for appeal**

##### **VI.4.1) Body responsible for appeal procedures**

Ministry of Defence

#1261, Spruce 2B, MOD Abbey Wood

Bristol

BS34 8JH

**Email(s)**

[Eleanna.Robinson-Dambalaki100@mod.gov.uk](mailto:Eleanna.Robinson-Dambalaki100@mod.gov.uk)

**VI.4.1) Body responsible for mediation procedures**

Ministry of Defence

#1261, Spruce 2B, MOD Abbey Wood

Bristol

BS34 8JH

**Email(s)**

[Eleanna.Robinson-Dambalaki100@mod.gov.uk](mailto:Eleanna.Robinson-Dambalaki100@mod.gov.uk)

**VI.4.3) Service from which information about the lodging of appeals may be obtained**

Ministry of Defence

#1261, Spruce 2B, MOD Abbey Wood

Bristol

BS34 8 JH

**Email(s)**

[Eleanna.Robinson-Dambalaki100@mod.gov.uk](mailto:Eleanna.Robinson-Dambalaki100@mod.gov.uk)