

Important

This procurement has been [switched to direct award](#).

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/013151-2025>

Tender

PROVISION OF ADVENTUROUS TRAINING INSTRUCTORS - EUROPE

Ministry of Defence

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-013151

Procurement identifier (OCID): ocds-h6vhtk-04fd7f ([view related notices](#))

Published 4 April 2025, 3:07pm

Scope

Reference

713818452

Description

Provision of civilian contracted instructors to deliver directed Adventurous Training (AT) activities, mainly in the Allgäu and Harz Mountain regions of Germany, but also occasionally in other European countries. The primary User of this contract is the Joint Service Mountain Training Wing (Bavaria) (JSMTW(Bav)), which is a sub-unit of the Joint Service Mountain Training Centre (JSMTC). JSMTW(Bav) is a Unit within the Army Adventurous Training Group (AATG).

Activities include:

- Paragliding Courses

- (i) Elementary and Club Pilot (CP)
- (ii) Paragliding Club Coach (PCC) and Paragliding Pilot Training (PGT)
- (iii) Paragliding Club Pilot (PCP)

- Summer Mountaineering Courses

- (i) Foundation and Leader courses

- Rock Climbing Courses

- (i) All Rock Climbing Courses as detailed in JSP 419

- Alpine Mountaineering

- (i) All Alpine Courses as detailed in JSP 419

- Winter Climbing Courses

- (i) All Winter Climbing Courses

- Kayaking Canoeing Courses

- (i) Foundation

- (ii) K3N or O3N

- Skiing Courses

- (i) Foundation 1 and 2 Courses

(ii) Foundation 3, Ski Leader 2 & 3, ALPSKI and

SMT/SMI Instructor Courses

(iii) Ski Leader 1 Courses

(iv) Adaptive Courses

Commercial tool

Establishes a framework

Total value (estimated)

- £1,800,000 excluding VAT
- £2,160,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 8 July 2025 to 8 July 2030
- 5 years, 1 day

Main procurement category

Services

CPV classifications

- 80510000 - Specialist training services

Contract locations

- DE - Germany

Framework

Maximum number of suppliers

1

Maximum percentage fee charged to suppliers

0%

Justification for framework term over 8 years

This contract is classified as a Defence and Security Contract under Section 7 of the Procurement Act 23, specifically 7 (e) in accordance with the description of wholly military purpose including (b) the training of military personnel.

Framework operation description

The Framework will utilise a rate card and booked activities in accordance with those set out within the Schedule of Requirements. The evaluation of the price will be based on maximum number of hours allocated to the contract multiplied by the rates for each individual activity.

Award method when using the framework

Without competition

Contracting authorities that may use the framework

Establishing party only

Participation

Technical ability conditions of participation

British Association of Snowsport Instructors (BASI) Alpine Level 2 or 3 or International equivalent.

IFMGA Mountain Guide.

British Association of Snowsport Instructors (BASI) Nordic Level 2 or international equivalent.

British Association of Snowsport Instructors (BASI) Nordic Level 2 + Level 3

Mountain Safety Module or international equivalent.

Training Director – BASI Alpine Level 3 or international equivalent.

Paragliding (Award description in App1)

Mountaineering and Climbing Instructor (MCI) or UIAA recognised equivalent.

British Canoeing (BC) Sheltered water Canoe Coach

British Canoeing (BC) Kayak Coach or internationally recognised equivalent.

British Canoeing (BC) WW Kayak Coach

British Canoeing (BC) WW Canoe Coach & British Canoeing (BC) Open Water

Canoe Coach or internationally recognised equivalent.

International Mountain Leader, MCI or UIAA recognised equivalent.

IFMGA Mountain Guide

Particular suitability

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

Submission

Enquiry deadline

24 April 2025, 5:00pm

Tender submission deadline

30 April 2025, 5:00pm

Submission address and any special instructions

Please submit your tender on the Defence Sourcing Portal:
<https://contracts.mod.uk/go/265070030196011D6FC1>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

9 June 2025

Recurring procurement

Publication date of next tender notice (estimated): 1 June 2029

Award criteria

Name	Description	Type
Technical criteria	Consisting of 5 separate criteria seen within the Tender which is accessible via the Defence Sourcing Portal: https://contracts.mod.uk/go/265070030196011D6FC1	Quality
Social value	Consisting of 3 separate criteria within the Tender which is accessible via the Defence Sourcing Portal: https://contracts.mod.uk/go/265070030196011D6FC1	Quality
Cost	Total value of the tender in accordance with estimated throughput across the 5 years of the contract.	Cost

Weighting description

The evaluation will be conducted in accordance with Value For Money Index, which is a Most Advantageous Tender methodology where the non-cost score (technical/quality 90% weighting & social value 10% weighting) is divided by the tender cost to achieve the final score.

Other information

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Special regime

Defence and security

Justification for not publishing a preliminary market engagement notice

The extant contract expires 07 July 2025. It is imperative that the re-let is awarded to provide continuity to the armed forces. Without the training in place the mandated Army Adventurous Training (AT) delivery levels will not be achieved. This directly affects the 'offer' that the Army is delivering to soldiers. A loss of AT Capability will affect soldiers morale, and indirectly affect Army recruitment and retention.

Documents

Associated tender documents

[713818452-Adventurous_Training_Instructors_\(Europe\)_ITT.rtf](#)

Adventurous Training Instructors ITT

Contracting authority

Ministry of Defence

- Public Procurement Organisation Number: PHVX-4316-ZVGZ

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United Kingdom

Contact name: Tom Shields

Email: Tom.Shields102@mod.gov.uk

Website: <https://www.gov.uk/government/organisations/ministry-of-defence>

Region: UKJ36 - Central Hampshire

Organisation type: Public authority - central government