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Planning

## UK2 - Preliminary Market Engagement

Ministry of Defence

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-033232

Procurement identifier (OCID): ocds-h6vhtk-054ef7 ([view related notices](#))

Published 18 June 2025, 12:09pm

### Scope

### Reference

715104450

### Description

The Authority is inviting response to an RFI for the provision of Quality Assurance support to the Armed Forces Compulsory Drug Testing (CDT) programme. The potential provider will be able to carry out the following responsibilities:

a. conduct 'blind performance testing' of the Authority's urinalysis contractor's laboratory by providing and inserting quality assured control

samples, to replicate the collection of a sample from an individual;

b. perform on-site inspections of the urine analysis department of the Authority's urinalysis contractor;

c. conduct an audit trail of samples pre-selected by the Authority;

d. be prepared to attend any review which may arise as a result of their work, and give independent advice and evidence as required by the

Authority;

e. notify the Authority of any additional and relevant legislation or guidelines to the programme as they occur;

f. review and validate any experimental work, research or study conducted by the Authority's urinalysis contractor or by other third parties;

g. provide advice to the Authority on the technical and managerial merits of laboratories invited to tender for the re-let of the Authority's

urinalysis contract;

h. submit an annual written report to the Authority, to include a laboratory inspection report and the scientific conduct of the programme during

the previous calendar year.

The full SOR can be seen within the Opportunity Listing on the Defence Sourcing Portal:

<https://contracts.mod.uk/go/77701772019782BA8E58>

### **Total value (estimated)**

- £158,333.33 excluding VAT
- £190,000 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 1 April 2026 to 31 March 2028
- Possible extension to 31 March 2031
- 5 years

## **Main procurement category**

Services

## **CPV classifications**

- 85121292 - Urologist services
- 71900000 - Laboratory services

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## **Engagement**

### **Engagement deadline**

18 July 2025

### **Engagement process description**

REQUEST FOR INFORMATION

REFERENCE: 62085507 – The Provision of Quality Assurance to the Armed Forces Compulsory Drug Testing (AFCDT) Programme

CUSTOMER: APSG, D Pers, Ministry of Defence (The Authority)

ESTIMATED START DATE: Contract Start Date 01 April 2026

DATE RESPONSE REQUIRED: 18 July 2025

Dear Potential Provider,

We would like to notify you of a potential upcoming requirement, and by doing so we are

keen to understand where the market stands in terms of our requirement below.

The Armed Forces Compulsory Drug Testing (CDT) mission is to minimise substance misuse in the Armed Forces through implementation of the policy of Prevention, Deterrence and Regulation, to reduce the deleterious effects of Substance Misuse (SM) on Operational Effectiveness, without causing excessive wastage.

The current AFCDT is broken up into two contracts, the Urine Analysis (UA) AFCDT Contract and the AFCDT Quality Assurance Contract (QAC). This RFI only covers the AFCDT QAC requirements.

The aim of the QAC is to conduct blind performance testing by providing and inserting quality control samples. This will then assist the Authority when dealing with any legal challenges made against a positive result.

Please note the following general conditions:

- a. This RFI will help us to refine the requirement and conduct market research.
- b. We reserve the right not to proceed with this procurement. Nothing shall constitute a commitment to instigating a formal procurement process.
- c. Any and all costs associated with the production of such a response either to an RFI or any resultant competition must be borne by the Supplier. The Authority will not contribute in any way to meeting production costs of any response.
- d. Information contained within this document is confidential and must not be revealed to any third party without prior written consent from us.
- e. No down-selection of Potential Providers will take place as a consequence of any responses or interactions relating to this RFI.
- f. We expect that all responses to this RFI will be provided by Potential Providers in good faith to the best of their ability in the light of information available at the time of their response.
- g. No information provided by a Potential Provider in response to this RFI will be carried forward, used or acknowledged in any way for the purpose of evaluating the Potential Provider, in any subsequent formal procurement process that may take place.
- h. Should a Potential Provider fail to respond to this Supplier Questionnaire, it will not affect any further participation in any possible future procurement for this capability.

OUR AIMS – WHAT WE WANT TO ACHIEVE

The Customer is looking for one or more Suppliers to deliver the following aims:

- a. Monitor the collection procedures and make recommendations as appropriate.
- b. Advising on the AFCDT Standard Operating Procedures (SOP) for required updates.
- c. Attend days that an AFCDT team collects samples at a frequency agreed between the contractor and the Authority. QA visits to collection sites are normally carried out on a two monthly basis, although the actual rate may vary significantly depending upon specific issues or scientific problems.
- d. Review and advise on the training of CDTO, CA and Monitors.
- e. Submit a QA Site Inspection Report after conducting a visit to the Urine Analysis Contractors Lab.

#### WHAT WE ARE LOOKING FOR

The Customer is looking for Industry feedback on the following areas:

1. There is an appetite for a singular provider to deliver all requirements detailed in the brief as a capability under a single contract, can this be achieved by your organisation?
2. How would the potential provider seek to service the contract, which includes the provision of drug samples, IT infrastructure, communications and overall technical support throughout.
3. Do any potential providers have the current capacity to deliver the capabilities? If a potential provider has a solution or is willing to develop a solution that fulfils the requirement, please provide a summary of the solution.
4. If the potential provider does not have a current solution that meets the requirement in full, what level of investment would the potential provider envisage as a result, or would the potential provider seek to sub-contract capabilities, and how would this sub-contract capability be managed.
5. Are there any major pit falls, issues or risks with the requirement?
7. Where possible, are you able to provide a submission of a rough order of magnitude in regard to how much it would cost to fulfil this requirement in full, for 5 years.
8. Where possible, confirm the lead time to establish a robust logistical plan for the delivery of quality control dug samples and other potential lead times to have a facility that provides the service up and running.

9. If not, UKAS accredited, how long would it take for you to achieve this or similar accreditation required by the UK Government to conduct this requirement.

10. How is your service currently measured by other customers of your services i.e. Key Performance Indicators.

11. Are you able to provide examples of Key Performance Indicators?

12. What are the most applicable social value missions and outcomes that be achieved in fulfilment of the requirement?

(Please see

[https://assets.publishing.service.gov.uk/media/67ae1529e270ceae39f9e1a0/2025-02-11\\_PPN\\_002\\_The\\_social\\_value\\_model.docx.pdf](https://assets.publishing.service.gov.uk/media/67ae1529e270ceae39f9e1a0/2025-02-11_PPN_002_The_social_value_model.docx.pdf))

13. Are there any outcomes listed within the link above that provide a greater opportunity to provide social or economic benefit through delivery of the requirement? And if so, please provide justification.

## POTENTIAL PROVIDER QUESTIONS AND CLARIFICATIONS

- Potential Providers may raise questions or seek clarification regarding any aspect of this RFI document at any time prior to the Clarification Period Closure. Questions must be submitted through to the multiuser [Army-Comrcl-Procure-HC-Mailbox@mod.gov.uk](mailto:Army-Comrcl-Procure-HC-Mailbox@mod.gov.uk)

- To ensure that all Potential Providers have equal access to information regarding this Procurement, responses to questions raised by Potential Providers will be published in a questions and answers document, which will be available through the DSP.

- Responses to questions will not identify the originator of the question.

- If a Potential Provider wishes to ask a question or seek clarification without the question and answer being published in this way, then the Potential Provider must notify us and provide its justification for withholding the question and any response. If the Authority does not consider that there is sufficient justification for withholding the question and the corresponding response, the Potential Provider will be invited to decide whether:

- o the question/clarification and the response should in fact be published; or

- o It wishes to withdraw the question/clarification.

## INSTRUCTIONS FOR COMPLETION AND RETURN

- Answers should be limited to a maximum of one side of A4 per question, using Ariel

Font, Size 11.

- Once completed please save as a PDF file and return to:  
[Army-Comrcl-Procure-HC-Mailbox@mod.gov.uk](mailto:Army-Comrcl-Procure-HC-Mailbox@mod.gov.uk)
- Completed questionnaires should be returned by no later than 18 July 2025. Along with your completed responses you are invited to provide any marketing material/information that would help the MOD understand more about your organization and the market you operate in. Please note that failure to respond to this Supplier Questionnaire will not affect any further participation in any possible future procurement for this capability.

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## **Participation**

### **Particular suitability**

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

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## **Submission**

### **Publication date of tender notice (estimated)**

25 August 2025

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## **Contracting authority**

## Ministry of Defence

- Public Procurement Organisation Number: PHVX-4316-ZVGZ

Army Headquarters, Monxton Road

Andover

SP11 8HJ

United Kingdom

Contact name: Tom Shields

Email: [army-comrcl-procure-hc-mailbox@mod.gov.uk](mailto:army-comrcl-procure-hc-mailbox@mod.gov.uk)

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

Region: UKJ36 - Central Hampshire

Organisation type: Public authority - central government