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Tender

## **Phoenix 3 - White Fleet Management Services**

Ministry of Defence

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

Notice identifier: 2024/S 000-033614

Procurement identifier (OCID): ocds-h6vhtk-040de2

Published 17 October 2024, 3:22pm

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

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

Ministry of Defence

Defence & Equipment Support, Phoenix 3, Cedar 1B, #3157, Abbey Wood

Bristol

BS34 8JH

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

Phoenix 3

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

[deslevs-phoenix3@mod.gov.uk](mailto:deslevs-phoenix3@mod.gov.uk)

#### **Country**

United Kingdom

#### **Internet address(es)**

#### **General address of the contracting authority/entity**

[www.des.mod.uk](http://www.des.mod.uk)

**Electronic access to information**

<https://contracts.mod.uk/esop/guest/go/opportunity/detail?opportunityId=58627>

**Electronic submission of tenders and requests to participate**

<https://contracts.mod.uk/esop/guest/go/opportunity/detail?opportunityId=58627>

**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

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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**

Phoenix 3 - White Fleet Management Services

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

Services

Service category No 22: Supporting and auxiliary transport services

**Main site or location of works, place of delivery or of performance**

Various sites around the UK and some overseas.

**NUTS code**

- UK - United Kingdom

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

The Authority is seeking to engage a suitable Supplier to deliver centralised White Fleet Management in the UK and overseas.

Planned contract award is November 2025. This contract shall replace the existing contract, which is due to expire in February 2026.

The initial contract term shall be 5 years, with the option of extending for up to five one-year periods. As such, the contract shall have a total possible duration of 10 years.

The total estimated Project Value is £1,773,000,000.00 (£1.773bn) excluding VAT.

The time limit for completion of the DPQQ is 18/11/2024, 12:00 (GMT).

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

- 50111000 - Fleet management, repair and maintenance services

**Additional CPV code(s)**

- 48810000 - Information systems
- 48813000 - Passenger information system
- 48813200 - Real-time passenger information system
- 50111100 - Vehicle-fleet management services

**II.1.7) Information about subcontracting**

The tenderer has to indicate in the tender any share of the contract it may intend to subcontract to third parties and any proposed subcontractor, as well as the subject-matter of the subcontracts for which they are proposed

The tenderer has to indicate any change occurring at the level of subcontractors during

the execution of the contract

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

This contract is divided into lots: No

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

Variants will be accepted: No

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

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

The Authority is seeking to engage a suitable Supplier to deliver centralised White Fleet Management in the UK and overseas. White Fleet shall consist of both lease and rental, and cover various type of vehicles: passenger car, minibus, coach, light van, cargo, (light and heavy including trailers).

The chosen Supplier shall undertake White Fleet Management Services, this includes:

- (1) Procurement Agent services; acting on behalf of the Authority to source vehicles through Government Frameworks (where available and best value for money) and providing end-to-end contract management. The Supplier shall source the Authority's requirements via Government Frameworks OR via tender on behalf of the Authority if the requirement is outside of the Government Framework's scope, or better value for money from can be obtained. In exceptional circumstances, the Supplier may be able to fulfil requirements via their own supply chain only if better value for money can be evidenced and,
- (2) Fleet Management - the Supplier shall be responsible for ensuring the Authority's fleet of vehicles is managed efficiently, both in terms of cost and operational delivery, with the aim to improve efficiency, reduce costs and provide compliance with Government legislation and,
- (3) Implementation and maintenance of an online Fleet Management Information System (FMIS). The FMIS shall include information regarding the operation of their fleet, including, but not limited to, the management of lease vehicles, rental booking management, invoicing, telematics data, producing reports and monitoring the usage of the fleet.

Planned contract award is November 2025. This contract shall replace the existing contract, which is due to expire in February 2026. A suitable transition period has been included to ensure continuity of supply.

The initial contract term shall be 5 years, with the option of extending for up to five one-year periods. As such, the contract shall have a total possible duration of 10 years.

The estimated total value is £1,773,000,000.00 (£1.773bn) excluding VAT.

The Fleet Management Services (total estimated at £92.065 million excluding VAT across 10 years) forms a relatively small portion of the Contract value with the majority of cost being driven by 'pass-through charges' for the cost of the vehicle hire or lease (total pass-through charges estimated at circa £1.681bn excluding VAT, across 10 years). The costs of the vehicle hire or lease shall be paid to the vehicle Suppliers. The Contract includes provisions for the Supplier to take advantage of Gainshare opportunities.

The bidder shall request to participate via completion of the Dynamic Pre-Qualification Questionnaire (DPQQ). The DPQQ and the criteria for passing the DPQQ (DPQQ Guidance) is accessible on the Defence Sourcing Portal (DSP). The DSP link for the DPQQ is set out above in this Notice. The time limit for completing the DPQQ is 18/11/2024, 12:00 (GMT). Following successful completion of the DPQQ, the Authority may invite the successful bidder/s to tender through release of the Invitation to Tender (ITT).

The ITT is planned for release early December. The Authority will shortlist a maximum of four suppliers through to the next stage of the procurement process. In the case of a tie the Authority reserves the right to increase the maximum number being invited to tender at its discretion. Following release of the ITT, a Tenderer's Conference shall be scheduled. It is anticipated that the conference will be held on 18/12/2024. Please note that this date is subject to change and will be confirmed upon ITT release. Supplier attendance is actively encouraged.

The Cyber Risk Profile of the Contract is assessed as High, as defined in Def Stan 05-138.

Estimated value excluding VAT:

£1,773,000,000

### **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: 120 (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.1.1) Deposits and guarantees required**

The contract terms and conditions shall be enclosed in the Invitation to Tender (ITT). The ITT shall be issued to bidders that are successful in the down-selection phase (DPQQ).

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

The contract terms and conditions shall be enclosed in the Invitation to Tender (ITT). The ITT shall be issued to bidders that are successful in the down-selection phase (DPQQ).

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

The contract terms and conditions shall be enclosed in the Invitation to Tender (ITT). The ITT shall be issued to bidders that are successful in the down-selection phase (DPQQ).

### **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: Selection and exclusion criteria are set out in the DPQQ, available on the Defence Sourcing Portal.

**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: Selection and exclusion criteria are set out in the DPQQ, available on the Defence Sourcing Portal.

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

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

Information and formalities necessary for evaluating if the requirements are met: Selection and exclusion criteria are set out in the DPQQ, available on the Defence Sourcing Portal.

### **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)**

Information and formalities necessary for evaluating if the requirements are met: Selection and exclusion criteria are set out in the DPQQ, available on the Defence Sourcing Portal.

#### **Criteria regarding the technical and/or professional ability of subcontractors (that may lead to their rejection)**

Information and formalities necessary for evaluating if the requirements are met: Selection and exclusion criteria are set out in the DPQQ, available on the Defence Sourcing Portal.

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## **Section IV: Procedure**

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

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

Restricted

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

Envisaged number of operators: 4

Objective criteria for choosing the limited number of candidates: Selection and exclusion criteria set out in the procurement documents (DPQQ Guidance).

### **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**

707920450

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

Notice number: [2023/S 000-031092](#) of 20 October 2023

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

18 November 2024 - 12:00pm

#### **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-sourcing system (Defence Sourcing Portal) 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.

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.

For transparency, the Contracting Authority notes that external consultants are supporting the Authority to administer this procurement. This includes commercial and project staff to administrate the DPQQ and ITT.

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

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

Defence & Equipment Support

Phoenix 3, Cedar 1B, #3157 MOD Abbey Wood

Bristol

BS34 8JH

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

[deslevs-phoenix3@mod.gov.uk](mailto:deslevs-phoenix3@mod.gov.uk)

**Country**

United Kingdom