

## Switched to direct award

This procurement has been switched to direct award after an [unsuccessful competitive tendering procedure](#).

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/038551-2025>

Award

## PROVISION OF ADVENTUROUS TRAINING INSTRUCTORS - EUROPE

Ministry of Defence

UK5: Transparency notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-038551

Procurement identifier (OCID): ocds-h6vhtk-055be6 ([view related notices](#))

Published 9 July 2025, 12:08pm

## 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). JSMTC 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

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## **Contract 1. PROVISION OF ADVENTUROUS TRAINING INSTRUCTORS - EUROPE**

### **Supplier**

- [Way Beyond](#)

### **Contract value**

- £3,700,000 excluding VAT
- £4,440,000 including VAT

Above the relevant threshold

### **Earliest date the contract will be signed**

31 July 2025

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

- 8 October 2025 to 7 October 2030
- 5 years

## **Main procurement category**

Services

## **CPV classifications**

- 80510000 - Specialist training services

## **Contract locations**

- DE - Germany

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## **Participation**

### **Particular suitability**

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

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## **Other information**

### **Conflicts assessment prepared/revised**

Yes

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## **Procedure**

### **Procedure type**

Direct award

### **Direct award justification**

Switching to direct award

Army Commercial (the Authority) conducted an Open Competition for the Provision of Adventurous Training Instructors - Europe. One tender was received, which was deemed non-compliant". Therefore, in the absence of tenders, suitable tenders or applications in response to the competitive process undertaken, the Authority shall enter into negotiations with Way Beyond (Germany) Poststraße 1

87541 Bad Hindelang / Germany, Registered Company Number 09780123. (The intended Contractor) to achieve a compliant bid.

This requirement shall be placed in accordance with the UK Procurement Act 2023, section 43 (Switching to direct award), paragraph (1) (a) – (c), pursuant to paragraph 6 of Schedule 5 (Direct award justifications).

This Contract has not yet been awarded; the purpose of this notice is to show the Authority's intent to enter into negotiations with the intended Contractor.

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## **Supplier**

## Way Beyond

- Public Procurement Organisation Number: PZBX-8445-YNPW

Poststraße 1

Bad Hindelang Allgäu

87541

Germany

Email: [info@waybeyond.de](mailto:info@waybeyond.de)

Website: <https://waybeyond.de/>

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Contract 1. PROVISION OF ADVENTUROUS TRAINING INSTRUCTORS - EUROPE

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## Contracting authority

### Ministry of Defence

- Public Procurement Organisation Number: PHVX-4316-ZVGZ

Monxton Road

Andover

SP11 8HJ

United Kingdom

Contact name: Tom Shields

Email: [tom.shields102@mod.gov.uk](mailto: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