



*Royal Netherlands
Army*

Market Consultation

Custom Engineered Vacuum Furnace

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Colophon

Commander Royal Netherlands Army
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Intellectual property

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1. INTRODUCTION

Reason and purpose market consultation

The Commander Royal Netherlands Army, on behalf of the Logistic Centre Woensdrecht (LCW), is preparing a tender for a possible agreement for the delivery of a Custom Engineered Vacuum Furnace and cooling system. Before publishing this tender, the Commander Royal Netherlands Army has decided to consult the market.

The information gathered in this market consultation will primarily be used to determine whether the functional and/or other requirements for this Custom Engineered Vacuum Furnace can be met, if the delivery can be realized within the available budget and, therefore, if this delivery can be carried out in the way it was intended. As the list of requirements will usually not have been completed at this stage, the information of the respondents could lead to adjustments in the functional and/or other requirements. Secondly, the information obtained will be used to identify the most potential suppliers. The information obtained will **not** be used to draw up a shortlist.

Furthermore, the results from this market consultation will be used by the Commander Royal Netherlands Army to determine a suitable procurement strategy. Based upon the nature of the good it is likely to assume that the tender will be published as a contract notice for supplies according to Public Contract Law.

You are not requested to provide highly detailed information or a concrete offer. The Commander Royal Netherlands Army would appreciate your effort to provide some global information concerning the possible participation of your company in the future tender.

2. Description organization

Commander Royal Netherlands Army

The Commander Royal Netherlands Army ensures that military personnel have modern, robust and safe materiel to work with. The Commander Royal Netherlands Army is involved in the procurement and maintenance of army materiel.

The Commander Royal Netherlands Army maintains army materiel throughout its entire life-cycle. After procurement, the Commander Royal Netherlands hands over the purchased materiel to the relevant armed forces Service, which is then responsible for its sustainment. The logistics divisions of the Service then ensure maintenance and further distribution of the materiel.

Logistic Centre Woensdrecht (LCW)

The Royal Netherlands Air Force is a modern, high-tech armed forces Service that contributes to peace and security on a global basis. For this purpose, it has highly-qualified personnel, aircraft, helicopters and other weapon systems at its disposal.

The Logistics Centre Woensdrecht (LCW), part of Royal Netherlands Air Force, manages the availability of military aviation- and mission support systems. With a skilled committed crew and a unique combination of means, the LCW delivers technical and logistic services. Together with (inter)national partners LCW guarantees the agreed performances at the lowest possible cost by flexible usage of people and means. The LCW continuously improves its performances by investing in innovation, people and means.

3. Procedures and planning

Procedures

The market consultation will be conducted in writing in the English language. At this stage, the Commander Royal Netherlands Army has no intentions to plan meetings with suppliers. Respondents are requested to use either the English or the Dutch language. With this document suppliers are able to obtain a global view of the project and some specific items which the Commander Royal Netherlands Army would like to investigate.

Respondents should bear in mind that it is the Commander Royal Netherlands Army's decision whether or not to commence with the next phase and in what way.

Therefore, it should be noted that:

- with receipt of this market consultation, it may not be inferred that (pre)contractual contacts with the Commander Royal Netherlands Army have arisen, nor that a contract will be placed, nor that the project will be executed as currently envisioned, nor that the company of the respondent will automatically appear on the tender list;
- this retains the right to change the contents of the program and/or to end the program, without being obliged to pay any form of compensation.
- all costs with regard to the completion of this market consultation must be borne by the respondents and will not in any way be reimbursed by the Commander Royal Netherlands Army.

By responding to this RFI the respondent agrees to the above mentioned conditions. In the event that the respondent decides not to participate, he is kindly requested to inform the Commander Royal Netherlands Army by e-mail (as mentioned hereunder).

The Commander Royal Netherlands Army has the right to use any information provided by respondents for the future tender. All questions and answers will be shared with all participants (respondents). If certain information is commercial and/or technical in confidence, this must be explicitly marked by the respondent. All correspondence regarding this market consultation must be sent to:

jf.ernst@mindef.nl

Please refer to : "Custom Engineered Vacuum Furnace"

The respondent is kindly requested provide the point of contact (name, address) when participating in this market consultation. All communication regarding this market consultation will be conducted by e-mail.

The following planning will be applicable:

Step	Action	Date
1	Publishing market consultation on TenderNed and TED	2-2-2016
2	Closure date for issuing questions	22-2-2016
4	Replying of questions/answers to all participants (respondents)	25-2-2016
5	Closure date market consultation	1-3-2016

Planning

Depending upon, among others, the results of this market consultation, the Commander Royal Netherlands Army is planning to publish a contract notice in the 2nd quarter of 2016.

4. Context

Background / User profile

Due to safety regulations and a change in the Technical Orders, the current Hydrogen Furnace, operated by 981 Squadron of LCW is already decommissioned and demands to be replaced. The Vacuum Furnace is used for heat treatment of aircraft (engine) components. The Custom Engineered Vacuum Furnace should fit in the current infrastructure.

Description delivery and services

The possible future tender will (roughly) contain:

A delivery agreement for:

The delivery and installation of a Custom Engineered Vacuum Furnace and cooling system, the provision of maintenance support and training courses, the delivery of documentation, spare parts, components and special tools.

A maintenance agreement for:

- Preventive and corrective maintenance
- Technical assistance
- The delivery of spare parts, components, special tools and test equipment.

Procurement Custom Engineered Vacuum Furnace

The scope of delivery will be 1 ea. Custom Engineered Vacuum Furnace, including a cooling system, which should be delivered and operational before the end of 2016 in Woensdrecht in the Netherlands.

5. Finally

The questions in annex A are the essence of this market consultation. You are requested to answer them as completely as possible.

The questions should be regarded together within the context of paragraph 4.

Your remarks and/or supplements are highly appreciated and can relate to various aspects such as: financial, organizational, practical, technical and/or legal aspects but can also relate to the planning.

If you have any questions about this market consultation please feel free to contact the e-mail address as mentioned in paragraph 3.

Finally on behalf of 981 Squadron of LCW, the Commander Royal Netherlands Army would like to thank you in advance for the effort you will make by participating in this market consultation.

Annex A – Questionnaire market consultation

I – General questions about your company

1. What is the name of your company?
2. Is your company autonomic or does it belong to a larger holding?
3. What is/are the addresses of your company ?
4. Which persons (functions) are responsible for answering this market consultation?
5. Who is the point of contact for this market consultation? Please provide telephone number(s) and e-mail address(es).
6. Please describe relevant partnerships with other companies.
7. Is your company certified according to a quality management system (for example ISO)?
8. Please give a summary of the most significant orders over the last 3 years.

II – Questions regarding Annex B - Condensed Program of Requirements

9. Can you make a general statement on the condensed Program of Requirements with respect to Custom Engineered Vacuum Furnace
10. Can you describe your solutions for compliancy with the condensed Program of Requirements, addressing the individual requirements one at the time?
11. If a requirement cannot be met, please explain and make a suggestion for an alternative way or an adjusted norm.
12. Can you estimate the required time frame to design, develop and build a Custom Engineered Vacuum Furnace and cooling system?
13. Can you estimate a time frame for the entire carry-out of delivery and making operational of the Custom Engineered Vacuum Furnace and cooling system, taking a 2 months validation period into account?

14. Can you make a recommendation how to organize the execution of maintenance in the Netherlands?

III – Questions regarding maintainability

Regarding the maintenance of the Custom Engineered Vacuum Furnace different logistics support scenarios are possible. One of them is the 'co-operation' scenario. This means that the Commander Royal Netherlands Army intends to enter a multi-year co-operation with the contracted supplier for maintenance of Custom Engineered Vacuum Furnace.

For the Commander Royal Netherlands Army, the main objective of this co-operation is: 'having Custom Engineered Vacuum Furnace against lowest operational costs during its life of type'. In order to achieve this main objective, the following basic principles have been defined:

- Focus on achieving high level of operational use
- Co-operative relationship in which the supplier can perform without penalties
- Optimization of life cycle costs
- Supplier will be given maximum space to decide how he chooses to fulfill his obligations

15. What is the expected number of maintenance hours (preventive and corrective) per year considering the given number of operating hours per year? What is the service interval?

16. What would be a reasonable maximum amount of downtime (as a result from preventive and corrective maintenance, excluding damage repair) to demand per system per year?

17. Above which level of operating hours will the cost of maintenance significantly increase?

18. If any, which (legal) inspections, as part of the preventive maintenance, are applicable to your system?

19. What is the average (expected) energy consumption per operating hour of the system?

20. The furnace is located at the southern part of The Netherlands. Please describe the way you would service (ILM and DLM) the furnace.

IV Price-information

21. For budgetary purposes, please give a graduated calculation for the delivery of one Custom Engineered Vacuum Furnace, preferably in €, DAP Woensdrecht/Netherlands excluding VAT according to Incoterms 2010, and broken down into estimated costs, possible adjustments or reengineering of the building infrastructure, assembly and installation of the required furnace, and costs for deployment of (subcontracted) personnel.
22. Could you name the main cost-drivers?

Finally

23. Please state here any other technical/commercial information that you consider indispensable for the Custom Engineered Vacuum Furnace and the thorough understanding of your response.

ANNEX B - Condensed Program of Requirements

Requirements to be met by the vacuum furnace:

Compliant to the Aerospace material specification (AMS) 2750	
Type:	Vertical top loader
Internal dimensions	ø150 cm, H 250 cm
Minimum vacuum	0.2 micron Hg (2.8×10^{-4} millibar/hPa) a vacuum that is smaller than 0.2 micron Hg is better.
Max. vacuum leak-up rate	20 microns per hour (measured over a period of at least 15 minutes) is required, a vacuum leak-up rate that is smaller than 10 micron Hg per hour is better.
Heating	Electrical
Atmosphere	Argon required and air cooling is optional
Temperature range	0 – 1300° Celsius
Accuracy	In accordance with AMS 2750, Furnace Class 3 (§3.3.1)
Thermocouples	≥ 15 items, in accordance with AMS 2750
Specific heating and cooling cycles do apply.	

Requirements to be met by the cooling:

The vacuum furnace must have its own cooling system that must realize a controlled and, therefore, safe situation at all times. This cooling system must be offered by the contractor.

A cooling that is not less than 40°F (22°C) per minute to 1100°F (593°C) and not less than 15°F (8°C) per minute from 1100° to 1000°F (593° to 538°C) is required. Any convenient rate may be used below 1000°F (538°C).

If an additional cooling unit is required for the correct operation of the equipment, the principal shall assume that it will be offered by the contractor.

Requirements to the supplier:

- The principal requires that the supplier and maintainer have proven experience in the area of vacuum furnaces and heat treatment of aviation components.
- The principal requires that the supplier and maintainer have a worldwide representation with a dealer network in Europe.