



Defence Materiel Organisation
Ministry of Defence

Market Consultation

Tentsystem for Military Expeditionary Operations

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Annex 1 Questions

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1. Introduction

1.1 Reason and purpose market consultation

The Defence Materiel Organisation (DMO), on behalf of the Royal Netherlands Armed Forces (RNLAf) is preparing a tender for a possible agreement for a mobile Tent System for Military Expeditionary Operations (TSMEO). Before publishing this tender, the DMO has decided to consult the market first. We ask you to answer the questions as mentioned on Annex 1.

The information gathered in this market consultation will primarily be used to determine whether the functional and/or other requirements for the TSMEO can be met. As the list of requirements will not be complete at this stage, the information of the respondents could lead to adjustments in the functional and/or other requirements. The information obtained will **not** be used to draw up a shortlist.

Furthermore, the results from this market consultation will be used by the DMO to determine a suitable procurement strategy. The procurement will be conducted according to EU directive 2004/18 procurement contracts for public works, public supply and public service and the "Gewijzigde Aanbestedingswet 2012", which was implemented on 01-06-2016.

1.2 Description organisation

Defence Materiel Organisation

The DMO ensures that military personnel have modern, robust and safe materiel to work with. The DMO is involved in the procurement, maintenance and sale of materiel.

The DMO maintains Defence materiel throughout its entire life-cycle, from purchase via sustainment to disposal, whether ships, aircraft, helicopters, vehicles, fuel, ammunition, clothing, computer systems or weapons are involved.

After procurement, the DMO hands over the purchased materiel to a specific service in the Royal Netherlands Armed Forces, which is then responsible for its sustainment. The logistics divisions of this service then ensure maintenance and further distribution of the materiel. Maintenance can be done by the service or in cooperation with industry. This RFI also is to investigate what the possibilities for maintenance are.

Participating Armed Forces

At this moment the RNLAf need a mobile TSMEO.

2. Systems

2.1 User profile

The TSMEO will primarily be used for military expeditionary operations. The TMSEO will be tested every year during a training and/or an exercise. The TSMEO will be used during military expeditionary operations all over the world and will be used as a housing facility for 8 to 12 personnel, or an office facility for 8 to 12 personnel or for storage.

2.2 Number of systems

At this point in time, the scope of delivery will be 170 - 190 mobile TSMEO.

2.3 Current Program Of Requirements (POR)

2.3.1

Regarding the **configuration** of the TSMEO the following requirements are currently applicable:

- a. End Life of Type (ELOT) 10 – 15 years
- b. Total weight between 80 -120 kgs
- c. As few components as possible
- d. Set up with a maximum of 4 personnel
- e. Set up time < 20 minutes
- f. Suitable to be carried by maximum of 4 personnel
- g. Suitable to be (air)transported on an (several) euro pallet(s).
- h. Prepared for electricity integration (light and heating and/or cooling)
- i. TSMEO must be connected to another tent
- j. Ground cover/sheet has to be robust because of surface
- k. Provided with an integrated light system. Preference for the most efficient light system.

2.3.2

Regarding the **use** of the TSMEO the following profile is applicable:

- a. The TSMO will be used for housing and/or office and/or storage.
- b. If deployed in a mission the TSMO will be operational for at least 2 years.
- c. Accommodates 8 – 12 personnel, living space > 6m² per person, office space > 6m² per person.
- d. The surface on which the TSMEO will be deployed will most of the times be hard (concrete or tarmac). Useable under the climate conditions A1, A2, A3, B1, B2, C0 and C1 according to AECTP-200 and AECTP-300. Additional, the requirement for the maximum temperature is up to 55 degrees Centigrade. Also should the TSMEO be able to be deployed and stay functional at an atmospheric pressure between 80kPa and 110kPa, wind speed up to 90 km/h (additional wish is up to 120 km/h and it should be protected against lightning struck according to NEN 1014/VG 95372.
- e. Preferable ground cover/sheet with a 'water barrier' of at least 20 – 30 cm or another solution to prevent water from entering the interior of the TSMEO.
- f. Possibility for creating compartments in the TSMEO, for example private spaces.

3. Maintenance and support concepts

The State use a maintenance concept that exists of three levels. In each level the state of work differs. The State wants to know for each level , what the state of work is for that level.

3.1 Description of maintenances levels.

This paragraph elaborates on the maintenance levels and the requirements the supplier has to fulfill. It describes the way the State defines the three maintenance levels. However, the maintenance activities depend on the systems of the supplier. The maintenance activities required for the systems of the supplier can be clarified in "ANNEX 1 Questions" of this market consultation.

A. Maintenance at OLM level

Organic Level Maintenance (OLM) will be executed by the user of the system. The primary task of the user is to carry out a particular military task. Maintenance is for preparing for deployment and is, therefore, a secondary task.

The following applies to OLM maintenance:

- The user is usually not technically trained.
- It should be possible to carry out OLM maintenance in operational conditions ('in the field'), without the availability of maintenance facilities.

Expected OLM tasks:

- Cleaning and completing the material and keeping it clean and complete.
- Preventive maintenance before, during and directly after use ('daily' maintenance).
- Periodic preventive maintenance.
- Simple corrective maintenance, like replacing lamps and fuses.

Organic Level Maintenance (OLM) will be performed by the State in all three concepts.

B. Maintenance at ILM level (except for military operations)

Intermediate Level Maintenance (ILM) will be performed either by the State (Concept 1 and 2) or by the supplier (Concept 3). In case ILM will be performed by the State (Concept 1 and 2), a fallback option will be contracted such that the tasks can be performed by the supplier at request of the State.

The following applies to ILM maintenance:

- ILM maintenance staff is usually technically trained.
- It should be possible to trace back any technical malfunction to the failing component.
- It should be possible to carry out ILM maintenance in operational conditions ('in the field'), with limited maintenance facilities (mobile workplaces).
- If special tools and spare parts are needed, the limited space in the mobile workplaces should be taken into account.

Expected ILM tasks:

- Periodic preventive maintenance.
- Corrective maintenance by replacement of components and simple repairs. This includes the replacement of separate replaceable components.
- Repairs because of damage.

C. Maintenance at DLM level

Depot Level Maintenance (DLM) will be performed either by the State (Concept 1) or by the supplier (Concept 2 and 3). In case DLM will be performed by the State (Concept 1), a fallback

option will be contracted such that the tasks can be performed by the supplier on request of the State.

The following applies to DLM maintenance:

- DLM maintenance staff is technically trained.
- DLM maintenance will be executed in special static workplaces.
- Advanced tools and measuring and testing equipment can be used.

Expected DLM tasks:

- Corrective complex maintenance that cannot be performed at ILM level
- Repairing of components ('repairables').
- Damage repair.
- Revisions.

Maintenance during military operations

During military operations maintenance by the supplier might be required.

3.2 Overview of the maintenance concepts for the TSMEO

Three concepts are considered. These concepts all contain:

- Delivery of the systems,
- Maintenance,
- Inspections,
- Managing of spare parts,
- Documentation,
- Training and
- Delivery of data.

The concepts differ to what extent the supplier is involved in the maintenance tasks.

The three concepts are:

A. Concept 1- delivery of the systems, support, maintenance only as fallback option:

In this concept the supplier delivers the systems, the training, the documentation, the spare parts and data. The State executes all maintenance activities based upon the training delivered by the supplier. A fallback option will be contracted for ILM and DLM maintenance such that the tasks can be performed by the supplier on request of the State.

OLM Requirements for concept 1:
OLM will be performed by the State.

B. Concept 2 - delivery of the systems, support, DLM maintenance included, ILM as fallback option:

In this concept the supplier delivers the same amount as described in concept 1, but the supplier also executes the DLM maintenance. A fallback option will be contracted for ILM maintenance such that the tasks can be performed by the supplier on request of the State.

OLM will be performed by the State.

DLM Requirements for concept 2:

- The DLM maintenance will be performed in workshops of the supplier.
- The supplier will be responsible for the transfer of the TSMEO between the location of the MoD and the workshop of the supplier.

- The corrective maintenance will be performed by the supplier within 30 days after the failure has been reported to the supplier.
- The supplier is responsible for preventive and corrective maintenance and the State will be charged a yearly fee for this responsibility. The yearly fee will be based on the actual number of maintenance hours.
- Costs will be calculated based upon fixed rates and subsequent calculation of hours.

C. Concept 3 - delivery of the systems, support, ILM & DLM maintenance included:

In this concept the supplier delivers/performs the same amount as described in concept 2, and in addition also executes the ILM maintenance.

OLM will be performed by the State.

DLM Requirements for concept 3:

- The DLM maintenance will be performed in workshops of the supplier.
- The supplier will be responsible for the transfer of the TSMO between the location of the State and the workshop of the supplier.
- The corrective maintenance will be performed by the supplier within 30 days after the failure has been reported to the supplier.
- The supplier is responsible for preventive and corrective maintenance and the State will be charged a yearly fee for this responsibility. The yearly fee will be based on the actual number of maintenance hours.
- Costs will be calculated based upon fixed rates and subsequent calculation of hours.

In case the maintenance is performed by the supplier:

- The ILM maintenance will be performed within Europe in workshops of the supplier.
- The supplier will select an address within the Netherlands where the TSMO will be collected. This can be an address of the State or an address of the supplier or one of his subcontractors. The supplier is responsible for the transfer of the TSMO between the appointed location and the workshop of the supplier.
- The corrective maintenance will be performed by the supplier within 1 week after the failure has been reported to the supplier.
- The supplier is responsible for preventive and corrective maintenance and the State will be charged a yearly fee for this responsibility. The yearly fee will be based on the actual number of operating hours.
- The costs for damage repair will be billed on the basis of subsequent calculation.

Figure 1 gives an overview of the concepts. A concept will usually be contracted for the Life Of Type.

		Concept 1: Maintenance excluded		Concept 2: DLM only		Concept 3: ILM & DLM	
		Supplier	MoD	Supplier	MoD	Supplier	MoD
Maintenance	Maintenance at OLM level (always)		■		■		■
	Maintenance at TIM level (except for military operations)		■		■		■
	Maintenance at ILM level (during military operations)		■		■		■
	Maintenance at DLM level (except for military operations)*		■		■		■
	Inspections	■		■		■	
Support	Delivery of spare parts and tool sets	■		■		■	
	Documentation	■		■		■	
	Training	■		■		■	
	Delivery of data	■		■		■	

* Maintenance at DLM level will not be performed during military operations

Figure 1: Maintenance concepts 1

4. Concepts of Procurement

The DMO also studies on several options for the acquisition. At this moment we are investigating two options:

Option 1: Ordering the TSMEO (approximately 170 till 190) in a delivery agreement.

Option 2: Setting up a framework agreement with a duration of four years. In that case we can order the TSMEO in the amount we need at that moment for the agreed prices and delivery times.

5. Procedures and planning

5.1 Procedures

The market consultation will be conducted in writing in the English language.

Respondents are requested to use either the English or the Dutch language.

With this document respondents are able to obtain a global view of the project and some specific items which the DMO would like to investigate.

Respondents should bear in mind that it is the DMO'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 DMO 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;
- the DMO 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 DMO.

By responding to this RFI the respondent agrees to the above mentioned conditions.

The DMO has the right to use any information provided by respondents for the future tender, for example to draw up the requirements and/or to determine a suitable procurement strategy. The information will however be processed anonymously and all price information will be treated as commercial in confidence. If certain other information is commercial and/or technical in confidence, this must be explicitly marked by the respondent.

If necessary, the DMO can decide, based upon the information gathered from the market consultation, to invite or visit respondents to obtain more specified information. Before any visit, a written questionnaire will be sent to the respondent.

All correspondence regarding this market consultation must be sent to:

fhe.meester@mindef.nl

Please refer to : "market consultation for a mobile Tent System for Military Expeditionary Operations (TSMEO)".

The respondent is kindly requested to 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	Activity	Date
1	DMO	Publishing of market consultation on Tendered	12-12-2016
2	Participants	Closing date for issuing questions for all participants (respondents)	10-01-2017
3	DMO	Replying answers to all participants (respondents)	24-01-2017
4	Participants	Closing date for sending information concerning the market consultation after the questions and answers.	07-02-2017
5	DMO	Evaluation of the received information from all participants	08-02-2017
6	DMO	Sending of the final report to all respondents (this report will also be added as an annex to the tender)	As soon as available.

5.2 Planning

Depending upon, among others, the results of this market consultation, the DMO is planning a tender (Request for Quotation) in the second quarter of 2017.

5.3 Instructions

The questions in the Annex 1 are the essence of this market consultation. You are requested to answer them as completely as possible. The questions should be regarded together with the context which is described in this market consultation.

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 5.1.

Finally the Royal Netherlands Armed Forces and the Defense Materiel Organization would like to thank you in advance for the effort you make by participating in this market consultation.

ANNEX 1 QUESTIONS

This annex gives you an overview of all the questions we like to be answered in this RFI.

1. Question from chapter 2. Systems.

Regarding the POR, DMO has the following questions:

- a. Can you inform me whether or not the requirements and the described profile is realistic? If not can you tell me why not.
- b. Is it possible to deliver the requested TSMEO that fits the requested requirements and profile? If not can you tell me why not.
- c. Under what conditions is it possible to deploy the TSMEO on a soft surface as in the woods?
- d. Is it possible to implement a climate control system in/on to the roof / walls of the TSMEO.
- e. Is it possible to add a solar system in/on to the TSMEO in order to make the TSMEO self-supporting for energy.
- f. Since it is not yet known where the TSMEO will be deployed, in which colors can the TSMEO be provided and is it possible to have the TSMEO painted in the required colors in a later stage?
- g. Are there any developments that exceed the requirements for the requested configuration and or the requirements for use?

2. Questions from chapter 3 Maintenance and support concept.

- a. During military operations, maintenance by the supplier might be required. Are you willing (how and where) to support this maintenance?
- b. What are the tasks the State has to perform on each level of maintenance?
- c. What are the tasks the supplier has to perform on each level of maintenance?
- d. Can you specify this to the three concepts?
- e. Can you give an estimate of the costs per concept?

3. Questions from chapter 4 Concepts of procurement.

Option one: Can you give budgetary price and availability information in case we order the TSMEO (190 each) with a delivery agreement.

Option two: Can you give budgetary price and availability information in case of a framework agreement when we order:

- | | |
|----------|--|
| 1 - 10 | TSMEO (budgetary price €..... delivery time.....weeks) |
| 11 - 25 | TSMEO (budgetary price €..... delivery time.....weeks) |
| 26 - 50 | TSMEO (budgetary price €..... delivery time.....weeks) |
| 51 - 100 | TSMEO (budgetary price €..... delivery time.....weeks) |

- a. Are there possibilities to upgrade the TSMO? For instance when innovative products are developed will it be possible to apply them in the TSMO or when a climate system or other any complimentary system is required, is it possible to implement them in the TSMO? If yes, which systems can you supply us with?
- b. Can you also give us estimated prices for the additional items if applicable?
- c. Are there possibilities for leasing the TSMEO? If so which options do you have and what do they cost?