



Northern  
Lighthouse  
Board

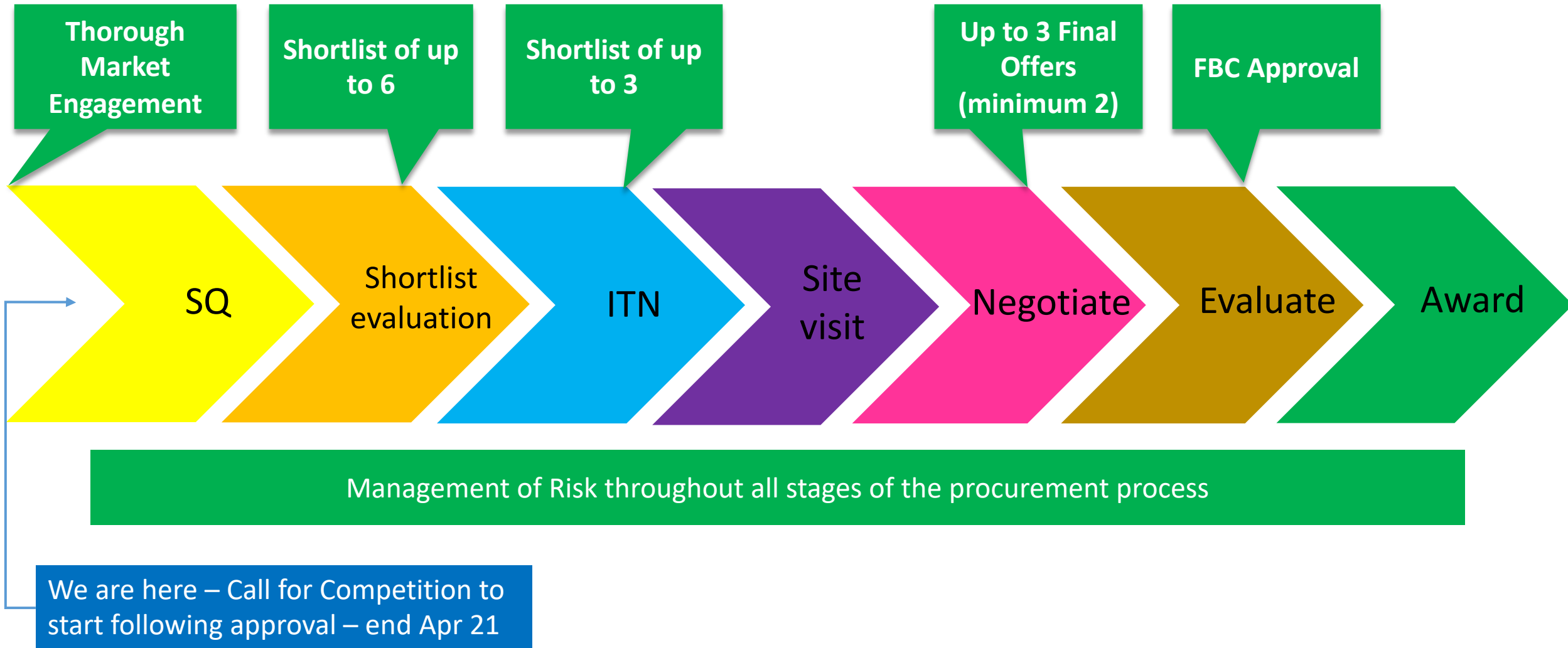
# Vessel Replacement Project Industry Engagement

## Procurement Update

Colin Brolly

NLB Procurement Manager

# Procurement Route



# Selection Questionnaire

Area	Aspect	Criteria	Also addressed	
Financial	Historical Financial Information - Unqualified Accounts	Pass / Fail	Modern Slavery	Social Value; Engagement of Apprentices; Corporate Integrity
	Impact of COVID-19 - Latest Financial Information			
	Builder's / Parent / Other Guarantor			
	Completion of Financial Assessment Tool			
	Certificate of Accuracy			
Technical	Experience / Capability	Weighting available when SQ published	Responsible Sourcing	
	Layout of Premises			
	Equipment & Tool Configuration			
	Organisation / Supply Chain			
	Health, Safety, Environment & Quality			

- Social Value to be built into contract terms.
- SQ balanced to ensure the most technically capable suppliers progress with the assurance of financial resilience.
- It is anticipated that up to SIX suppliers will be shortlisted to be taken to ITN stage.

# Outputs of Selection Questionnaire

## Financial Assurance

- COVID-19 impact on finances
- Build guarantee understood
- Lessons learned from similar projects:
  - Agreed negotiated outcomes will be written into the contract prior to award.
  - Financial Stability covered in SQ and throughout tender process.
  - Assessment of previous and current capabilities being assessed.

## Social Value

- Modern Slavery assessed
- Apprentices encouraged
- Approach to Supply Chain Management
- Greener solutions promoted

## Technical Expertise

- Capability understood
- Bidders understanding of Design
- Facilities & organisation capable of delivery

## Fairness to All

- Assessment consistent
- Transparent throughout all stages

Build commitments into final contract terms

# Invitation To Negotiate

Area	Aspect
<b>ITN Stage 1 (Technically Weighted)</b>	Bidders' capability in meeting the minimum design criteria
	Supply chain perspective
	Social Value
	Indicative Pricing
	Delivery Timelines
<b>ITN Stage 2 (Commercially Weighted)</b>	Commercial Aspects
	Design Optioneering
	Contract Terms
	Financial Assurance

ITN weightings have still to be agreed.

## Site Visits

- Corroboration of SQ submission
- Review of process and documentation
- Tour of facilities



Northern  
Lighthouse  
Board

# Outputs of Invitation to Negotiate

## Technical Assurance

- Ability to fulfil all minimum standards
- Proven project management
- Design corroborated

## Social Value

- Environmental benefits
- Apprentices
- Sustainable sourcing
- Greener solutions
- Prompt payment of supply chain

## Commercial Efficiency

- Price established and improved on
- Delivery timelines guaranteed
- Financial Build Guarantee confirmed.

## Reporting of UK Content

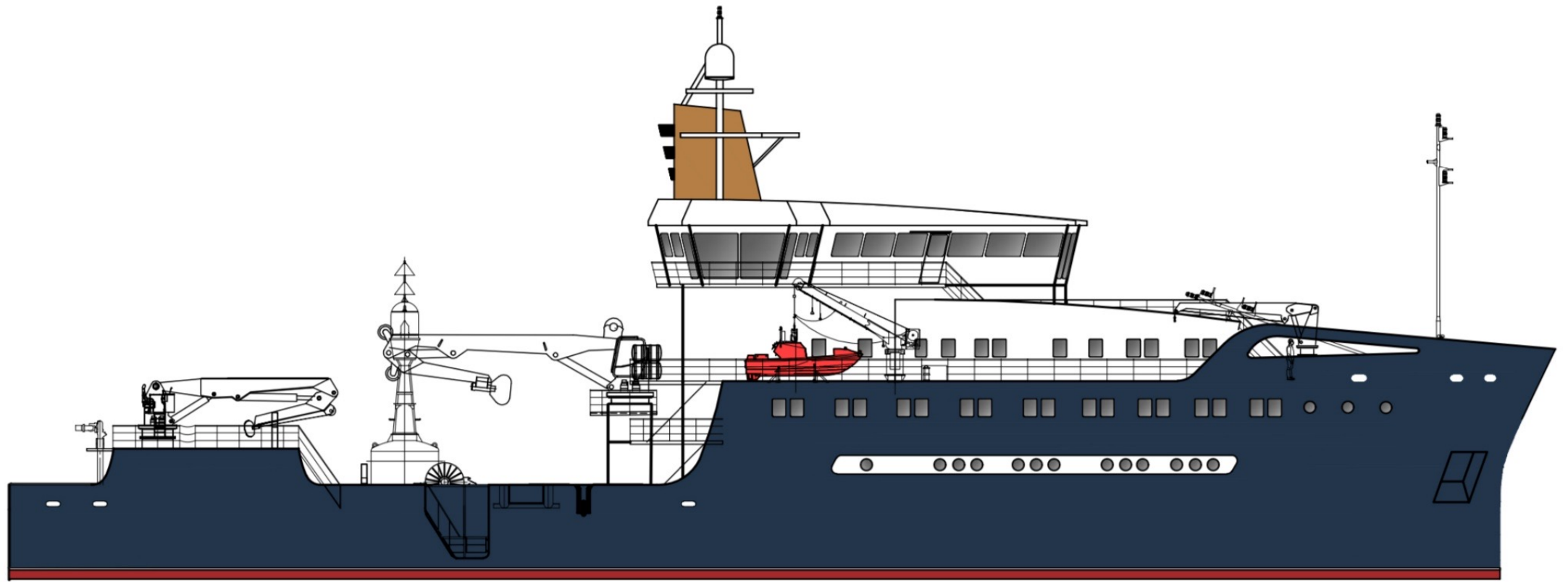
- All UK sources will be identified and reported.

Build commitments into final contract terms

# Timeline

Task	*Planned Timeline
<b>PIN Published</b>	Complete – October 2020
Outline Business Case submission to DfT and Cabinet Office	Early 2021
<b>Industry Day</b>	26 February 2021
<b>Industry Q&amp;A Sessions</b> (Technical and Commercial)	Technical held on 13 April 2021 Commercial held today 20 April 2021
<b>Selection Questionnaire Process</b>	April – July 2021
<b>ITN Process</b>	August 2021 – April 2022
Full Business Case submission to DfT and Cabinet Office	Spring/Summer 2022
<b>Contract Award</b>	Summer 2022
Design and Build Period	Summer 2022 – Autumn 2024

*\*dates are indicative and subject to change*





# Disclaimer

Please note that the information made available will be shared solely for the purposes of market engagement. This does not indicate or imply that NLB will proceed with the vessel replacement project in the manner described or at all, and NLB reserves the right to amend its approach at any time prior to the formal launch of a procurement process.

- NLB reserves the right to amend and/or update its approach at any time before the formal launch of a procurement process.
- NLB has no liability for the accuracy, adequacy, or completeness of any information shared today.
- Attendees are in no way guaranteed consideration for future business or work from NLB, whether in relation to this project or any other.
- NLB will not be liable for costs incurred by any party attending this event.
- NLB reserves the right to keep a record of any queries and to circulate such queries to interested parties.

