

How to Win Business with UKAEA

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Agenda

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2. Routes to Market
3. Tenders
4. Bidding
5. Evaluation/Award
6. Contract Forms
7. Checklists
8. Sources of Information

UKAEA's Procurement Objectives

- Support UKAEA's mission to lead the commercial development of fusion power and related technology
- Help position the UK as a leader in sustainable nuclear energy
- To deliver value for money
- Procure in a fair, transparent, open and impartial way, in compliance with relevant regulations and standards
 - Recognise contribution that small businesses can make
- Improved service delivery now and in the future
- External spend c. £65M pa across very broad range of categories

Routes to Market

- Simple purchase orders (current maximum £20,000) – not usually advertised
- Contracts Finder
 - UKAEA below-threshold tenders (£4.5M works, £180k supplies/services)
- Contracts Finder and Official Journal of the EU (OJEU)
 - CCS collaborative supply agreement tenders
 - UKAEA framework agreement tenders
 - UKAEA above-threshold tenders
- What's a PIN?

Tenders

- Usually – ‘Open Procedure’
- Sometimes – ‘Negotiated Procedure’, ‘Innovation Partnerships’, etc.
- Sometimes – ‘mini-competitions’ under CCS framework agreements
- Selection Criteria (capability/capacity) vs Award Criteria (MEAT)
- Exclusions grounds – mandatory/discretionary
- Questions
 - Pass or fail / scored / calculated
 - Weightings
 - Scoring thresholds

Typical Selection Criteria

Selection Criteria	Assessment	Weighting
General Information	Mandatory for information purposes only	n/a
Economic and Financial Standing	Pass/Fail	n/a
Health, Safety & Environment	Pass/Fail	n/a
Quality & GDPR	(Potential Exemption) Pass/Fail	n/a
Equality and Ethics	(Potential Exemptions) Pass/Fail	n/a
Technical & Professional Ability	Scored	100%
		100%

Typical Award Criteria

Section / Question	Sub-Weighting	Section Weightings
Delivery		
1) Design & Engineering Strategy and Assurance	32%	60%
2) Resources, Schedule & Schedule Assurance	16%	
3) Project Controls & Risk	16%	
4) Commissioning & Pre-Operations	16%	
5) Commercial & Procurement	8%	
6) Health, Safety, Quality & Environmental	8%	
7) Construction & Installation	4%	
DELIVERY TOTAL	100%	
Commercial		
1) Price	50%	40%
2) Price Assurance	25%	
3) Other commercial questions	25%	
COMMERCIAL TOTAL	100%	

Bidding – Joint Bids

- Collaborative bids encouraged
 - Join our networking directory
 - Attend industry days/meet the buyer events
 - ‘Nuclear’ experience not always necessary
 - Mid-tender interviews for some work packages
- SME involvement encouraged
 - Selection/award criteria designed to include SMEs
 - Guidance in documents to help companies unfamiliar with process
 - Support available (e.g. ‘How to Write a Good Tender’ workshops)
- UKAEA will generally judge selection criteria ‘in the round’

Getting Started

How to Write a Good Tender

- Comply with the Tender Instructions - answer the question, obey page limits, include all necessary information
- Understand the Specification and make sure you can meet the requirements in the Specification
- Read the questions and any benchmarks for assessment
 - Work out how the scoring system works
 - Ask any queries during the allotted period – never guess
- Underpinning is vital – explain and critique your approach and solutions
 - Play to strengths but also identify and mitigate weaknesses
 - Don't assert without evidence
 - Don't rely on best-case scenarios - consider risks and opportunities at every step
- Submit by the deadline – unless force majeure, late tenders won't be accepted

Example Question

PQQ Ref	Question	Question Weighting	Benchmarks for Assessment	Benchmark Score
F1-1	<p>Case Studies – Work Scope-Specific</p> <p>Candidates are requested to demonstrate their experience and abilities through the provision of three project case studies that your organisation has been involved in the last 5 years. All Case studies should provide and demonstrate evidence of your organisation's experience and capability in relation to the requirement described in Section 3 with specific and relevant work carried out in highly regulated environment.</p> <p>Note. That these do not need to be Nuclear orientated projects</p> <p>State your level of design responsibility for each case study.</p> <p>Provide client references for each case study. Note: references may be taken up to confirm accuracy of responses</p> <p>Your response should be limited to 15 pages.</p>	100%	<p>Benchmarks for Assessment</p> <p>Satisfactory demonstration of expertise and experience on contracts with requirements similar to (or greater than) those outlined in the requirement.</p> <ul style="list-style-type: none"> • Three (3) case studies provided • The combined detail of the three case studies demonstrates the ability to deliver a minimum 50% or better of the minimum requirements in a Highly Regulated Environment • Evidence proactive management of and process for escalating issues, problems and bottlenecks to the client • Successful minimisation of delays and compensation events • Proactive management and delivery of technically complex solutions • Examples of clear benefits in terms of cost, schedule, quality and safety <p>If references taken up these confirm accuracy of information provided.</p> <p>Substandard demonstration of expertise and experience given on contracts with requirements similar to (or greater than) those outlined in the requirement.</p> <ul style="list-style-type: none"> • Three (3) case studies provided • The combined detail of the case study does not include satisfactory demonstration of the minimum requirements. • Evidence of undertaking Works in a Highly Regulated Environment given in 2 cases. <p>If references taken up these confirm accuracy of information provided.</p>	<p>3</p> <p>2</p>

Requests for Clarification

You can ask questions during the tender period – direct all questions to UKAEA's single point of contact for the procurement

Questions and their answers will be anonymised and shared with every bidder so everyone is treated equally, unless the question is commercially confidential

Questions are collated with responses and sent out intermittently during the tender period.

Don't be afraid to ask a question, even if you think its trivial. All questions are relevant.

Evaluation Process

What happens after I submit my tender?

- An evaluation process in line with the timetable set out in the tender. This may involve clarifications or interviews
- Decision is notified to bidders
- Standstill period (minimum of 10 days), which provides time during which the bidders can challenge the decision
- Once the standstill period has expired the contract(s) will be awarded

Contract Forms

Supplies NEC3 Supply Contract Terms and Conditions

UKAEA standard PO conditions used for Contract Data pts 1 & 2

Services NEC3 Professional Services Contract

Works NEC3 Engineering and Construction Contract

Frameworks NEC3 Term Services Contract

Short versions sometimes used

Checklist – How to Win Business with UKAEA

- Register on our Networking Directory and come to supplier events
- Review current contract opportunities on
 - Contracts Finder
 - Tenders Electronic Daily (TED)
- and future projects on, for example, the RACE Industry Opportunities webpage
- Subscribe to TED and Contracts Finder to receive notifications of contracts within your specified fields of interest
- Register with STFC Tenders Opportunities Service

Checklist – How to Win Business with UKAEA

- Understand the rules of the game
- Invest time and effort in learning what good looks like:
 - Attend client workshops/industry days/meet the buyer events
 - Win or lose, obtain detailed feedback on every tender
 - Have a reuse library for building proposals
 - Create references from project completion reviews
- Build a network of buyers, peers, and potential allies
- Have a consistent process for assessing opportunities
- Get organised: prepare, plan, produce, review, polish

Sources of Information

UKAEA <https://www.gov.uk/government/organisations/uk-atomic-energy-authority>

CCS <https://ccs-agreements.cabinetoffice.gov.uk/procurement-pipeline>

STFC <http://tenderopportunities.stfc.ac.uk/>

RACE <http://www.race.ukaea.uk/opportunities/>

ESS Procurements <https://europeanballationsource.se/industrial-suppliers>

Contracts Finder <http://www.gov.uk/contracts-finder>

TED (OJEU) <http://ted.europa.eu>

Networking directory victoria.fox@ukaea.uk

RACE procurement rob.harries-harris@ukaea.uk