



Met Office

Delivery Partnerships Framework Agreement:
Pre-Procurement Early Market Engagement



SECTION ONE

INTRODUCTION AND INSTRUCTIONS

1.01 Who We Are

The Met Office is a trading fund within the Department for BEIS, operating under set targets. Recognised as a world leader in providing weather and climate services, the Met Office employs more than 1,900 people at 60 locations throughout the world. As the UK's National Weather Service, it provides a range of weather and climate services to many public and private sector organisations. It also represents the UK within the World Meteorological Organisation (WMO) and plays a prominent role in international meteorology.

1.02 Purpose of this Pre-Procurement Document

This pre-procurement briefing document has been produced to provide information for suppliers to respond to this exciting opportunity. It provides an overview of the key topics for discussion so that suppliers can consider what contributions they can make to inform the Met Office's thinking on sourcing of the required capabilities.

1.03 Purpose of the Early Market Engagement

This Framework will provide a fantastic opportunity to work with the Met Office who are a global leader in the delivery of weather, climate science and other services. This is an opportunity to be part of and help shape a leading edge approach for the future procurement of Delivery Partnerships. The Met Office encourages suppliers of all sizes and with relevant different skills and capabilities to take part in this Early Market Engagement, which will help to inform, shape and design the right future procurement approach.

The Met Office will require capability and experience to include the following areas: data modelling, data science, delivering transformative technology programmes and agile software development and support of products and services. This potential future procurement will be open for individual suppliers and Consortia to apply and further details will be provided in any Invitation to Tender documentation issued.

The information, data, comments, or reactions obtained will be used as research for a potential future procurement exercise.

1.04 Additional Information for Potential Suppliers

In addition to this document, a PowerPoint presentation is also provided which contains more detail about the organisation, our cultures and values as well as information on how we currently structure delivery of software products and services - the aim of the presentation is to provide suppliers with further background on current Met Office thinking, processes and challenges. This will allow suppliers to provide better information in response to this early

market engagement document, which will give Met Office valuable market feedback on potential solutions, costs and support the Met Office in developing a plan for the next steps.

We welcome any questions or requests for information in addition to this presentation – these should be submitted in line with section 1.09 below.

1.05 Supplier Response

Interested suppliers will need to submit further information about their offerings. Details of what is required from suppliers is available in Section 3 below.

1.06 Next Steps Following the Supplier Response

All of the information gathered during the market engagement will then inform the procurement strategy to recommend the most viable ways of sourcing the required capabilities. The Met Office looks forward to receiving the supply market's inputs which will help contribute towards shaping the procurement of the required capabilities.

1.07 Contact and Response Information

Please submit responses via the Met Office procurement portal by the deadline specified in the schedule below. Please reference ***Met Office Delivery Partnerships Framework Agreement***.

If the ongoing COVID-19 situation impacts your current ability to engage with us, please let us know, so we are aware of your future interest.

Point of Contact:

Aled Evans- Category Manager- Technology
Fitzroy Road, Exeter
Devon, EX1 3PB
United Kingdom

Email:

aled.evans@metoffice.gov.uk

1.08 Early Market Engagement Schedule

| Event | Date |
|---|----------------------------|
| Early Market Engagement commences (Prior information Notice advertised and | 20 th July 2020 |

| | |
|--|------------------------------------|
| supplier access to information and response for completion) | |
| Deadline for submissions of questions and requests for clarification | 10th August 2020 |
| Deadline for Submission of Responses | 17th August 2020 |

1.09 Questions and Requests for Clarification

Please submit any questions or requests for clarifications about this early market engagement in writing using the portal by the deadline for submission of questions and requests for clarification identified in the schedule above.

Suppliers should request clarification of any issues within the Early Market Engagement documentation which are not clear, or any errors, omissions or concerns which they may believe may impact on the success of this exercise. If we consider that a query raises an issue which may have an effect on the market engagement process, all organisations may be notified of both the query and the answer.

1.10 Terms of use of this Pre-Procurement Briefing Document

This Pre-procurement briefing document is provided solely for the purposes of obtaining feedback from interested suppliers on the potential commercial opportunities and market feasibility to provide the required capabilities. It summarises certain aspects of the potential procurement but does not purport to contain complete descriptions of all such potential arrangements nor does it describe all arrangements that have been or may be entered into in relation to any possible procurement. Any structures and capabilities described in this document are proposals only and should not be taken as final. The recipient of this document (the 'recipient') should note that the information contained in this document is preliminary in nature and is subject to amendment and completion.

No decision has been made as to the form of any procurement and as with all public procurements it is subject to approval. Accordingly, no reliance should be placed on any information contained in this document and no representation or warranty, express or implied, is or will be made, and no responsibility or liability is or will be accepted by the Met Office or any of its advisors as to the accuracy, adequacy or completeness of such information within this document.

This document is not intended to form the basis of any investment decision or other evaluation by the recipient and does not constitute and should not be considered as a recommendation by any person in connection with the project.

Each party to whom this document is made available should, at its own cost and expense, make its own independent assessment of the procurement opportunity as it may deem necessary.

This document is written and provided in good faith; Met Office reserves the right to alter any aspect of this document, or to not proceed with the procurement in any way.

In submitting a response to the Questionnaire, participating suppliers:

- (a) acknowledge that the information provided within their responses could potentially be disclosed to stakeholders of Met Office. Suppliers are therefore invited to clearly identify any information within its response that it considers is commercially sensitive; and
- (b) confirm that they have not and they will not:
 - (i) canvass responses for acceptance with any Met Office staff, or discuss responses with the media;
 - (ii) attempt unlawfully to fix or fix with any other person, the amount (including rates and prices to be quoted) of any prospective tender;
 - (iii) enter into any agreement or arrangement with any other person that purports to prevent any person from submitting a response to this questionnaire, or any subsequent pre-qualification questionnaire or tender; and
 - (iv) offer, give or agree to give any inducement or reward in respect of this prospective procurement.

For the avoidance of doubt, the above provisions shall not restrict any supplier in respect of lawfully discussing responses with their professional advisers or prospective consortium partners. It is for suppliers themselves to ensure that any such discussions are held in compliance with all applicable laws, including competition and procurement laws.

The Met Office presently may use the feedback from this exercise to develop its requirements for the procurement, and any information or solutions provided which are proprietary or commercially sensitive should be highlighted.

Potential bidders will not be prejudiced by any response or failure to respond to the Questionnaire. Potential bidders must also note that a response to the Questionnaire does not guarantee an invitation to participate in this or any future procurement that Met Office may conduct, nor that Met Office will procure any such supply and/or services or accepts any proposals offered. The Met Office reserves the right to depart from all or some of the proposals set out (expressly or impliedly) in this Early Market Engagement.

SECTION TWO

GOAL AND BACKGROUND INFORMATION

2.01 Goal and Background Information

The Met Office (est. 1854), is the United Kingdom's National Meteorological Service. An executive agency and trading fund of the Department for Business, Energy and Industrial Strategy.

Our purpose is helping you make better decisions to stay safe and thrive. We fulfil our purpose by:

- providing weather and climate-based products and services, such as weather forecasts, weather warnings and climate evidence and advice, when our customers need them and in a way that meets their expectations
- making best use of public finances, scientific knowledge, data, information and technology across all our processes to bring greater benefits to our customers, stakeholders and society as a whole
- maintaining technical rigour in our science, forecasts and collection and handling of data to assure the provenance and quality of our outputs

The Met Office makes meteorological predictions across all timescales, from weather forecasts to climate change. Our solutions and services meet the needs of many communities of interest, including; the general public, government, defence, broadcasters and online media, civil aviation, marine, transport and almost every other industry sector.

The Met Office employs around 1900 staff, in 60 locations worldwide, with the majority of our teams located at our head office, located in Exeter UK. It is important to note that the Met Office complies to BS EN ISO 9001:2015, UK government Cyber Essentials and the EU Inspire directive.

2.02 The “Delivery Partnerships” Framework Concept

This Framework will support the Met Office to award a number of potential future contracts which will include Delivery Partnership relationships of both a tactical (e.g. one-off developments) and strategic (longer term project and programme requirements) nature. The estimated value of £30 million for this Framework is based on the potential demand and varying length of contracts which the Met Office may seek to award through it.

Please refer to the Delivery Partnerships PowerPoint presentation which provides information on the Met Office, its strategic direction and current and future ways of working, for more information.

The potential framework will help transform the Met Office by supporting the following Strategic Actions identified by the MO:

- Developing and nurturing capability partnerships
- Delivering a Common Met Office Data Platform
- The future of Operational Meteorology (FOOM)
- Exploiting the future of data sciences
- Taking a common approach to customer data services

The Met Office is therefore considering establishing a framework with a number of companies who can help with that transformation, both by bringing new skills and knowledge and by bolstering the capacity and capability of existing Met Office teams to deliver required outcomes. This should also include being able to supply additional resource to augment teams if and where further gaps are identified, ensuring up-skilling is provided if required. This does not include contingent labour which the Met Office have separate contractual arrangements in place for.

The Met Office's new strategy requires a significant step change in technology systems, resources and ways of working. This is encapsulated in a number of 'Strategic Actions'. Several of these actions will be realised via programmes of work with both customer benefit and technology at their heart.

The amount of change ahead is large and many of these changes are interrelated and complex, and the Met Office cannot make these changes alone. By extending our capacity and capability, we can move faster and focus on the areas we add real value by leveraging the expertise of partners.

2.03 Possible Layout of the Lotting of the "Delivery Partnerships" Framework

The MO is looking at two conceptual alternatives for the structure of this framework: (1) a number of lots based on clusters of skills required and (2) a lotless approach where suppliers are selected via reported capabilities for further competition. Views are sought via the questionnaire in section 3 on these two approaches.

SECTION THREE

RESPONSE FORMAT AND CONTENT

3.01 Response Preparation Instructions

Please complete the Excel Spreadsheet titled 'Delivery Partner SFIA Requirements and Supplier Response'. Within this spreadsheet there is a worksheet named '1. Response Instructions', which provides information on how suppliers should complete the relevant areas to respond to this Early Market Engagement. Your response will support the Met Office to understand how the Delivery Partnerships Framework should be designed (including any 'lotting' approach as appropriate).

Please also comment on the outlined approaches so that we can understand what is of interest to potential suppliers.

The Met Office is also seeking views on likely consortium bids. Please share your views on this via the appropriate tab of the workbook.

The completed document should be uploaded to the Proactis portal by the 17th August 2020