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Defence Digital

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RFI and PQQ Case Study – In-Depth

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RFI and PQQ Case Study – In-Depth

Topics

1 – Defence Digital Categories Overview

2 – SKYNET 6 RFI Case Study

3 – SKYNET 6 NSS PQQ Case Study





DEFENCE DIGITAL CATEGORIES OVERVIEW

■ Enabling organisation for the delivery of Digital services and capabilities.

- I. Provides direction and coherence in development and exploitation of Digital technologies for Defence.
- II. Primary delivery agent for Defence core digital systems and services (c.£2bn-£3bn annual spend).

Digital Categories		Space	Networks	Hardware & Services	Software	Professional Services
<u>Defence Digital</u>	<u>DE&S</u>					
<ul style="list-style-type: none">• SKYNET 6 (Military SATCOM)	<ul style="list-style-type: none">• PNT• ISR		<ul style="list-style-type: none">• Fixed and Data Networks• Mobile and Voice Networks• Strategic Services• Next Generation Communication Networks	<ul style="list-style-type: none">• Business Enterprise Services• IT Support Services• Workplace and Foundation Services• Hardware & Peripherals• TacSys	<ul style="list-style-type: none">• Applications• Enterprise Software• Agreements• Crypto Services• Cloud & Hosting Services• AI	<ul style="list-style-type: none">• Digital Professional Services• DIPS Framework



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SKYNET 6 RFI Case Study

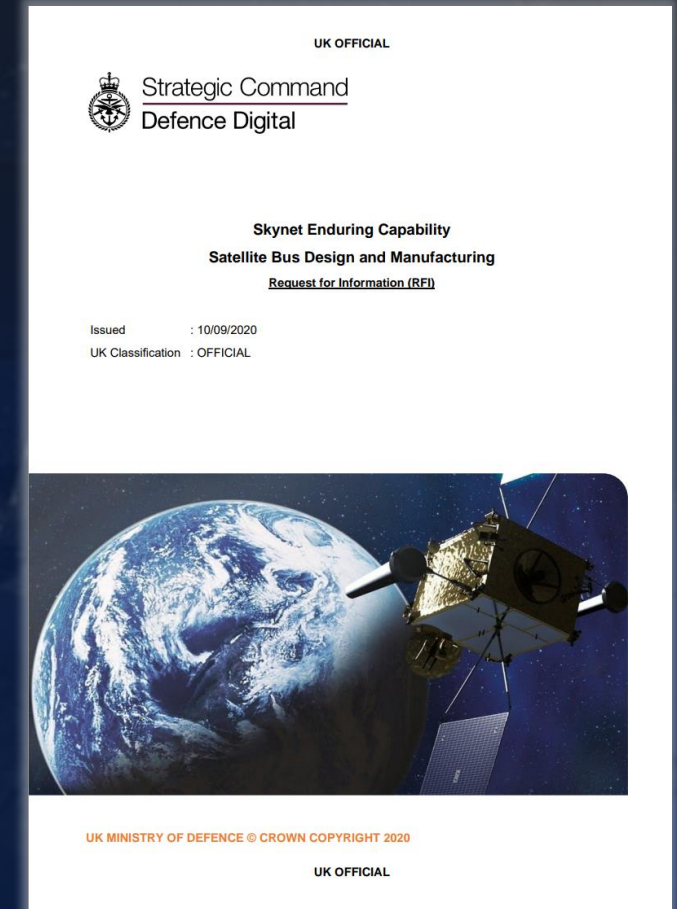
Satellite Bus Design and Manufacturing

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Requests for Information (RFIs)

- ❑ RFIs are a key form of communication and information gathering between Departments and Industry.
 - I. Some of the fundamental principles of public procurement are:
 - a. Non-discrimination
 - b. Equality of treatment
 - c. Transparency
 - II. This extends to activities such as:
 - a. Requirements development
 - b. Information analyses used to support decision-making.
 - III. Procurers very often use formal, open and transparent methods to share information with industry, to help maintain equality of treatment in the market.
- ❑ RFIs will often contain background and context to a capability requirement, along with specific questions to be answered.
 - I. Pay attention to the types of questions being asked, as this will provide an insight into the Dept's thought process and priorities.
 - II. RFIs are often followed-up by one-to-one sessions with respondents. This is dependent on the quality of the written response.
 - III. Participating in RFIs is a very important method for you to engage with Govt. procurement, and ensure that your company's capabilities are known to relevant project teams.





SKEC Satellite Bus Design & Manufacturing RFI

Basic Structure of the RFI

- I. There is an Introduction and Background section that describes the purpose of the information gathering exercise.
- II. There is also a brief description of a high-level requirement.



Pay attention to any Disclaimers or similar wording



Current Anticipated Requirement

The MOD is still developing and refining the requirement for this aspect of the SKEC programme, however the points below provide our current thinking on specification:

- Geostationary, military grade, sovereign operated satellites;
- One or more satellite in each tranche;
- UHF, X-Band and Military Ka-Band payloads;
- Satellites may have more than one payload;
- S-Band for launch and early operations (LEOP) and recovery;
- Inter-satellite links;
- MOD to supply aspects of the STT&C system as Government Furnished Assets (GFA);
- Delivered under Assured Capability constraints¹;
- Hardened to NATO NCIA Nuclear Service Assurance Level 2, higher or equivalent;
- In-service dates anticipated to be between 2028 and 2032;
- 15 years in-service life.

Disclaimer

The description of SKEC and other aspects of the SKYNET programme provided in this document are subject to change without notice or consultation. The MOD will not be held liable for any decisions or investments made based on the information contained in, or inferred from, this document.

Please note it is the responsibility of the respondent to ensure that appropriate rights of distribution are in place for all information shared in response to this RFI.

Introduction

The Ministry of Defence (MOD) is currently developing the potential requirement for replacing its existing Skynet 5 communication satellites. Some options include the procurement of next generation, military-grade, sovereign-operated Geostationary Earth Orbit (GEO) satellites. The programme will deliver these in a series of tranches/batches and is expecting to compete the first tranche in 2021.

Following a wide-ranging RFI in 2019, the MOD is now seeking industry's views on more focused aspects of procurement, design and build of satellites to help inform its technical options and programme planning. Therefore, the MOD would like to invite industry to provide feedback on the question set shown in *Consultation Questions* starting on page 4 of this document.

The information sought falls into these major categories:

1. Existing capabilities;
2. Procurement options;
3. Support programme planning (timelines and risk);
4. Bus Design and Manufacturing (including hardening);
5. Propulsion; and,
6. Secure Telemetry, Tracking and Command (STT&C).

All responses to the question sets will be treated as commercially sensitive and respondents may answer as many or as few of the questions as they wish. The MOD may wish to invite respondents of this RFI to one-to-one sessions to discuss further details.

It is appreciated that some aspects can only be discussed in detail at UK Information Classification higher than *Official-Sensitive*, in which cases special arrangements can be made. Please indicate in your response if this applies.

Only *Official* or *Official-Sensitive* responses should be sent to the e-mail address specified on page 11.

The content of individual responses (or lack of response) will not be in any way prejudicial to future procurement processes and is for MOD information only.

Background to SKYNET Enduring Capability (SKEC)

The SKEC Programme will procure satellites and associated equipment to help meet the MOD satellite communications services required out to 2041, absorbing that provided by SK6A and the existing SK5 constellation and adding new capability to meet demand and address threats.

The SKEC SATCOM ecosystem covers the space, ground and user segments. It will consist of capability in space made up of sovereign assets, Allied assets and Commercial services.

Analysis of requirements, technology advances and acquisition options during the current Assessment Phase (AP) will enable the programme to achieve Planning Assumption for Service Entry (PASE) between 2028 and 2032 for the initial sovereign-operated space segment.

Other options, both Allied and Commercial, could be deployed before these dates.



SKEC Satellite Bus Design & Manufacturing RFI

❑ Responses **MUST** be provided in the specific formats

- I. Pay very close attention to the response instructions and follow them to the letter.
- II. There will be a deadline for response submissions.
- III. Best practice for procurement teams will be to use a Multi-user email address. This is to prevent un-controlled contact with specific team members.

❑ Importance of Quality Responses

- I. Depts will use submissions to inform decision-making.
- II. Marketing material, or generic information about your company will almost certainly be disregarded if irrelevant.
- III. RFIs are very often used as a tool to facilitate conducting one-to-ones between procurement teams and individual companies (on the content of their responses). **Only quality responses will result in one-to-ones!**

Responses

We request that responses to this RFI are provided within six weeks, therefore the deadline for responses to any of the questions is 23/10/2020.

However, MOD would welcome multiple submissions if the answers to any questions can be made available prior to the deadline.

Please submit all responses and associated documentation to the contact email address below.

Please also use the contact email address if:

- You require more time to answer specific questions;
- You require clarification of any of the questions;
- Your response to any of the questions requires communication with the MOD above *Official Sensitive* and you would like to discuss this with the SKEC team.

MOD will publish any necessary clarification of these questions in a separate document on Defence Share.



SKEC Satellite Bus Design & Manufacturing RFI

❑ The Technical Questions can be very detailed

- I. This RFI had 16 main Questions, with a total of 60 sub-Questions.
- II. A response was not expected against every Question, but only where the respondent company had specific expertise.

Question 02. If you have an existing satellite Bus that you believe may be appropriate, could you share basic information, such as:

1. The number of Military and Commercial deployments.
2. Typical Contract Award to In-Service timelines.
3. Which orbits the bus is qualified for?
 - a. Which launcher or launchers is the bus qualified for? Has the bus been launched on or qualified for a dual (tandem) launch?
 - b. As a single direct orbital insertion to geostationary transfer orbit?
4. Propulsion options available/used to date.
5. The Electric Orbit Raising duration, if appropriate.
6. Have you experienced interference between the Hall Effect Electric Propulsion systems and the communications payloads and, if so, how have you mitigated this?
7. What is the maximum payload Size, Mass and Power that the bus can accommodate and what would be the wet mass of the bus for that accommodation for the three typical propulsion options:
 - a. Chemical?
 - b. Electric?
 - c. Hybrid?
8. If using chemical for station keeping what are the thrust ranges available?
9. What are the effective specific impulse figures and thrust ranges for each propulsion sub-system typically offered for your military GEO applications? If the individual sub-systems have different modes of operation, (e.g. a high power and low power mode for the electrical sub-system), please could you indicate the factors influencing the choice between them?
10. Radiation Hardening levels (e.g. meets the NATO NCIA SAL-2 requirement and explain how and by whom this was assured).

Note: Please do not send information above UK Official-Sensitive but instead indicate a meeting is required to discuss at a higher classification.



SKEC Satellite Bus Design & Manufacturing RFI

❑ Interpreting Technical Questions

I. For discussion: can we identify what MOD is concerned about with these Technical Questions?

Question 01. Please suggest what options you think should be considered for a rapid deployment of capability to meet the requirements above. What trade-offs do you think may need to be taken into account?

Question 02. If you have an existing satellite Bus that you believe may be appropriate, could you share basic information, such as:

1. The number of Military and Commercial deployments.
2. Typical Contract Award to In-Service timelines.
3. Which orbits the bus is qualified for?

Question 05. Risks to Delivery:

1. With regard to the entire RFI, are there any areas of concern or particular requirements that may be problematic?
2. As part of a delivery in-orbit approach, should MOD consider both Satellite and Launch in a single procurement? Could you explain how you think this decision may influence aspects such as acceptance testing and insurance?

Question 06. Timelines:

Please describe the *typical* timelines you would expect for planning purposes:

1. The time needed to produce a proposal in response to an Invitation to Tender/Negotiate (ITT/N) for a single satellite.
2. The time needed to produce a proposal in response to an ITT/N for multiple satellites and future options.
3. The mobilisation period between Contract Award and the actual start of the design and manufacture (D&M) work.
4. Each step in the D&M phase (on the Ground and in Space), drawing out specifically:

Question 03. If you have a satellite Bus in development that you believe may be appropriate could you share the same basic information as in Question 2?

Procurement Options

SKYNET Enduring Capability expects to procure a number of satellites over time. The MOD is currently considering three different procurement approaches as follows, although others may be developed over time:

- **Approach 1** - Run a number of discrete procurements as and when there is a requirement for a satellite(s) and award a discrete contract to a prime contractor.
- **Approach 2** - Run one competition and award one contract for all the SKYNET Enduring Capability satellites to one prime contractor. MOD would commit to all the satellites upfront on contract award.
- **Approach 3** - Run one competition and award one contract to a prime contractor for the immediate requirement with contractual options for future SKYNET Enduring Capability satellite requirements. Contractual options for the future satellites would be exercised over the contract term and the prime contractor would only deliver the options once there is a clear authority to proceed/commitment to proceed from the MOD.

Question 04. Procurement Approach:

What key risks and opportunities do you foresee for each of these three procurement approaches from a delivery, technical, cost and attractiveness to the market standpoint?

What would be your preferred procurement approach and why?

Are there any other approaches that you think we should consider?

Question 07. Payload Development

1. Is it industry-wide practice for the Bus Manufacturer to integrate payloads that have been manufactured by other suppliers?



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SKYNET 6 PQQ Case Study

Narrowband Satellite System
(NSS)

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Pre-Qualification Questionnaires (PQQs)

❑ PQQs are used to pre-select which companies will be invited to compete for a requirement.

- I. Used in the following procedures (inter alia):
 - a. Restricted
 - b. Competitive Negotiated
 - c. Competitive Dialogue
 - d. Exempt competitions
- II. For a very wide range of requirements and contract values.
- III. Focuses on company capability and capacity (not on specific solutions to the requirement at this stage).

❑ Case Study: Narrowband Satellite System (NSS) PQQ

- I. Consisted of:
 - a. DSP Contract Notice;
 - b. PQQ document on DSP;
 - c. Instructions and Guidance Document;
 - d. Financial Standing Evaluation Document;
 - e. Supporting Information on the requirement.

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PQQ Instructions and Guidance Documentation

IMPORTANT NOTICE

Notice is hereby given that —

- i. This procedure relates to the procurement of the SKYNET Enduring Capability Narrowband Satellite System (SK EC NSS) (the Procurement). The Procurement is exempt from the Public Contracts Regulations 2015 (PCR) and the application of the Defence and Security Public Contracts Regulations (DSPCR) 2011 to protect UK essential security interests. The obligations, rights, and remedies under the PCR and/or DSPCR therefore do not apply to this Procurement.
- ii. Whilst the information contained in this document and any annexes or appendices thereto (the PQQ) has been prepared in good faith, it is not comprehensive and has not been verified independently by the Secretary of State for Defence (the Authority). In no circumstance shall the Secretary of State (acting through Defence Digital or otherwise) be responsible for any of the information in this document.

JAGGAER+ONE

11:11 WET - Western Europe Time DST

704433451 - SK EC Narrowband Satellite System (NSS)

User	Date
Nikki Altchison	18/08/2022 11:11:03 - Time Zone: GMT + 0:00

Owner	Division	Department
Nikki Altchison	Defence Digital	Military Technology

Project Information

Project Code	Project Title	Project Reference
704433451	SK EC Narrowband Satellite System	

Overview

PQQ Code	PQQ Title
704433451	SK EC Narrowband Satellite System (NSS)
PQQ Description	
The SKYNET Enduring Capability (SK EC) Project will deliver the next era of satellite communications (SATCOM) to the MOD using new space assets. Beyond-Line-of-Sight UHF narrowband communications remains a core element of the MOD's SATCOM portfolio and this procurement is for a single UHF geosynchronous satellite and its control system. The satellite is required to meet NATO STANAG 4681 Ed 2 and/or MIL-STD-188-100 standards. The satellite is known as the SKYNET Enduring Capability Narrowband Satellite System (SK EC NSS).	
Status	
Running	
Type of Supplier Access	
PQQ Open to All Suppliers	
Estimated Value of Contract	Hide Value From Suppliers
225,000,000 GBP	Yes
Test PQQ	
No	
Allow Bidding Group Responses	
Yes	
Categories	
32534000 - Satellite platforms	
34712100 - Spacecraft	
34712200 - Satellites	
35631100 - Communication satellites	

Date & Time Settings

Options for Viewing Responses	Visibility of Evaluation Group Comments During Evaluation
Sealed (parallel opening)	Blind Behaviour
Publish Automatically?	Automatic Publication Date
No	
End Date for Supplier Clarification Messages	End Time for Supplier Clarification Messages
05/09/2022	23:59
Closing Date	Closing Time
20/09/2022	23:59
Number of Hours before Closing Time to block Expressions of Interest	
0	



SKEC NSS PQQ

❑ PQQs usually consist of two main “Envelopes”:

- I. The Qualification Envelope – Part 1
- II. The Technical Envelope – Part 2

❑ Section A1 covers basic Organisation details e.g.:

- I. Legal name
- II. Registered address
- III. Company registration number
- IV. Parent company

❑ Sections B and C cover Mandatory and Discretionary Rejection e.g.:

- I. Convictions for fraud or similar crimes
- II. Bankruptcy and financial distress
- III. Failure to pay tax
- IV. Use of CP&F for payment (MOD)

❑ Section D covers the evaluation of company finances.

❑ Sections E to G cover specific additional areas of qualification

- I. Compliance with Govt. Security Classification policy
- II. Cyber Essentials Plus
- III. Quality Standards

❑ Section H covers the specific technical capability questions.

Qualification Envelope

1.1 PQQ INSTRUCTIONS AND GUIDANCE DOCUMENTATION (Questions: 0)

1.2 PART 1 SECTION A1: Organisation and contact details. (Questions: 15)

1.3 PART 1 SECTION A2: APPLICANT GROUP LEAD (Questions: 5)

1.4 PART 1 SECTION B: GROUNDS FOR MANDATORY REJECTION (Questions: 13)

1.5 PART 1 SECTION C: GROUNDS FOR DISCRETIONARY REJECTION (Questions: 22)

1.6 PART 1 SECTION D: ECONOMIC AND FINANCIAL STANDING (Questions: 9)

1.7 PART 1 SECTION E: DEFENCE, SECURITY AND CYBER QUESTIONS (Questions: 19)

1.8 PART 1 SECTION F: QUALITY MANAGEMENT (Questions: 3)

1.9 PART 1 SECTION G1: ACQUISITION SAFETY AND ENVIRONMENTAL REQUIREMENTS (Questions: 4)

1.10 PART 1 SECTION G2: SUSTAINABILITY (Questions: 4)

Technical Envelope

2.1 PART 2 SECTION H: TECHNICAL QUESTIONS (Questions: 4)

2.2 PART 2 SECTION I: DECLARATION AND SIGNATURE (Questions: 1)



SKEC NSS PQQ Financial Evaluation

❑ There will always be a Financial Standing assessment

- I. These will assess your latest available company accounts for (in this case):
 - a. Turnover Ratio
 - b. Liquidity Ratio
 - c. Company Watch H-Score

Evaluation of Economic and Financial Standing

Table B1: Economic and Financial Standing Qualification Standards

Assessment	Methodology	Qualification standard
Turnover Ratio	The Authority will review each Applicant's or Applicant Group's Revenue for the periods, as applicable, specified in D.4.	<ol style="list-style-type: none"> 1. Applicant <ol style="list-style-type: none"> a. If the Applicant's Average Annual Revenue, as defined below, is less than £244.5 million, the Applicant will not meet the qualification standard. b. Where scenario D.4 (i) applies to an Applicant, the "Applicant's Average Annual Revenue" shall be calculated as the summation of the Applicant's Revenue over its most recent three (3) financial years divided by three (3). c. Where scenario D.4 (ii) applies to an Applicant, the "Applicant's Average Annual Revenue" shall be calculated as the summation of the Applicant's Revenue for the period of D.4 (ii) divided by the period of Revenue to which such Revenue relates for that Applicant, such period of Revenue being expressed in years and rounded to four (4) decimal places. 2. Applicant Group <ol style="list-style-type: none"> a. For an Applicant Group, if the Applicant Group's Average Annual Revenue, as defined below, is less than £244.5 million, the Applicant Group will not meet the qualification standard. b. The "Applicant Group's Average Annual Revenue", where scenario D.4 (i) applies to all Applicant Entities within the Applicant Group, shall be calculated as the summation of Revenue for all of the Applicant Entities within the Applicant Group for their most recent three (3) financial years divided by three (3). c. Where scenario D.4 (ii) applies to any Applicant Entity within an Applicant Group, the "Applicant Group's Average Annual Revenue" shall be calculated as the aggregate of: <ol style="list-style-type: none"> a. for each Applicant Entity to which scenario D.4 (i) applies, the summation of the Revenue over their most recent three (3) financial years, divided by three (3); and b. for each Applicant Entity to which scenario D.4 (ii) applies, the summation of its Revenue for the period of D.4 (ii) for that Applicant Entity divided by the period of to which such Revenue relates for that Applicant Entity, such period of Revenue being expressed in years and rounded to four decimal places.

Assessment	Methodology	Qualification standard
Liquidity Ratio	An Applicant's or Applicant Group Entity's Current Ratio and Acid Test are calculated in order to establish if there are enough assets to cover all of its liabilities as they fall due over the course of one (1) year.	<ol style="list-style-type: none"> 1. The Authority requires each Applicant or Applicant Group Entity (as applicable), for their last audited financial year in accordance with D.4, to have: <ol style="list-style-type: none"> a. a minimum Current Ratio of 1.0; and b. a minimum Acid Test ratio of 0.8. 2. If the minimum values in 1.a and 1.b above are not met, the Applicant or Applicant Group of which the Applicant Group Entity is a member will not meet the qualification standard. 3. The Current Ratio will be tested as: Current Assets divided by Current Liabilities. 4. The Acid Test will be tested as: (Current Assets less inventory) divided by Current Liabilities. <p>Current Liabilities / Current Assets / inventory are as shown on the face of the statement of financial position (balance sheet) in a standard set of financial statements.</p>
Company Watch	Company Watch "H-Score" (an overall measure of a business' financial health – for more information, see https://www.companywatch.net/scores/). Please note there is no requirement for the Applicant or Applicant Group Entity to provide this information, as the Authority has access to these numbers and will apply its assessment accordingly.	If an Applicant or Applicant Group Entity (as applicable) does not have a score of 25 or above, the Applicant or Applicant Group of which the Applicant Group Entity is a member will not meet the qualification standard.



SKEC NSS PQQ Applicant Groups

- ❑ This PQQ includes consideration of applications from consortia, or Applicant Groups.

- This is expected in cases where one company may not be able to deliver the whole scope on its own.
- We therefore seek to test the capability and capacity of all companies that form part of the group.

- ❑ In this case, separate PQQ responses were required from all group members for Part 1 entirely.

- ❑ A consolidated response was then provided by the Group Lead (Prime) for Part 2.

- ❑ Even if you are forming part of the supply chain under a Prime, you may still be expected to complete PQQ responses!

Part	Section	Description	Single Applicant	Applicant Group	
			To be completed per Applicant	To be completed by each Applicant Group Entity (other than the Applicant Group Lead)	To be completed by the Applicant Group Lead
1	A1	Information about the Applicant Group or Applicant Group Entity	Yes	Yes	Yes
	A2	Applicant Group Lead	No	No	Yes
	B	Grounds for Mandatory Rejection	Yes	Yes	Yes
	C	Grounds for Discretionary Rejection	Yes	Yes	Yes
	D	Economic and Financial Standing	Yes	Yes	Yes
	E	Defence, Security, and Cyber	Yes	Yes	Yes
	F	Quality Management	Yes	Yes	Yes
	G1	Acquisition Safety and Environmental Requirements	Yes	Yes	Yes
	G2	Sustainability	Yes	Yes	Yes
2	H	Technical Questions	Yes	No	Yes
	I	Declaration and Signature	Yes	No	Yes



SKEC NSS PQQ Technical Questions

❑ For Group Discussion

- I. Have a look at the 3 Technical Questions on these two slides.
- II. Discuss (15 mins):
 - i. What are the main things to consider when answering these technical questions?
 - ii. How would you structure the response to best effect?
 - iii. Thoughts about the evaluation approach?
 - iv. Thoughts or insights about the PQQ as a whole (all sections)?

In this Part 2 Section H:

a "Qualifying Satellite" is a geostationary satellite that:

(a) has been delivered by the Applicant/an Applicant Group Entity within an Applicant Group under a contract with an Effective Date on or after 1 July 2012; and/or

(b) is in operational service as at 1 July 2022.

"Effective Date" means the date on which the relevant contract became effective or, if later, the date on which the obligation to manufacture and deliver such geostationary satellite under such contract became effective.

Question H.1 Guidance	<p>Timeline and track record in delivering satellite build projects.</p> <p>Aim Question H.1 will enable the Authority to determine whether the Applicant/Applicant Group has the capability to meet the challenging design, manufacture and test timescale of the NSS Project.</p> <p>Evidence Required For the purposes of Question H.1:</p> <p>a "30 Month Qualifying Satellite" is a Qualifying Satellite in respect of which the time period from Effective Date to Flight Readiness Review (FRR) was 30 months or less.</p> <p>a "36 Month Qualifying Satellite" is a Qualifying Satellite in respect of which time period from Effective Date to Flight Readiness Review (FRR) was less than 36 months but greater than 30 months.</p> <p>Scoring For the purposes of Question H.1:</p> <p>The Applicant/Applicant Group shall be awarded a score calculated on the following basis (with the maximum score for Question H.1 being 10 points): 1 point per 30 Month Qualifying Satellite; and 0.5 points per 36 Month Qualifying Satellite (up to a maximum of 3 points for 36 Month Qualifying Satellites).</p>		
Question	Description	Question Type	Question Weight
H.1	<p>QUESTION</p> <p>The Applicant/Applicant Group shall separately state how many 30 Month Qualifying Satellites and 36 Month Qualifying Satellites it has/they have delivered and shall provide the following details for all 30 Month Qualifying Satellites and 36 Month Qualifying Satellites:</p> <p>(A) Customer;</p> <p>(B) Effective Date;</p> <p>(C) Payload type (e.g. communications/earth observation/scientific/confidential);</p> <p>(D) Flight Readiness Review (FRR) date;</p> <p>(E) Launch date; and</p> <p>(F) Duration between Effective Date and FRR.</p>	Attachment	40%



SKEC NSS PQQ Technical Questions

Question H.2 Guidance	<p>Geostationary platform build track record focused on NSS satellite size and functionality.</p> <p>Aim Question H.2 will enable the Authority to understand the Applicant's/Applicant Group's capability in the provision of GEO platforms that are capable of meeting the expected launch mass of the NSS mission, being in the 1500kg – 2500kg range.</p> <p>Evidence Required For the purposes of Question H.2:</p> <p>a "Sub 2500kg Qualifying Satellite" is a Qualifying Satellite with a launch mass of 1500kg to 2500kg.</p> <p>a "Sub 4000kg Qualifying Satellite" is a Qualifying Satellite with a launch mass of over 2500kg but less than or equal to 4000kg.</p> <p>Scoring For the purposes of Question H.2:</p> <p>The Applicant/Applicant Group shall be awarded a score calculated on the following basis (with the maximum score for Question H.2 being 10 points):</p> <p>1 point for each Sub 2500kg Qualifying Satellite; and 0.5 points for each 4000kg Qualifying Satellite (up to a maximum of 3 points for 4000kg Qualifying Satellites).</p>		
H.2	<p>QUESTION</p> <p>The Applicant/Applicant Group shall separately state how many Sub 2500kg Qualifying Satellites and Sub 4000kg Qualifying Satellites it has/they have delivered and shall provide the following details for all Sub 2500kg Qualifying Satellites and Sub 4000kg Qualifying Satellites:</p> <p>(A) Customer;</p> <p>(B) Effective Date;</p> <p>(C) Payload type (e.g. communications/earth observation/scientific/ confidential);</p> <p>(D) Launch mass; and</p> <p>(E) Launch date.</p>	Attachment	20%

Question H.3 Guidance	<p>UHF payload track record based on NSS satellite payload needs.</p> <p>Aim The aim of Question H.3 is for the Authority to understand the Applicant's/Applicant Group's history and pedigree in the provision of NATO STANAG 4681 Ed 1 dated 2015-03-17 (or equivalent MIL-STD-188-100 series) compliant satellite communications payloads that are capable of meeting the Authority's capability requirements.</p> <p>Evidence Required For the purposes of Question H.3, a "Qualifying Payload" is a NATO STANAG 4681 Ed 1 dated 2015-03-17 (or equivalent MIL-STD-188-100 series) compliant satellite communications payload on a military satellite that:</p> <p>(a) has been delivered by the Applicant/an Applicant Group Entity within an Applicant Group under a contract with an Effective Date on or after 1 July 2012; and/or</p> <p>(b) is in operational service as at 1 July 2022.</p> <p>In Question H.3:</p> <p>a "15 Channel Qualifying Payload" is a Qualifying Payload with 15 or more 25kHz UHF channels.</p> <p>a "10 Channel Qualifying Payload" is a Qualifying Payload with 10 or more 25kHz channels but less than 15 25kHz UHF channels.</p> <p>Scoring For the purposes of Question H.3:</p> <p>The Applicant/Applicant Group shall be awarded a score calculated on the following basis (with the maximum score for Question H.3 being 10 points):</p> <p>2 points for each 15 Channel Qualifying Payload; and 1 point for each 10 Channel Qualifying Payload (up to a maximum of 4 points for 10 Channel Qualifying Payloads).</p>		
Question	Description	Question Type	Question Weight
H.3	<p>QUESTION</p> <p>The Applicant/Applicant Group shall separately state how many Qualifying Payloads it has/they have delivered and shall provide the following details for all Qualifying Payloads:</p> <p>(A) Customer;</p> <p>(B) Qualifying Satellite name;</p> <p>(C) Number of 25kHz channels; and</p> <p>(D) Number of 5kHz channels.</p>	Attachment	20%



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Discussion, Q&A

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