



Northern  
Lighthouse  
Board



# **TRI-GLA 2027-37 AVIATION SERVICES PROJECT**

## **MARKET ENGAGEMENT INTRODUCTION**

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# 1 Introduction

The General Lighthouse Authorities (GLAs) of the United Kingdom and Ireland, being the Northern Lighthouse Board (NLB), Trinity House (TH) and Irish Lights (IL), are seeking further information regarding the provision of its Aviation Services Project (ASP). The ASP is looking to replace the current aviation service contract which is expected to run until the end of November 2027.

The publication of this Market Engagement and associated documents does not constitute the start of the bidding process for the ASP contract. The GLAs are not seeking tenders for this service at this time, instead this Market Engagement aims to alert suppliers to the likely outcomes and capability that is to be required of this new service and to seek feedback on how to shape the formal procurement.

Any response to this Market Engagement by a supplier does not constitute a formal tender to the ASP procurement process, which the GLAs intend to commence in the Autumn of 2024.

There is no obligation for suppliers to respond to this Market Engagement and whether or not a supplier responds will have no impact on their ability to formally respond to, or be selected for, the formal ASP procurement process or any other procurement process.

Feedback provided by suppliers in response to this engagement process will be treated confidentially by the GLAs, its employees and professional advisors. Feedback provided may be used to help the GLAs develop their procurement documentation. Do note that while the GLAs will take suppliers' responses to this Market Engagement into consideration, the GLAs are under no obligation to incorporate any responses into subsequent tender documents.

## 2 Background

The GLAs are executive non-departmental public bodies, comprised of the following three organisations:

- Northern Lighthouse Board (NLB), responsible for Scotland's coastline and the Isle of Man;
- Trinity House (TH), responsible for England, Wales, Channel Isles and Gibraltar; and
- Commissioners of Irish Lights (IL), responsible for Northern Ireland and the Republic of Ireland.

The GLAs are responsible for ensuring the provision of aids to navigation (AtoN) throughout their respective geographical area including within and beyond their territorial waters. This may include, but is not limited to, the provision of AtoN for general navigation, superintendence and management of all AtoN within their respective areas and marking, and the removal and/or dispersal of wrecks considered to be a danger to navigation outside harbour areas.

### 2.1 The Requirement

The GLAs have a requirement to ensure the maintenance and operation of all its AtoN. An effective aviation service is the only method to reach some AtoN sites due to their geographic location and the nature of the work that needs to be undertaken. It also provides a vital service when other means of access, such as via charter vessel, or when GLA vessels cannot be utilised due to poor weather conditions or time constraints. An aviation service also enables a rapid response in the case of emergency events where AtoN are not functioning and require immediate repair.

The current aviation contract with PDG Limited has been extended to the end of November 2027, which will cover the length of time for the procurement to be completed and for transition to the new contract to occur. The GLAs plan to award a fully serviced contract encompassing assets, personnel, training, innovation and equipment to meet the service requirements. At this stage, the intent however is not for the ITT to prescribe asset types or number of assets, rather it will outline the outcomes and capability that must be delivered. Draft versions of these requirements have been

shared alongside this document. The GLAs intend to include service and performance criteria based on requirements such as the availability of the assets, alongside a suite of contract management KPIs will be provided to ensure supplier responsiveness and timely reporting measures.

It is expected that the procurement process will contain one lot that covers the entire service requirement. However, it is expected that additional ad hoc capabilities may be considered for inclusion in the contract as priced options.

### 3 Market Engagement Process

Through this Market Engagement, the GLAs are seeking to gather information in relation to the provision of the ASP service to help inform the procurement process.

The Market Engagement Process comprises of several activities:

- Market Engagement Questionnaire (MEQ) to gauge Supplier feedback in relation to specific questions;
- One-on-one meetings with Suppliers to follow up on the MEQ responses and provide an opportunity for open discussions relating to the Project; and
- A virtually held Market Engagement Event in which the GLAs will present an overview of the ASP Procurement and take questions.

With regards to the MEQ, its purpose is to:

- Seek the market's views about the suitability of elements contained within the Specification of Requirement (SoR) and Concept of Operations (CONOPs) for the ASP and whether the requirements contained within it are achievable; and
- Obtain the market's view on various aspects of the procurement approach and suitability of the approach being considered.

This document and all attached documents have been issued to suppliers on the basis that their contents are draft and subject to change between the issue of this Market Engagement and any subsequent tender process.

Attached to this Market Engagement document are the following:

- MEQ;
- Draft CONOPs; and
- Draft SoR

Suppliers are asked to review and provide answers to the questions posed in the MEQ. The Draft CONOPs and SoR should be read in conjunction with it to provide wider context on the technical requirements of the Project.

**The deadline for responding to this Market Engagement is 21 Mar 24.**

**Please submit responses to the Market Engagement via email to [angela.cahill@nlb.org.uk](mailto:angela.cahill@nlb.org.uk), with the subject “[Organisation’s Name] – Market Engagement Response, ASP”.**