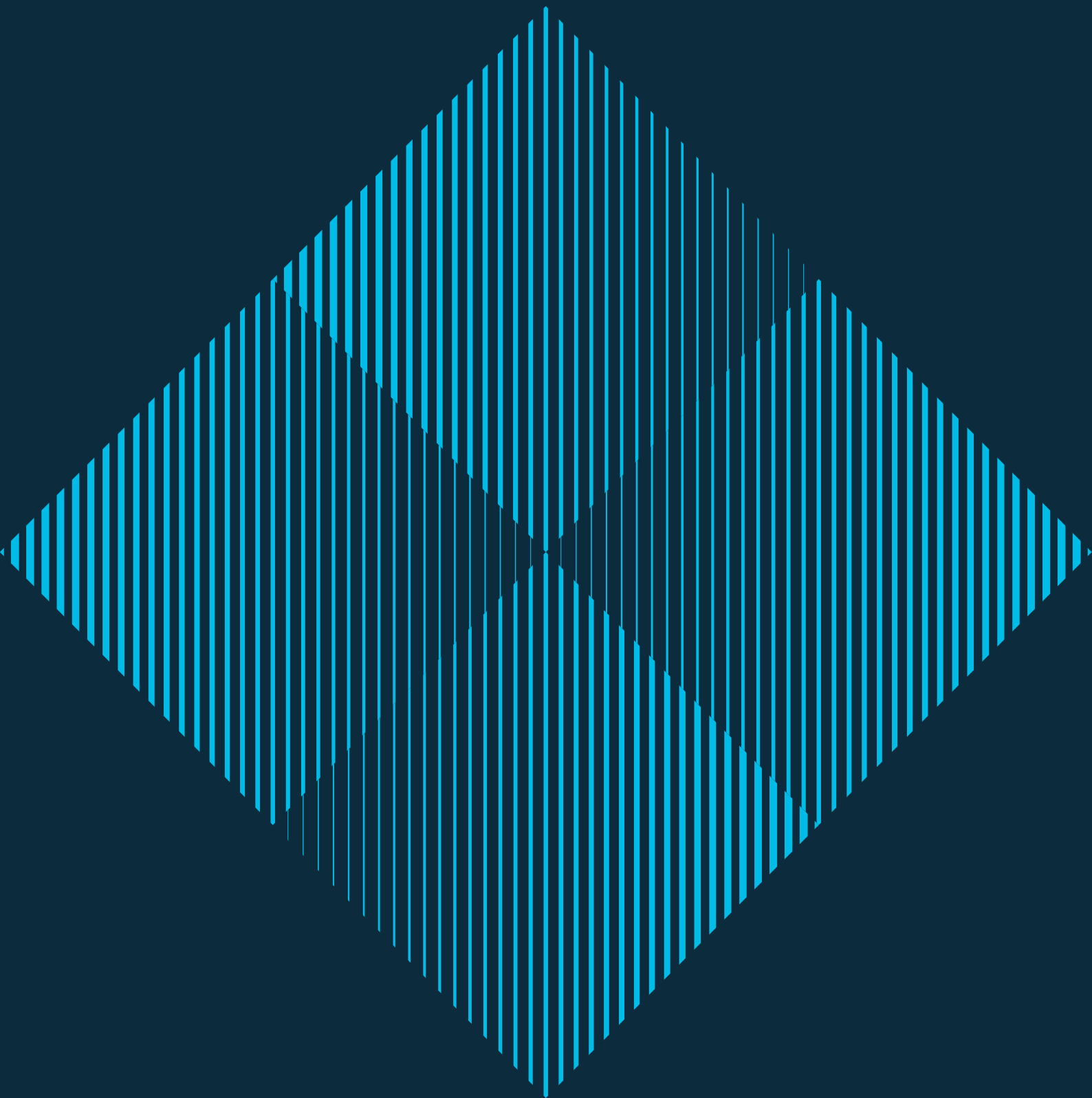
TRINITY HOUSE

Futures Afloat - March 2025

Questions & Answers



TRINITY HOUSE | FUTURES AFLOAT

Futures Afloat Industry Events Q&As

Industry Day: 30 July 2024, Trinity House

Trinity House Panel

- **Iain Lower** - Deputy Master and Programme Sponsor
- **Damien Oliver** - Major Projects Director and Senior Responsible Officer for Futures Afloat
- **Natalie Gull** - Director of People and Culture
- **Neil Grant** – Futures Afloat Programme Manager
- **Beth Briggs** - Head of Procurement and Contract

Why does the British government need to give approval of your project?

Trinity House is funded by Light Dues, which are collected from the Shipping sector and is a hypothecated tax that is managed by the Department of Transport. Therefore, while the root of the money is private, it is managed as a public fund.

Could you give us an idea of the budget for the project?

The budget ceiling is informed by should cost modelling currently under development. The estimated value will go out in the Contract Notice at the commencement of the procurement process.

Will you consider a makers' list or preferred supplier list?

This is under consideration as we recognise the benefits to having a preferred supplier list. We must remain within the rules set out in the procurement regulations. We will also have the opportunity to negotiate on this point during the procurement process.

Is methanol the only future fuel under consideration?

No, we are not decisive about Methanol. We are working with colleagues from the Department of Transport as well as teams within Lloyds who specialise in

this field to make sure we land on the right option. We understand the energy density premium to new fuels and that is a live design consideration.

What level of design maturity are you expecting at Contract award?

This is a design and build contract. The requirements will be informed by a concept design and general arrangement produced on behalf of Trinity House.

How will you incorporate UK content into this contract?

UK content can be generated in different ways, such as a joint venture or through the supply chain which will form part of the construction of these ships along with sponsorship of cadets and apprenticeships.

There is significant UK content to be found in the through-life management of these ships.

How are you planning to invest in Small and Medium-sized Enterprises (SMEs)?

SMEs play a critical role in the construction and through-life support of these ships. Social value will account for at least 10% of the overall bid scores and the use of SMEs forms a considerable element of that social value requirement.

How are you balancing the need for future innovation with the need to provide a highly available service?

Innovation, while critical, cannot come at the expense of a highly available service today. Innovation can also introduce a degree of uncertainty in a tender process. We recognise that and the importance of being clear about what we mean by innovation.

Is the energy system you are proposing going to be a hybrid system?

Yes. The ships will spend the night hours at anchor. In this state, the ships must be capable of being powered by battery.

Is energy consumption a consideration in the bid evaluation process?

Yes. The precise details of how we will evaluate energy consumption will be made available to you in our draft tender documentation.

How important in the bid process will through life considerations be, such as predictive maintenance?

This will be a very important consideration in the bid evaluation process. Predictive maintenance and usage monitoring are widely used tools in industry to manage cost and schedule for maintenance.

Is operational readiness or integrated logistics support being part of the procurement contract?

This is under active consideration. We would appreciate industry's views as to the benefits in folding in this requirement.

Is your procurement policy mature enough to look at operational expenditure through life as well as Capital Expenditure?

The new Procurement Act affords us more opportunity to look at through-life considerations. Our own dynamic purchasing system removes many barriers for SMEs to engage with us to support our new ships through life.

Procurement Bootcamp: 12 February 2025, online

Trinity House Panel

- **Damien Oliver** - Major Projects Director and Senior Responsible Officer for Futures Afloat
- **Neil Grant** – Futures Afloat Programme Manager
- **Sam Farnham** - Futures Afloat Programme Management Office Lead
- **Jens Henniker-Heaton** - Partner for Mills & Reeve LLP

Will this tender encourage and accept partnership tenders? Additionally, will the details of interested parties be shared to facilitate potential collaborations?

We are open to and welcome partnerships, joint ventures or special purpose vehicles. We also recognise that these things can mature as the tender goes on.

We will look to share the identities and details of those who have shown an interest in this competition with their consent and in line with GDPR rules.

What is the strategy/process for introducing new technologies from UK SMEs into the program? Such technologies may impact/influence the Concept of Operations (CONOPS) - how?

There are elements set out in the technical requirements that lend themselves to that innovation. For example, a hybrid power generation and distribution system with 0 emission modes draws on that innovation. That said, to ensure fairness and that Trinity House's needs are met, it clearly will not be an open-ended requirement.

Having ships that are future fuel ready, in whichever form that takes, is something we want to negotiate with you. It is really important that we emphasise that whatever you put forward on that first tender, is not necessarily and almost certainly won't be what you submit at the final tender stage because we'll have a round of negotiations - at least one possibly two during the course of the tender process.

This will enable Trinity House to provide comprehensive feedback on initial tenders in order for bidders to improve their further tender submissions.

You have not mentioned 'Through Life Costs', will that form part of your technical requirements?

This is a design and build contract, so will not include the through life costs of these two ships.

Will you be quantitively assessing tenders on a whole-life cost basis, or will the initial procurement be heavily weighted towards the lowest price tender?

This is a design and build contract, so will not include the through life costs of these two ships. Note that price is not the always the differentiator.

What we're really interested in is quality of the build, but clearly price could still be the differentiator.

What we're keen on is making sure that yes, the tender comes in below the budget ceiling that we set for the tender, but that it actually also delivers on the technical capability. This is what light dues payers want to see; they want to see a value for money proposition, and value for money is not always about the cheapest.

Can you indicate the % breakdown value of Local Content within the overall project please?

This is still under consideration (including the specifics of what "local content" is and how it may be tested). However, current expectation is that such a requirement would carry around 5% of the available marks.

Will credit be given to designs that offer reduced costs through life - e.g. lower fuel costs, lower maintenance costs, etc

As above regarding through life costs. In relation to lower fuel costs this may form part of the social value considerations.

Will the upper budget threshold be shared?

Yes, it's been established through clear should cost modelling, which looks at a whole variety of things in terms of ships of this class and their typical price tag.

This includes previous attempts at replacing Patricia, inflationary adjustments, optimism bias, all the things that were required to do when it comes to spending public money

We will release this number when we are able to do so.

Will there be a future tender requirement for in service through life support? Engineering Through Life-Support, maintenance, docking, etc.

Yes, there will be, there is a framework that is being renewed. We will provide further information in due course.

Is there any indication on expected build schedules or required-in-service dates? What would be TH's requirement for any lag between the delivery of each vessel?

The only requirement we have around that is that there is sufficient distance between the 1st and 2nd build to be able to import learning from experience from the first to the second. This is to make sure that whatever learning we get from the first build finds its way into the second build in terms of the duration between the two builds.

Our priority is to replace Patricia as quickly as possible with the replacement of Galatea to follow, however, the quality of build is more important than the speed of build.

Will you share a detailed operational profile of the vessels to ensure suppliers of propulsion etc can ensure they are providing the best solution for your requirements?

Yes, it's part of the CONOPS, this will provide the typical operational profile for Trinity House. We spend around 12 hours of the day at anchor, which is why we have this quite important battery requirement, as this is unique to Trinity House. At the moment we are having to operate off diesel engines.

Due to the design of Galatea, it requires the ship to remain for the most part under Dynamic Positioning when it anchors at night, which is something we obviously don't want to replicate.

All of the requirements will be set out in the in the CONOPS.

Can you indicate approximately % for bids selection criteria?

This is currently being considered and we will confirm this at a later stage.

Equipment selection will affect through life costs to maintain and ships' availability, will you give credit for this?

See above regarding through life cost.

We certainly have a requirement to make sure that we are able to draw upon the UK supply chain during the support of the ships through their operational life, as far as is possible and practical.

Which "future fuels" requirements are identified and will form a necessary part of the vessel design?

We are future fuels agnostic.

Will you give credit for a Vessel operating on alternative fuel like methanol?

We are agnostic about alternative fuels. We know that there's still some work to be done around technological readiness levels for new fuel operations, particularly when it comes to this class issue. We stand to make a big improvement on emissions just by the virtue of operating ships that have better electronic storage systems, better propulsion based on their 20- and 40-year legacy counterparts.

Will vessel n1 and vessel n2 will be "sister" vessels?

Yes, built to an absolutely identical design, and that's really important from an operational perspective for various reasons.

There's an obvious benefit from a supply chain perspective in not having to source parts from different suppliers for different ships. Having two identical ships also helps bolster resilience and attracts the same training requirement.

We're seeking to build a global standard class of ship for buoy handling.

If vessels are outfitted with proven western European equipment which will cost more and increase overall tender value - will this be taken into consideration within the new build tender values and through life service costs etc.?

There's a balance to be struck around the difference in price between parts and supply chain more generally that can be sourced from other parts of the world where such things are not as expensive as they are here, or in Western Europe. However, we're quite keen on UK content and making sure that these ships can be maintained in the UK.

It's an important reason why, beyond the price of it, that we were able to maintain the ships in the UK, just as indeed we do today and that's because of our risk response criteria. It's no use us having to steam our ships halfway around Europe or halfway around the world to be maintained because that's even more time off from the role they're fulfilling, which is why we always insist that where possible, we hope that our ships can be dry docked in the UK so that we can maintain our risk response criteria.

Is HOW 'weather-vaning effects at anchor' going to be assessed/quantified/weighed included in the requirements?

We're ultimately determined not to have the same issues as we have with weather vaning on our current fleet. There will be an element of modelling that will have to demonstrate when you produce your concept design that shows how that won't happen or how that will be mitigated through the design of the ship. That's what we'll be looking at through the course of the tender process when you return with your vessel concept approach.

Has any budget been set for this procurement?

Yes, we will share this in due course.

What is the best way of contacting Trinity House to discuss new technology that may be of interest?

Please email us at futuresafloat@trinityhouse.co.uk

If this is a design and build contract who will own the Intellectual Property?

We would expect to have some interest in the IP of those design builds which you'll see in the draft contract. You'll have chance to comment on this within the draft contract.

Is the replacement of the THV Alert postponed after this tender process for the Galatea and Patricia?

No. So we're already looking at the Alert in terms of the requirements.

Our priority has been on the replacement for Patricia and Galatea, but that's not to say we're taking an eye off Alert, which is of a similar vintage to that Galatea, and we will be able to talk more about that in the future.

Around the requirements for Alert, it will probably look quite different to what we have right now, but that's subject to some internal work and more on that to follow.

Is concept work funded?

Concept work funding at the tender stage won't be. You might find a way of passing any kind of concept work that's going into producing a tender through into the contract if you're successful in securing one. That's entirely up to you as to how you do that.

Previously you indicated a preference for aft superstructure, is this still the case or are you open to superstructure forward as per most modern offshore vessels?

We're open to aft working deck space, having done some modelling with the Galatea and alternatives to the Galatea to address this. The position of the working deck has to satisfy our requirements. Whether it's forward, aft, mid ships or a blend of something in between all of those.

What you have to demonstrate is that we get the maximum amount of working deck space available that can support our buoy handling requirements, which is set out in the CONOPS, and that includes the number of marine buoys we'd expect to be able to handle during the course of a normal operation.

Are you connecting with the National Shipbuilding Office on this procurement?

Absolutely, they are part of our Programme Board and they're very supportive of the way ahead. They very much support the approach that we're taking to ensure that we create the best possible competition at the end of the day, and they recognise that the best possible market for this is not just in the UK but globally, and therefore we need to cast the net that wide.

We also talk to them regularly and work closely with our colleagues in the Home Office and in DEFRA as far as the Cefas science vessel replacement is concerned. We're all working together to make sure that we share material and that we learn from one another and use the best of what we've created amongst one another as well.

Any restrictions on our supply chains, e.g.: Chinese supply chain for example?

We will follow UK Cabinet Office guidelines when it comes to supply chain considerations in that regard as any public sector contract would.

The more traditional way of shipbuilding is for client to arrange the concept design, which is then issued to selected ITT participants for preparing tenders. Can you confirm that all ITT companies will have responsibility for concept, basic and detailed design?

That is the intention but, as ever, we welcome feedback on that approach.