



**Global
Underwater
Hub**

Advanced In-Water Maintenance Solutions for Royal Navy - Open Call

Prepared for: Royal Navy / Babcock

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Guidelines

1.0 Overview

1.1 Background

The Royal Navy, Babcock and the Global Underwater Hub have undertaken a joint initiative aimed at identifying technologies and techniques practiced in offshore environments such as oil & gas and offshore renewables that can be transferred to the defence sector. The Royal Navy has identified an opportunity to increase operational uptime of its assets and reduce dry-docking periods through adoption or adaption of existing in-water inspection, maintenance and repair practices used in other sectors.

The Royal Navy represents the largest single investment in equipment and support services across air, sea and land operations. With key activities including Type 31 Frigate Programme, maintaining the "Continuous At Sea Deterrence" and the "Dreadnought Submarine" programme, the UK is the third largest expenditure contributor to NATO.

Companies with an interest to work with the Royal Navy and Babcock who are the Navy's preferred industrial partner, are being invited to take part in 'Open Calls' to showcase their inspection, maintenance and repair technologies that can be applied on in-water tanks, hull structures, pressure vessels and pipework to address strategic requirements across the fleet.

The programme will consist of three separately themed innovation calls with the particular topic details of each 'Open Call' detailed in the Call Technical Overview.

Companies that are successful and meet the requirements will have the opportunity to work closely with Royal Navy & Babcock to qualify and deploy their technology to maximise the effectiveness of in-water engineering and maintenance operations.

1.2 Process

The process for each call is outlined below

Stage 1 Initial Application (nominal duration 1 month)

- Call launch
- Applicant completes "Registration of Interest" on GUH website
- Deadline to submit "Expression of Interest" (EOI) Form (notionally 4 weeks from launch date)
- Royal Navy & Babcock & GUH Technical Review
- GUH respond to Applicant

Stage 2 Full Submission (nominal duration 1 month)

- Applicant submits Supplementary Information (SI) Form (notionally 2 weeks from GUH response)
- Royal Navy & Babcock & GUH Management Committee Review
- GUH respond to Applicant

Stage 3 Management Presentation (nominal duration 1 month)

- Applicant presentation to Management Committee (tentatively at Faslane or alternate appropriate venue)
- GUH respond to Applicant
- Successful Applicant progress with Royal Navy & Babcock

1.3 Schedule

Key dates for each call will be detailed in the Call Technical Overview. The call launch dates are tentatively programmed as follows

Call 1 – June 2022

Call 2 – August / September 2022

Call 3 – August / September 2022

GUH reserves the right to reject submissions on the Call once key dates have passed.

1.4 Application Guidance

Applicants will be required to submit the following details as the process progresses, as outlined in Section 2.

- Registration of Interest
- Expression of Interest
- Supplementary Information

Guideline Documents, the individual Call Overviews and Registration of Interest (per call) documentation is held on GUH website.

1.5 Assessment

The assessment review process matches the three-stage submission process to ensure that offers are considered on technical, commercial, and strategic merit.

Stage 1 technical review consisting of appropriate subject matter experts from Royal Navy and Babcock to identify if applicant's offer merits further consideration.

Stage 2 additional technical review plus inclusion of management representatives from Royal Navy and Babcock to shortlist applicants for 'face to face' presentation.

Stage 3 management presentation (virtual or physical) to determine whether applicant's technology offer can be considered for qualification or application on site.

1.6 Security & Eligibility

Due to the classified nature of Ministry of Defence (MOD) assets, all image capturing equipment shall adhere to MOD accreditation and as a minimum basic Cyber Security. When procuring and commissioning new technology Babcock use the following points as guidance prior to entering MOD accreditation process:

- No wireless transmission of data (Bluetooth/WIFI disabled)
- Preferable encryption capability (AES256)
- Removeable media storage preferred to internal storage
- No requirement to connect to external servers for processing/updates
- Actively tried and tested industry established equipment
- Accreditations – ISO9001, holder of Environmental Policy as a minimum, preferably ISO 14001
- Not from CSSA – Countries to which Special Security Regulations Apply

There is a MOD requirement to register certain IT equipment via the DART process MOD accreditation policy NBCTM 74/18 refers. Accreditation is the formal assessment of an information system against its Information Assurance (IA) requirements, resulting in the acceptance of residual risks in the context of the business requirement. Accreditation is approved by the Defence Assurance and Information Security (DAIS) Team. Although not an exhaustive list, examples of systems that are likely to require accreditation are:

- Defence operational assets.
- Wide-area and local area networks.
- Standalone laptops and computers.

Further information will be provided as the innovation project progresses.

1.7 Confidentiality

All details included in the Expression Of Interest (EOI) and Supplementary Information (SI) are treated confidentially within and between Royal Navy, Babcock and The GUH. Note the review panel may include individuals not employed by the three organisations.

In the EOI and SI, you should provide details without disclosing any information you feel may impact intellectual property, is confidential or is commercially sensitive.

Any details supplied by Royal Navy or Babcock are to be treated confidentially given the security-sensitive nature of the subject matter. The final stage(s) of the process may require representation at HM Naval Base Clyde which may include special conditions or approvals to be met prior to attendance.

Successful companies may be asked to complete a non-disclosure agreement, and this will be provided as necessary during the process.

1.8 Babcock Supplier Accreditation

Babcock takes a risk-based approach to supplier onboarding including health and safety and credit-safe checks although there are certain criteria which must be met for all suppliers as follows:

1. Supplier must have Cyber Essentials or Cyber Essentials Plus or ISO equivalent
2. Supplier must not have any County Court Judgements
3. Supplier must be in a stable financial position
4. Supplier must have appropriate Quality, Health & Safety and Environmental Certification

Babcock contracts are placed using low, medium and high-risk terms and conditions with Future Maritime Support Programme (FMSP) mandated flow downs which vary depending on value and risk. These will be issued as discussions progress. Supplier onboarding is via JOSACR which is the joint supply chain accreditation system set up within the Aerospace and Defence Industry.

2.0 Application Templates

2.1 Registration

The registration process is the initiating step to capture companies who may respond to the Call via the Expression of Interest and allows engagement if required.

Name of Organisation		Contact Person	
Registered Office Address		Position	
Telephone		Email	

2.2 Expression of Interest

The Expression of Interest Form consists of two parts

Part 1 Organisation Background Information

Part 2 Offer Information

Completed forms to be returned to innovation@theguh.co.uk

Keep text succinct, use bullet points

Applicant allowed to append up to five images / weblinks to support offer.

Part 1- Organisation Background Information

Name of Organisation		Contact Person	
Registered Office Address		Position	
Post Code		Email	
Country		Telephone	
Year of Incorporation		Country of incorporation	
Other Office / Base Locations		Location/Regions served	
Headcount (Perm + Temp, to nearest 10)		Annual Turnover (approx.)	

Core Capabilities	<p>Summarise the organisation’s main activities, sectors & product/service offering (max 100 words)</p> <ul style="list-style-type: none"> • ... • ... • ...
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Part 2 - Offer Information

Title	<ul style="list-style-type: none"> • ...
Description	<p>Summary of the technology / solution to be offered. Has it been used elsewhere and for what application, what would be required to adapt to this application, if any. (max 150 words)</p> <ul style="list-style-type: none"> • ... • ... • ...
Core Technology / Solution Offering	<p>Describe the core offering you bring; people, equipment, services (max 100 words)</p> <ul style="list-style-type: none"> • ... • ... • ...
Benefits	<p>Describe the relative benefits the technology / solution offers (max 150 words)</p> <ul style="list-style-type: none"> • ... • ... • ...
Support Requirements	<p>Outline the support required to deploy or develop (max 100 words)</p> <ul style="list-style-type: none"> • ... • ... • ...
Proven Technologies / Solutions (if applicable)	
Track Record	<p>Outline relevant track record</p> <ul style="list-style-type: none"> • ... • ... • ...
Current applications	<p>Outline application areas e.g. sectors (wind, defence) & facilities / equipment types</p> <ul style="list-style-type: none"> • ... • ... • ...
In-Development Technologies (if applicable)	
Technology Readiness Level & Status	<p>Outline current TRL and development status</p> <ul style="list-style-type: none"> • ... • ... • ...
Development Activities	<p>Outline key activities</p> <ul style="list-style-type: none"> • ... • ... • ...

2.3 Supplementary Information

The Supplementary Information (SI) Form consists of two parts

Part 1 Organisation Background Information

Part 2 Offer Information

Part 1 - Organisation Background Supplementary Information

Proposed Contracting Company Entity	
Ownership details	Private Ltd Coy, public company, etc
Details of Parent Company (if applicable)	Name, Address, Ownership
Outline why you wish to work in defence sector	Max 100 words. <ul style="list-style-type: none"> • ... • ... • ...
Company Accreditations	Safety, Environmental, Security, People, etc <ul style="list-style-type: none"> • ... • ... • ...

Part 2 - Offer Supplementary Information

Qualification / Market Readiness	
Detail the existing qualification credentials, include items fully, partially or not qualified.	Max 150 words <ul style="list-style-type: none"> • ... • ... • ...
Outline the key testing requirements to achieve client acceptance and qualification.	Max 150 words <ul style="list-style-type: none"> • ... • ... • ...
Outline information / facilities required from RN/Babcock to facilitate the testing and qualification	Max 50 words <ul style="list-style-type: none"> • ... • ... • ...
Outline key potential qualification risks	Max 50 words <ul style="list-style-type: none"> • ... • ... • ...
What is the indicative cost to develop	<£250k, £250-500k, £500-1,000k, £1-3M, >£3M. Delete as appropriate



What is the anticipated timeline to deployment ready	immediate, <1yr, <3yr, >3yrs
Security	
Have you work for the Defence industry before, please summarise	Max 50 words <ul style="list-style-type: none">• ...• ...• ...
Could you advise the country of origin of your key suppliers	Max 50 words <ul style="list-style-type: none">• ...• ...
Confirm you acknowledge the security, eligibility and supplier accreditation requirements outlined in the guidelines document.	Yes / No

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