

About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a wide range of services. Established in 1974 by a group of 13 local authorities, we’re one of the largest public sector buying organisations in the UK and we’re still 100% publicly-owned today. We work closely with our suppliers and collaborate with other public sector buying organisations to achieve efficiencies and value for money, returning all our profits back into the heart of the public sector. Our team of qualified procurement professionals can offer advice, guidance and expertise on procurement, as well as regular engagement and communication to make sure your objectives are achieved.

Overview

Start date:	21 January 2020
Expiry date:	20 January 2022
Extension(s) (if applicable):	Up to 20 January 2024
Contracting authority (CA) call-off period:	CAs can specify a contract period, based on the term that will best suit their requirements. YPO generally recommend a call-off period of no longer than 5 years
Contract notice ref. no:	2019/S 218-534434
Corrigendum (if applicable):	Not applicable
Potential maximum value:	£8,000,000
Geographical location(s):	National

Specification, overview
and lot structure

LOT 1 DRONES – PURCHASE
DESCRIPTION
<p>Drone purchase only.</p> <p>The intention of all drone categories within lot 1 is for customers to choose a cost-effective system which best meets their requirements. A more capable system can also be achieved within the lot categories.</p> <p>Suppliers/providers awarded on to lot 1 categories can meet the following minimum specifications:</p>
CATEGORY A - 250G AND UNDER (MAXIMUM TAKE-OFF MASS)
<p>As a minimum, the drone should possess the following features:</p> <ul style="list-style-type: none">• Flight time minimum 10 minutes• 2 minutes bag to air• Integral day/night and IR camera• Operate in winds of up to 15mph• Operate in light rain (desirable)• Ability to downlink live video in AES256 format• AES256 encrypted control link• Ability for imagery to be stored on ground station, not drone• Images to be metadata enabled• 1.5km operating range• Return to home on loss of link and on command of GCS• Ability to perch and downlink images• Ability to terminate flight immediately• Ability to fly with or without GPS• Ability to operate in designated no fly zones• Ability to fly in tunnels• Ability to fly inside building with pilot inside building in line of sight• Ability to fly inside building with pilot inside building out of line of sight.• Ability for single person to swap out battery to charge in under 2 minutes• Single person operated• Robust and have collision protection

Specification, overview
and lot structure

CATEGORY B - MAX 4KG FIXED WING, ROTARY, HYBRID VTOL
(MAXIMUM TAKE-OFF MASS) ABILITY TO FLY IN RAIN/HIGH WINDS

As a minimum, the drone should possess the following features:

- IP45 rating or higher (if not IP rated a safety statement and warranty from the manufacturer guaranteeing operation in rain will be accepted as an alternative to IP rating)
- Ability to fly in wind speeds of at least 20mph
- Flight time minimum 20 minutes
- Ability for single person to swap out battery to charge in under 5 minutes
- AES256 encrypted control link
- Ability to downlink live video in AES256 format
- Ability to store data/imagery on controller in addition to or as an alternative to storage on drone
- Ability to terminate flight immediately
- Ability to fly without GPS
- Ability to operate in designated no fly zones
- Hold position in flight (rotary/hybrid)
- Gimbal or camera stabilisation
- Daylight camera optical (x30)
- Thermal camera dual daylight/IR camera
- Position lighting
- Automatic calibration
- Ability to set own geo fence
- Autonomous operation way points
- Automatic and manual launch and land
- Self-monitor health
- Flight critical system failure communication
- Single person operated
- Built in system redundancy e.g. GPS, control systems and battery
- Meta data embedded imagery
- Return to home on loss of link and on command from GCS
- Ability to supply live imagery transmission to third party hardware via a recognised output. i.e. HDMI or ethernet

Specification, overview
and lot structure

CATEGORY C - MAX 4KG FIXED WING, ROTARY, HYBRID VTOL
(MAXIMUM TAKE-OFF MASS) UNABLE TO FLY IN RAIN/HIGH WINDS

- As a minimum, the drone should possess the following features:
- Ability to fly in wind speeds of at least 10m/s
 - Flight time minimum 20 minutes
 - Ability for single person to swap out battery to charge in under 5 minutes
 - Encrypted control link
 - Encrypted video downlink
 - Ability to store data/imagery on controller in addition to or as an alternative to storage on drone
 - Ability to terminate flight immediately
 - Ability to fly with or without GPS
 - Ability to operate in designated no fly zones
 - Hold position in flight (rotary/hybrid)
 - Gimbal or camera stabilisation
 - Ability to set own geo fence
 - Autonomous operation way points
 - Automatic and manual launch and land
 - Self-monitor health
 - Flight critical system failure communication
 - Daylight camera HD zoom
 - Position lighting
 - Automatic calibration
 - Single person operated
 - Built in system redundancy e.g. battery GPS control systems
 - Ability to supply live imagery transmission to third party hardware via a recognised output. i.e. HDMI or ethernet
 - Return to home on loss of link and on command from GCS

Specification, overview
and lot structure

CATEGORY D - MAX 20KG FIXED WING, ROTARY, HYBRID VTOL
(MAXIMUM TAKE-OFF MASS)

As a minimum, the drone should possess the following features:

- Flight time minimum 25 minutes
- IP 45 rating or higher (if not IP rated a safety statement and warranty from the manufacturer guaranteeing operation in rain will be accepted as an alternative to IP rating)
- Ability to fly in wind speeds of at least 30mph
- Ability for single person to swap out battery to charge in under 5 minutes
- AES256 encrypted control link
- Ability to downlink live video in AES256 format
- Ability to store data/imagery on controller in addition to or as an alternative to storing on drone
- Ability to terminate flight immediately
- Ability to fly with or without GPS
- Ability to operate in designated no fly zones
- Hold position in flight (rotary/hybrid)
- Gimbal or camera stabilisation
- Daylight camera optical/zoom (x30 minimum)
- Thermal camera
- Dual daylight/IR camera
- Position lighting
- Automatic calibration
- Ability to set own geo fence
- Autonomous operation way points
- Automatic and manual launch and land
- Self-monitor health
- Flight critical system failure communication
- Single person operated
- Meta data embedded imagery
- Built in system redundancy e.g. include GPS, control systems and battery
- Ability to supply live imagery transmission to third party hardware via a recognised output. i.e. HDMI or ethernet
- Return to home on loss of link and on command from GCS

Specification, overview
and lot structure

CATEGORY E - MAX 20KG FIXED WING, ROTARY, HYBRID VTOL
(MAXIMUM TAKE-OFF MASS)

<p>As a minimum, the drone should possess the following features:</p> <ul style="list-style-type: none">• Flight time minimum 2 hours• Minimum IP45 rating (if not IP rated a safety statement and warranty from the manufacturer guaranteeing operation in rain will be accepted as an alternative to IP rating)• Ability to fly in wind speeds of at least 30mph• Single operator launched• Automatic and manual landing• Autonomous operation way points• 10 miles video and control link range• Ability to swap out payloads• Ability to operate in designated no fly zones• Hold position in flight (rotary/hybrid)• Gimbal or camera stabilisation• HD zoom camera (x30 optical minimum)• Thermal camera• Dual daylight/IR camera• Ability for single person to swap out battery to charge in 10 minutes• Calibration automatic• Ability to set own geo fence• Self-monitor health• Flight critical system failure communication• Ability to store data/imagery on controller in addition or as an alternative to storage on drone• Position lighting• Recognise other drones/air users• Structure and person collision avoidance• Transfer control of drone to another pilot and controller to extend distance of operation• AES256 encrypted control data and video streams• Ability to downlink live imagery• Meta data embedded imagery• Built in system redundancy e.g. include GPS, control systems and battery• Return to home on loss of link and on command from GCS• Ability to supply live imagery transmission to third party hardware via a recognised output. i.e. HDMI or ethernet
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Specification, overview
and lot structure

CATEGORY F - SPECIALIST PHOTOGRAMMETRY DRONE

As a minimum, the drone should possess the following features:

- Ability to fly in wind speeds of at least 25mph (11.18m/s)
- Flight time actual minimum of 20 minutes
- Ability for single person to swap out battery to charge in under 5 minutes
- Encrypted control link
- Encrypted video downlink
- Imagery and video stored on removable storage system (SD or similar)
- Ability to terminate flight immediately
- Ability to fly with or without GPS
- Ability to operate in designated no fly zones
- Hold position in flight using RTK
- Stabilised gimbal
- Ability to set own geo fence
- Autonomous operation way points by pre-programming
- Automatic and manual launch and land
- Self-monitor health
- Flight critical system failure communication
- Return to home functionality due to loss of link or on command
- Daylight camera optical zoom with at least 1inch sensor and be able to take ND filters. Capable of capturing at least 20mp images. Manual control to set white balance and aperture/shutter speeds/ISO and shoot in RAW
- Capable of 4K video 30-60 fps. Tripod mode and object following also required
- Position lighting
- Automatic calibration
- Single person operated
- Photogrammetry software included on drone or sold as bundle

Capable of:

- Exporting of images for mapping
- 2D mapping
- 3D mapping
- Absolute location
- Ground sampling data under 2cm

Specification, overview
and lot structure

CATEGORY G - SPECIALIST DRONE FOR USE IN HAZARDOUS ENVIRONMENT

- As a minimum, the drone should possess the following features:
- Flight time minimum 25 minutes
 - Ability to fly in wind speeds of at least 30mph
 - Ability for single person to swap out battery to charge in under 5 minutes
 - Ability to perch and downlink images
 - Ability to store information on controller and not on drone
 - Ability to terminate flight immediately
 - Ability to fly with or without GPS
 - Ability to operate in designated no fly zones
 - Hold position in flight
 - Position lighting
 - Encrypted control link
 - Encrypted video downlink
 - Automatic calibration
 - Ability to set own geo fence
 - Autonomous operation way points
 - Automatic and manual launch and land
 - Self-monitor health
 - Flight critical system failure communication
 - Single person operated
 - Robust with collision protection
 - Ability to supply live imagery transmission to third party hardware via a recognised output. i.e. HDMI or ethernet
 - Meta data embedded imagery

CATEGORY H - SPECIALIST DELIVERY DRONE
(DRONES MEETING REQUIREMENTS IN CATAGORIES B AND C AND ADAPTED FOR THIS PURPOSE CAN BE CONSIDERED UNDER THIS LOT)

- As a minimum, the drone should possess the following features:
- Flight time minimum 25 minutes
 - IP45 rating or higher (if not IP rated a safety statement and warranty from the manufacturer guaranteeing operation in rain will be accepted as an alternative to IP rating)
 - Ability to fly in wind speeds of at least 30mph
 - Ability for single person to swap out battery to charge in under 5 minutes
 - Ability to store information on controller and not on drone
 - Ability to terminate flight immediately
 - Ability to fly without GPS
 - Ability to operate in designated no fly zones
 - Hold position in flight
 - Position lighting
 - Encrypted control link
 - Encrypted video downlink
 - Automatic calibration
 - Ability to set own geo fence
 - Autonomous operation way points
 - Automatic and manual launch and land
 - Self-monitor health
 - Flight critical system failure communication
 - Single person operated
 - Payload delivery system to deliver items (including but not limited to): medical supplies/life aid/buoyancy aid/telephone/GPS tracker/water/food
 - Return to home functionality due to loss of link or on command
 - Built in system redundancy e.g. include GPS, control systems and battery

Specification, overview and lot structure

REQUIREMENTS

All equipment is to be supplied with chargers and relevant accessories to enable immediate use once removed from packaging without the need for any additional purchase.

All equipment is to conform to any relevant standards for all goods and services within each category stated within this lot as a minimum including any recent or ongoing standards that are currently in the process of being updated.

Standards are to be specified by the customer at further competition stage.

Suppliers/providers are to supply as standard a ground station controller which has a screen viewable by the pilot. This may be integral or take the form of a separate tablet/screen. Additionally, screens of varying sizes and quality may be offered as accessories.

Customers will write their own detailed specification at further competition stage to suit their exact needs and requirements.

LOT 2 ASSOCIATED PRODUCTS

DESCRIPTION

Suppliers/providers awarded on to lot 2 are able to meet the provision of associated products to be used in conjunction with a drone/s.

This lot covers all types of products including (but not limited to):

- Daylight cameras
- Thermal cameras
- Dual day/IR cameras
- Tablets/controller screens
- Other payloads
- Lighting
- Loudspeakers
- Delivery system
- Parachutes
- Other sensors
- Cases
- Backpacks

REQUIREMENTS

All equipment is to conform to any relevant standards for all goods and services within this lot as a minimum including any recent or ongoing standards that are currently in the process of being updated.

Standards are to be specified by the customer at further competition stage.

Customers will write their own detailed specification at further competition stage to suit their exact needs and requirements.

Specification, overview
and lot structure

LOT 3 ASSOCIATED SERVICES
DESCRIPTION
<p>Suppliers/providers awarded on to lot 3 are able to meet the provisions of associated services to be used in conjunction with a drone/s.</p> <p>This lot covers all types of services including (but not limited to):</p> <ul style="list-style-type: none">• Drone hire (equipment only)• Full drone service including equipment and pilots• Lease option <p>Bespoke package bundles such as (but not limited to):</p> <ul style="list-style-type: none">• Software• Payload• Livestream transmitter <p>This lot is to be tailored to specific local requirements therefore will be subject to a further competition.</p>
REQUIREMENTS
<p>All equipment is to conform to any relevant standards for all goods and services within each category stated within this lot as a minimum including any recent or ongoing standards that are currently in the process of being updated.</p> <p>Standards are to be specified by the customer at further competition stage.</p> <p>Customers will write their own detailed specification at further competition stage to suit their exact needs and requirements.</p>

Specification, overview and lot structure

LOT 4 DRONE REPAIRS, MAINTENANCE AND SERVICE

DESCRIPTION

Suppliers/providers awarded on to lot 4 are able to meet the provision of drone repairs, maintenance and service.

Three levels of packages have been outlined within the following three categories. Suppliers/providers awarded on to lot 4 categories can meet the following minimum requirements:

CATEGORY A - BRONZE

- Collection of defective system assessment and diagnostics within a two-week period
- 1 x service per year
- Standard parts and labour warranty

CATEGORY B - SILVER

- Collection of defective system and return or replacement within a 7-day period
- 1 x service per year
- 2 year parts and labour warranty
- Exchange system for system being serviced

CATEGORY C - GOLD

- Collection of defective system and replacement system within a 24-hour period
- 2 x services per year
- 3 years parts and labour warranty
- Exchange system for system being serviced

REQUIREMENTS

All equipment is to conform to any relevant standards for all goods and services within each category stated within this lot as a minimum including any recent or ongoing standards that are currently in the process of being updated.

Standards are to be specified by the customer at further competition stage.

Customers will write their own specification at further competition stage to suit their exact needs and requirements.

Benefits of using the framework agreement

YPO's framework agreements are established to allow customers to purchase goods, works or services from suppliers/providers via either direct award or further competition.

Benefits of using the framework agreement:

- YPO can fully manage the customers further competition (call-off) process if required.
- Reduced timescales – customers do not need to run a full OJEU procurement if procuring via the framework agreement.
- Assured supplier standards – suppliers/providers are 'pre-qualified' as to their general suitability.
- Aggregation of spend – customers will receive the benefits of the aggregated spend volume and increased leverage in the market.
- Pre-defined terms and conditions – when awarding contracts customers have the option to use YPO's standard framework agreement terms and conditions as established or use their own terms and conditions.

Suppliers/providers

LOT 1 DRONES – PURCHASE			
SUPPLIER/PROVIDER	CONTACT		
BuzzFlyer Ltd	John Cleave Director Main Contact Orders/Enquiries T: 01787 319999 E: john@buzzflyer.co.uk BuzzFlyer Limited, Unit 7 The Cloisters, Church Field Road, Sudbury, Suffolk, CO10 2YR	Harvey Mann Manager Technical/Orders T: 017873 19999 E: harvey@buzzflyer.co.uk BuzzFlyer Limited, Unit 7 The Cloisters, Church Field Road, Sudbury, Suffolk, CO10 2YR	Janet Cleave Manager Accounts/ Administration T: 01787 319999 E: accounts@buzzflyer.co.uk BuzzFlyer Limited, Unit 7 The Cloisters, Church Field Road, Sudbury, Suffolk, CO10 2YR
Colena Ltd	Ruairi Hardman Business Development Manager T: 0191 296 1024 E: info@heliguy.com Colena Ltd T/A Heliguy, Unit 9, Jupiter Court, Orion Busines Park, North Shields, Tyne and Wear, NE29 7SE		
Evolve Dynamics Ltd	Mike Dewhirst CEO/Director T: 01483 684814 E: mike.dewhirst@evolvedynamics.com Surrey Technology Centre, 40 Occam Road, Guildford, GU2 7YG		
iRed Ltd	Tim Mammatt Sales and Solutions Manager T: 01243 370 296 E: tim.mammatt@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK	Ben Coleman Consultancy Product Sales & Technical Manager T: 01243 219 203 E: ben.coleman@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK	Dianne Heath Business Development Manager T: 07778 281379 E: dianne.heath@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK

Suppliers/providers

Marlborough Communications Ltd	Mark Harbin Business Development Manager - Main Contact T: 01293 775071/07825 210454 E: markharbin@marlboroughcomms.com Marlborough Communications Limited, Dovenby Hall, Balcombe Road, Horley, Surrey, RH6 9UU	Matt Turner Project Manager - Technical and Further Competition Contact T: 01293 775071 E: matthewTurner@marlboroughcomms.com Marlborough Communications Limited, Dovenby Hall, Balcombe Road, Horley, Surrey, RH6 9UU	
Martek Drones Ltd (Also t/a Coptrz.com)	Sam Denniff Sales Manager - Main Contact T: 07976 735856 E: sam.denniff@coptrz.com Martek Drones Ltd T/A Coptrz, 1st Floor Phoenix House, 3 South Parade, Leeds LS1 5QX	Ryan Shelswell Technical T: 03301117177 E: ryan.shelswell@coptrz.com Martek Drones Ltd T/A Coptrz, 1st Floor Phoenix House, 3 South Parade, Leeds LS1 5QX	Sophie Campbell Payment/Financial T: 03301117177 E: accounts@coptrz.com Martek Drones Ltd T/A Coptrz, 1st Floor Phoenix House, 3 South Parade, Leeds LS1 5QX
Skyports	Jef Geudens Head of Drone Deliveries - Technical Information Lead for the Contract T: 07903 962 746 E: jef@skyports.net Skyports, Unit LG.02, Edinburgh House, 170 Kennington Lane, London, SE11 5DP		Alex Brown Head of Operations T: 07444 572 240 E: alex@skyports.net Skyports, Unit LG.02, Edinburgh House, 170 Kennington Lane, London, SE11 5DP

LOT 2 – ASSOCIATED PRODUCTS

SUPPLIER/ PROVIDER	CONTACT		
Aviation Systems Group Ltd	Adrian Geal Director T: 077134 40859 E: ageal@asg.ltd ASG Ltd, 2 Bailey Hill, Castle Cary, England, BA7 7AD		
BuzzFlyer Ltd	John Cleave Director Main Contact Orders/Enquiries T: 01787 319999 E: john@buzzflyer.co.uk BuzzFlyer Limited, Unit 7 The Cloisters, Church Field Road, Sudbury, Suffolk, CO10 2YR	Harvey Mann Manager Technical/Orders T: 017873 19999 E: harvey@buzzflyer.co.uk BuzzFlyer Limited, Unit 7 The Cloisters, Church Field Road, Sudbury, Suffolk, CO10 2YR	Janet Cleave Manager Accounts/ Administration T: 01787 319999 E: accounts@buzzflyer.co.uk BuzzFlyer Limited, Unit 7 The Cloisters, Church Field Road, Sudbury, Suffolk, CO10 2YR
Inspectahire Instrument Company Ltd	Sally Macleod FLIR Sales Co-ordinator T: 01224 789692 E: sallymacleod@inspectahire.com / enquiries@inspectahire.com Inspectahire Instrument Company Ltd, Unit 10-12 Whitmyers Business Centre, Whitemyres Avenue, Aberdeen, AB16 6HQ	Fergus Caldwell Technical Manager T: 01224 789692 E: ferguscaldwell@inspectahire.com Inspectahire Instrument Company Ltd, Unit 10-12 Whitmyers Business Centre, Whitemyres Avenue, Aberdeen, AB16 6HQ	

Suppliers/providers

iRed Ltd	Tim Mammatt Sales and Solutions Manager T: 01243 370 296 E: tim.mammatt@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK	Ben Coleman Technical Manager T: 01243 370 296 E: ben.coleman@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK	Sales Team Sales T: 01243 370 296 E: sales@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK
Marlborough Communications Ltd	Mark Harbin Business Development Manager - Main Contact T: 01293 775071/07825 210454 E: markharbin@marlboroughcomms.com Marlborough Communications Limited, Dovenby Hall, Balcombe Road, Horley, Surrey, RH6 9UU	Matt Turner Project Manager - Technical and Further Competition Contact T: 01293 775071 E: matthewturner@marlboroughcomms.com Marlborough Communications Limited, Dovenby Hall, Balcombe Road, Horley, Surrey, RH6 9UU	
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Skyports	Jef Geudens Head of Drone Deliveries - Technical Information Lead for the Contract T: 07903 962 746 E: jef@skyports.net Skyports, Unit LG.02, Edinburgh House, 170 Kennington Lane, London, SE11 5DP	Alex Brown Head of Operations T: 07444 572 240 E: alex@skyports.net Skyports, Unit LG.02, Edinburgh House, 170 Kennington Lane, London, SE11 5DP	

LOT 3 – ASSOCIATED SERVICES

SUPPLIER/ PROVIDER	CONTACT		
Colena Ltd	Ruairi Hardman Business Development Manager T: 0191 296 1024 E: info@heliguy.com Colena Ltd T/A Heliguy, Unit 9, Jupiter Court, Orion Business Park, North Shields, Tyne and Wear, NE29 7SE		
DFS Autonomous Services Ltd	Gareth Beverley Chief Operating Officer T: 07584 657516 E: gareth.beverley@consortiq.com World Business Centre 3, Newall Road, London Heathrow Airport, Hounslow, Middlesex, TW6 2TA	Bryce Allcorn Operations Manager T: 020 3940 2518 E: ballcorn@thediplomatgroup.co World Business Centre 3, Newall Road, London Heathrow Airport, Hounslow, Middlesex, TW6 2TA	Marc Krens CEO T: 001 202 297 4677 USA E: mkrens@thediplomatgroup.com World Business Centre 3, Newall Road, London Heathrow Airport, Hounslow, Middlesex, TW6 2TA

Suppliers/providers

Excelerate Technology	Bethan Evans Operations Director T: 8456585747 E: bethane@excelerate.info Willow House, Pascal Close, St Mellons, Cardiff, CF3 0LW		
GeoAccess Ltd	Mark Coleman Managing Director - Further Competition Co-ordinator T: 07765 372823 E: mark.coleman@geoaccess.co.uk GeoAccess, The Millhouse Business Centre, Station Road, Castle Donington, Derbyshire, DE74 2NJ	Rob Fisher General Manager UAV Operations - Technical Information T: 07951 998547 E: rob.fisher@geoaccess.co.uk GeoAccess, The Millhouse Business Centre, Station Road, Castle Donington, Derbyshire, DE74 2NJ	David Frost Operations Director - Delivery T: 07341 854761 E: david.frost@geoaccess.co.uk GeoAccess, The Millhouse Business Centre, Station Road, Castle Donington, Derbyshire, DE74 2NJ
Iprosurv Ltd	Rebecca Jones CEO T: 07747 112458 / 0114 4055 077 E: shane@iprosurv.com Iprosurv, Advanced Manufacturing Park, Technology Centre, Brunel Way, Rotherham, S60 5WG		
iRed Ltd	Tim Mammatt Sales and Solutions Manager T: 01243 370 296 E: tim.mammatt@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK	Ben Coleman Technical Manager T: 01243 370 296 E: ben.coleman@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK	Sales Team Sales T: 01243 370 296 E: sales@ired.co.uk iRed Limited, Unit 6, The Old Flour Mill, Queen Street, Emsworth, Hampshire, PO10 7BT, UK
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Suppliers/providers

LOT 4 – DRONE REPAIRS, MAINTENANCE AND SERVICE			
SUPPLIER/ PROVIDER	CONTACT		
Colena Ltd	Ruairi Hardman Business Development Manager T: 0191 296 1024 E: info@heliguy.com Colena Ltd T/A Heliguy, Unit 9, Jupiter Court, Orion Busines Park, North Shields, Tyne and Wear, NE29 7SE		
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How to award/call-off from the framework

To access the framework agreement, customers should complete and return the Non-Disclosure and Customer Access Agreement.

Further competition

Evaluation must be fair and transparent, and the methodologies used to evaluate must be provided to the suppliers/providers within the further competition documentation.

YPO can help customers produce specifications, qualitative questions, pricing schedules and evaluation criteria to undertake a further competition. Clarification responses, evaluation of further competition submissions, drafting of award letters and contracts and applicable Contract Award Notices are elements of the process that will need to be completed by the customer. Customers must inform YPO of the outcome of any further competition they undertake themselves.

When running a further competition, customers should award based on the most economically advantageous tender and must provide suppliers/providers with the methodology behind the evaluation, including the evaluation criteria and the weightings that are applied.

The selection/award criteria used to establish the framework agreement was:

CRITERIA FOR FURTHER COMPETITIONS	
Cost – 35%	The full weighting of 35% will be opened for evaluation at further competition stage.
Quality – 50%	<p>The overall weighting for quality is 50%.</p> <p>At further competition stage 40% of the ITT score is to be reopened by the customer for quality evaluation which could include (but not limited to) specification, samples, customer service and capacity.</p> <p>The scores for the remaining 10% will be taken through from the initial ITT framework evaluation.</p>
Lead times – 10%	The full weighting of 10% will be opened for evaluation at further competition stage.
Sustainability and CSR – 5%	It is anticipated that full 5% weighting will be pulled through from initial framework evaluation stage, but OCA can still re-open this weighting if they wish to do so.

YPO envisages that the quality award criteria may be made up of (but not limited to) the questions under the areas listed below:

- Quality of service
- Customer service and account management
- Delivery
- Innovation and added value

Term and conditions

Suppliers/providers awarded to the framework agreement have agreed to and signed YPO's standard Terms and Conditions. These can be amended by the CA and supplier/provider by mutual agreement to include additional terms to supplement the standard Terms and Conditions. A variation form is included in the standard Terms and Conditions document to allow customers and suppliers/providers to amend any terms if required.

Contact information

For further information or to discuss individual requirements, please use the contact details below:

Sarah Earl

Category Buyer | Emergency Services and Blue Light
Tel: **07976 873 034** | Email: **sarah.earl@ypo.co.uk**

Laura Megson

Assistant Category Buyer | Emergency Services and Blue Light
Tel: **07552 320 097** | Email: **laura.megson@ypo.co.uk**

STAGE 1

Initial Customer Enquiry

- Customer contacts YPO for information
- YPO will send customer a copy of the User Guide, NDA and Access Agreement
- Customer completes and returns NDA and Access Agreement

**STAGE 2**

NDA/Access Agreement Returned to YPO

- Following receipt of signed NDA/Access Agreement YPO may send the customer a Further Competition Template, Bank of Optional Questions, and Framework Agreement Scope
- YPO may provide the customer with a unique reference code for the further competition, which will be referenced on all documentation
- Customer completes the documents and sends to YPO
- If the customer decides to undertake their own further competition YPO must be informed via e-mail

**STAGE 3**

Further Competition

- YPO can issue further competition documents to all suppliers/providers on the framework agreement if required by the customer
- YPO will manage any clarifications that are received from potential suppliers/providers (customers will need to provide clarification responses)
- At the submission closing date YPO will provide customers with access to all submissions
- Customers can then evaluate (offline) the submissions and prepare acceptance and rejection letters

**STAGE 4**

Contract Award

- YPO will issue the award decision documentation (acceptance and rejection letters) via YPO's e-portal
- Optional 10-day standstill period: customers are advised to implement a voluntary standstill period of 10 days
- A Contract Award Notice following any award via the framework agreement must be published within 30 days (YPO are able to do this on behalf of the customer if required)