

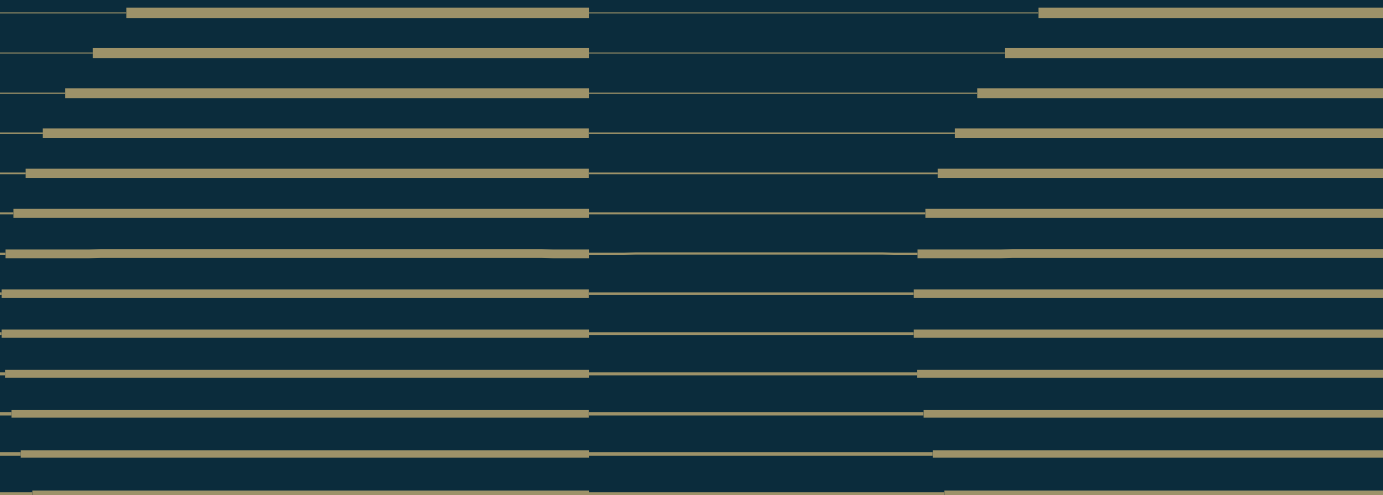


TRINITY HOUSE

30th July 2024

**Industry
Engagement Day
– Questions &
Answers**

**FUTURES
AFLOAT**



Futures Afloat Industrial Engagement Day – Recording of Q&As

30th July 2024

TH London

Trinity House Panel:

1. Iain Lower - Deputy Master and Programme Sponsor
2. Damien Oliver - Major Projects Director and Senior Responsible Owner
3. Natalie Gull - Director of People and Culture
4. Neil Grant - Programme Manager
5. Beth Briggs – Head of Procurement and Contract

Questions & Answers (In person and online):

- 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, like a joint venture or through 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 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.