



# Mid Annual Status Update Meeting- Procurement

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11 May 2022



# Agenda

- Legal Framework & Procurement Policy
- Procurement Services - Our Mission
- Basic Procurement Principles
- SKAO Types of Agreement (contracts)
- Procurement Intranet Page
- SKA Observatory Supplier Portal
- Procurement Process
- Procurement Services Org. Structure
- Summary of Procured Contracts
- Procurements in Progress
- Procurement Outlook
- Questions



# Legal Framework & Procurement Policy

The SKA Observatory (SKAO) is an Intergovernmental Organisation (IGO).

As an IGO the SKAO is not a legal entity under national or European law but governed by public international law.

The SKAO benefits from immunity from national jurisdiction and execution. Thus legal disputes between the SKAO and its suppliers and contractors are not submitted to national courts but solved via international arbitration.

Furthermore, **the SKAO is entitled to establish its own internal rules necessary for its proper functioning, including its own policies and procedures covering procurement.**

These internal policies and procedures are drafted to reflect **the highest ethical standards and current best practices** around the sourcing and procurement of goods, services and works internationally.



# Procurement Services - Our Mission

“Procurement Services sustainably procures goods, services and works meeting the needs of requestors at the best value for money, while considering Member’s fair work-return aspirations.”

All procurement activities will be carried out in compliance with SKAO policies and shall align with the following fundamentals:

- Fair Work Return - procurement opportunities are first provided to suppliers from within Member countries
- Equality – suppliers from Member countries are treated equally
- Transparency – procurement activity is always open and transparent
- Competitive – unless there is a strong justification, procurement is competitive



# Basic Procurement Principles

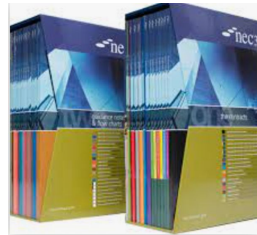
- Procurement is restricted to legal entities established in the SKAO Member countries.
- Invitation documents are drafted in a fair way so as to ensure fair competition.
- As a general rule, SKAO's tendering procedure is selective and does not take the form of open invitations to tender or price enquiries.
- There is strict confidentiality around the opening, evaluation and negotiation of tenders.
- Contracts are generally awarded on the basis of value for money rather than on a lowest price basis, i.e. quality and price are weighted.

Price  // Quality 



# SKAO Types of Agreement (contracts)

- Purchase Orders used wherever possible for simple purchases
- NEC4 Contracts used when Purchase Orders are not appropriate**
- We buy an eclectic mix of goods, works and services; a 'one contract fits all' in-house contract is inappropriate - the NEC4 suite of contracts meet most of our day-to-day contracting needs:
  - Professional Services Contract (PSC) and its subcontract and short form*
  - Engineering and Construction Contract (ECC) and its subcontract and short form*
  - Term Services Agreement (TSA) and its short form*
  - Supply Contract (SC) and its short form*
  - Framework Contract (FC)*
- The NEC4 contract suite was developed by the UK Institution of Civil Engineers to be **collaborative, fair and non-adversarial** – far fewer commercial disputes
- The NEC4 contract suite does not allow the SKAO to leverage an unfair contractual advantage – fundamentally different to most 'in-house' terms and conditions.
- The NEC4 contracts are well **aligned with SKAO culture and values**
- Already used in Australia and South Africa
- Plain English (no Latin words J)**, easy to understand and not 'country law specific'



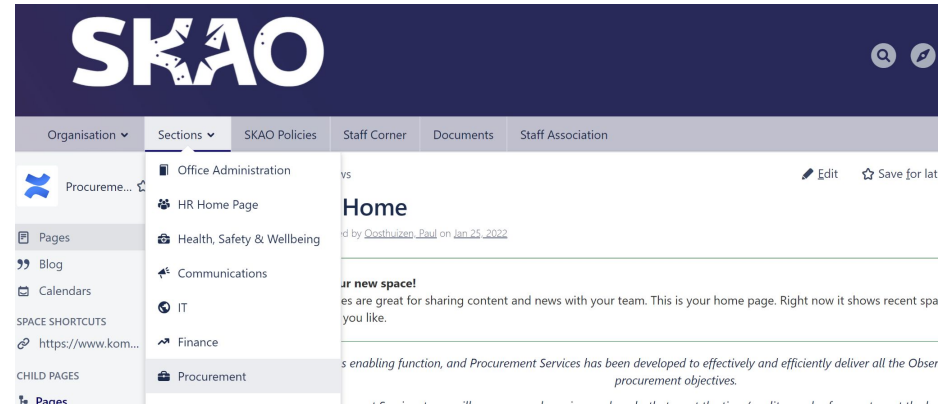
# Procurement Intranet Page

Procurement is part of finance but we have our own Intranet Page

- Meet the Team & Organisational Chart
- Contracting
- Procurement Calendar
- Policies and Procedures

Coming Soon:

- Dashboard
- Supply Chain Management
- Supplier Account Opening Q&A



Price // Quality



# SKAO Observatory Supplier Portal

**SKAO** Procurement Your supplier pages Profile Login

## Welcome

Here you will find SKA Observatory procurement notices.

Create a free account today!

Would you like to know more?

### Market survey notice

According to this notice the expected publication date of the tender documents (note that this could change) is **2021/09/29**

The SKAO will procure, in accordance with the SKAO Procurement Policy and Procedures, a Facilities Management Contract from the UK, local to the SKAO Headquarters, covering Hard Services for the UK based SKAO Headquarters (SKA Observatory, Jodrell Bank, Lower Withington, Macclesfield, SK11 9FT, UK).

[SKAO-TEL-FMHS-MS\\_MARKET SURVEY.pdf](#)  
File added on 2021/09/01 08:52:00 PM, 765.63 KB.

For questions, please contact

### Register interest

You must register your interest for this procurement if you want to stay up to date on the tender documents. After registration you will be able to ask the procurement officer questions and get access to the full documentation. The procuring organisation will see that you have registered and may contact you. The procuring organisation will not see if you start working on or submit e-tenders, until the procurement procedure is executed. The exception is for procedures where you are invited to register.

[Register interest](#)

### Your supplier pages

Here you can view all your active tasks.

#### Your ongoing procurements

You don't have any ongoing procurement, register interest on a procurement and it will appear here.

- [ITT Attachment 1 - Skills Required.](#)  
File added on 2021/08/16 12:20:00 PM, 419.23 KB
- [Market Survey - Software Develop](#)  
File added on 2021/08/16 01:01:00 PM, 275.31 KB
- [SKA-TEL-SKO-0001822 Framework InformationSigned.pdf](#)  
File added on 2021/08/16 12:20:00 PM, 1.27 MB.

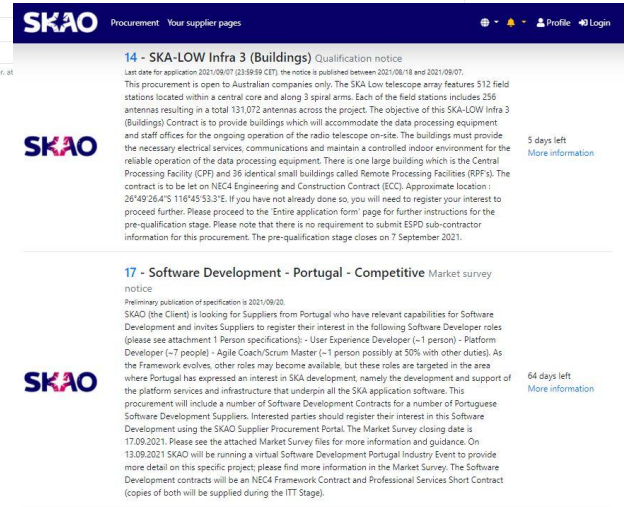
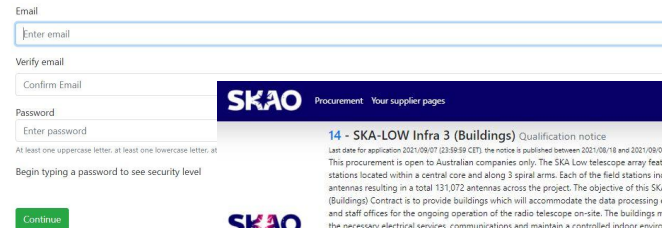
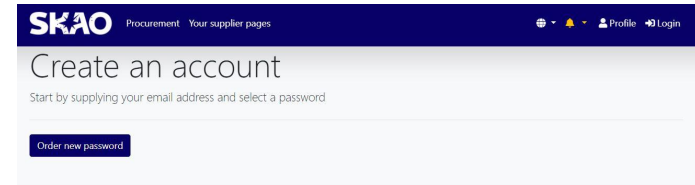
[All applications and offers](#) [Search procurements](#)





# Register on the SKAO Supplier Portal

- The SKAO Supplier Portal facilitates communication between the SKAO and suppliers. You can safely view procurement notices, exchange messages, register your interest, submit tenders and much more.
- The SKAO Supplier Portal is a free of charge service to suppliers. As soon as the supplier has created and activated their account, they can access the pages that the SKAO has invited them to see.



**14 - SKA-LOW Infra 3 (Buildings)** Qualification notice  
Last date for application 2021/09/07 (23:59:59 CET), the notice is published between 2021/08/18 and 2021/09/07. This procurement is open to Australian companies only. The SKA Low telescope array features 512 field stations located within a central core and along 3 spiral arms. Each of the field stations includes 256 antennas resulting in a total 131,072 antennas across the project. The objective of this SKA-LOW Infra 3 (Buildings) Contract is to provide buildings which will accommodate the data processing equipment and staff offices for the ongoing operation of the radio telescope on-site. The buildings must provide the necessary electrical services, communications and maintain a controlled indoor environment for the reliable operation of the data processing equipment. There is one large building which is the Central Processing Facility (CPF) and 26 identical small buildings called Remote Processing Facilities (RPFs). The contract is to be let on NEC4 Engineering and Construction Contract (ECC). Approximate location: 26°49'26.4"S 116°45'53.3"E. If you have not already done so you will need to register your interest to proceed further. Please proceed to the 'Entire application form' page for further instructions for the pre-qualification stage. Please note that there is no requirement to submit ESPD sub-contractor information for this procurement. The pre-qualification stage closes on 7 September 2021. 5 days left [More information](#)

**17 - Software Development - Portugal - Competitive** Market survey notice  
Preliminary publication of specification is 2021/09/20  
SKAO (the Client) is looking for Suppliers from Portugal who have relevant capabilities for Software Development and invites Suppliers to register their interest in the following Software Developer roles (please see attachment 1 Person specifications) - User Experience Developer (-1 person) - Platform Developer (-7 people) - Agile Coach/Scrum Master (-1 person possibly at 50% with other duties). As the Framework evolves, other roles may become available, but these roles are targeted in the area where Portugal has expressed an interest in SKA development, namely the development and support of the platform services and infrastructure that underpin all the SKA application software. This procurement will include a number of Software Development Contracts for a number of Portuguese Software Development Suppliers. Interested parties should register their interest in this Software Development using the SKAO Supplier Procurement Portal. The Market Survey closing date is 17/09/2021. Please see the attached Market Survey files for more information and guidance. On 13/09/2021 SKAO will be running a virtual Software Development Portugal Industry Event to provide more detail on this specific project; please find more information in the Market Survey. The Software Development contracts will be a NEC4 Framework Contract and Professional Services Short Contract (copies of both will be supplied during the ITT Stage). 64 days left [More information](#)

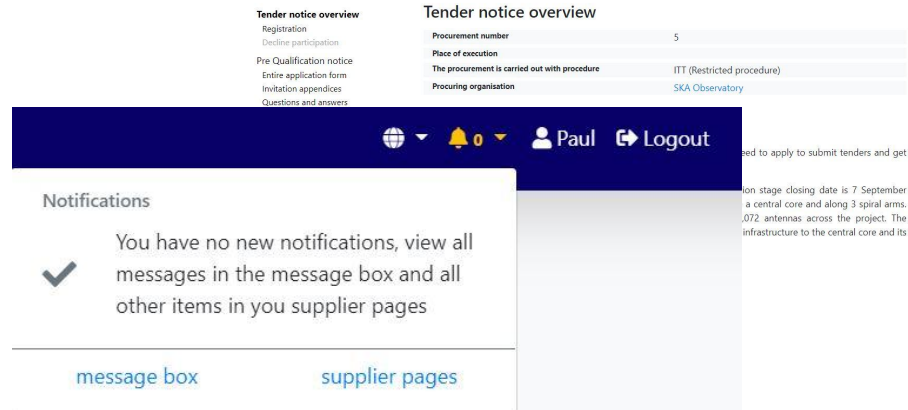
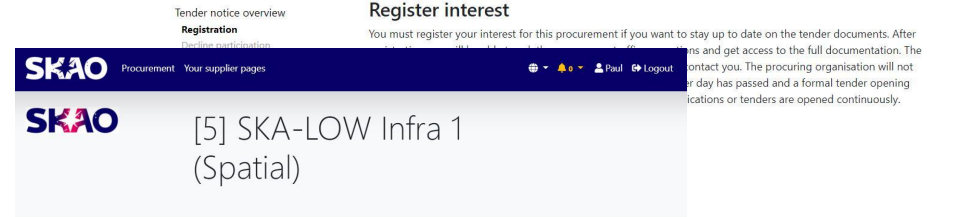
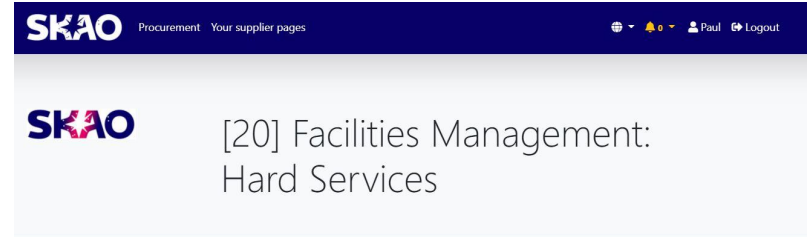


**15 - SKA-LOW Infra 7 (Road & Airstrip)** Qualification notice  
Last date for application 2021/09/09 (23:59:59 CET), the notice is published between 2021/08/12 and 2021/09/09. This procurement is open to Australian companies based in the Mid-West region only. The pre-qualification closing date is 9 September 2021. Please proceed to the 'Entire application form' page for further instructions for the pre-qualification stage. Please note that there is no requirement to submit ESPD sub-contractor information for this procurement. The SKA Low telescope array features 512 field stations located within a central core and along 3 spiral arms. Each of the field stations includes 256 7 days left [More information](#)

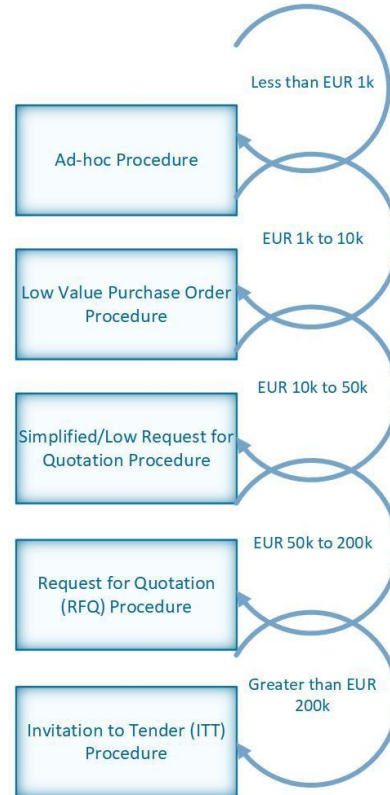


# Procurement Processes managed through the Supplier Portal

- Prior Notice to ILOs
- Publication of Market surveys (Expression of Interest)
- Pre-qualification
- Invitation to Tender
- Tender Evaluation
- Questions and Answers
- Notifications



# Procurement Process



# Procurement Process

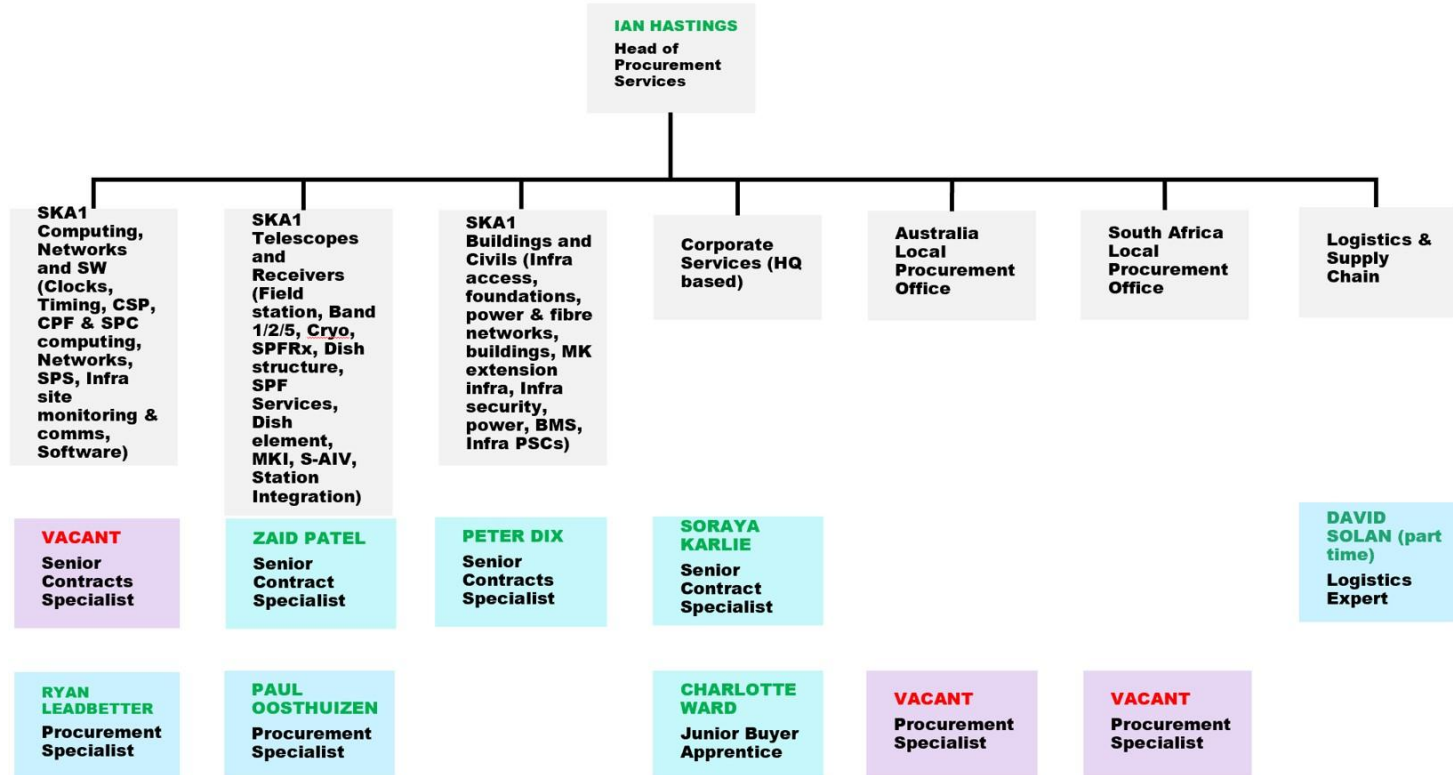
## Full Invitation To Tender process:

- Process for obtaining offers >Eur 200K
- Led by Procurement Services with separate Technical Evaluation Panel
- SKAO Industrial Liaison Officer Network normally given 21 days prior notice of procurement opportunity
- Market Survey (EoI) published on the SKAO Supplier Portal or a Sole Source Justification
- Pre-qualification of potential tenderers
- Shipping costs are excluded from commercial evaluations (all bids assumed FCA, seller's works).
- Value for money award criteria (most economically advantageous bid)
- A technical evaluation panel is appointed to evaluate technical bids and the procurement officer evaluates the commercial bid
- All competitive procurements >Eur 500k and all non-competitive procurements >Eur 250k must be endorsed by the tender subcommittee

***Please Note: The SKAO does not normally negotiate on price,  
We request that tenderers submit their best offer first time round***



# Procurement Services Org. Structure



# Summary of Procured Contracts

Contract Description	Type of Contract	Lead Contractor	Procurement Officer	Supplier	Contract Value €M	Supplier Country	Award Date
Site Vehicles - Mid	Competitive	Cash	Ryan Leadbetter	Toyota Bidvest - McCarthy Toyota N1 City	€0.43	South Africa	27-May-21
MID Infra Professional Services (provision of NEC PM and Supervisors for construction + tender support)	SoleS	Cash	Peter Dix	Zutari	€4.38	South Africa	07-Sep-21
Professional services (NEC PM & Supervisor services)	SoleS	Cash	Peter Dix	SARAO	€1.83	South Africa	19-Oct-21
MID AIV PSC	SoleS	Cash	Paul Oosthuizen	SARAO	€14.05	South Africa	9-Mar-22
MID AIV PSC	SoleS	Cash	Paul Oosthuizen		€1.47	Portugal	9-Mar-22
Power Procurement Consultancy Services	SoleS	Cash	Soraya Karlie	GC3 CUBED	€0.22	South Africa	10-Jan-22
Consultancy Services for the procurement of EMC compliant power supply solutions	SoleS	Cash	Peter Dix	Mesa Solutions Pty Limited	€0.66	South Africa	26-Mar-21



# Summary of Procured Contracts (Software)

Contract Description	Type of Contract	Lead Contractor	Procurement Officer	Supplier	Contract Value €M	Country	Award Date
Software Development	SoleS	Cash	Ryan Leadbetter	Astron - Netherlands Institute for Radio Astronomy		Netherlands	06-Jul-21
Software Development	SoleS	Cash	Ryan Leadbetter	CGI Netherlands		Netherlands	06-Jul-21
Software Development	SoleS	Cash	Ryan Leadbetter	TriOpSys b.v.		Netherlands	06-Jul-21
Software Development	SoleS	Cash	Ryan Leadbetter	S[&]T - Science and Technology Corporation		Netherlands	06-Jul-21
Software Development	SoleS	Cash	Ryan Leadbetter	Vivo Technical		South Africa	06-Jul-21
Software Development	SoleS	Cash	Ryan Leadbetter	Interaction Design Solutions Srl		Italy	06-Jul-21
Software Development	SoleS	Cash	Ryan Leadbetter	ICRAR - International Centre for Radio Astronomy Research		Australia	17-Aug-21
Software Development	SoleS	Cash	Ryan Leadbetter	Guangzhou University		China	17-Aug-21
Software Development	SoleS	Cash	Ryan Leadbetter	CSIRO - Commonwealth Scientific and Industrial Research Organisation		Australia	07-Sep-21
Software Development	SoleS	In-kind	Ryan Leadbetter	STFC - Science and Technology Facilities Council		United Kingdom	15-Sep-21



# Summary of Procured Contracts (Software Continued)

Contract Description	Type of Contract	Lead Contractor	Procurement Officer	Supplier	Contract Value €M	Country	Award Date
Software Development	SoleS	In-kind	Ryan Leadbetter	South African Department of Science and Innovation / SARAO		South Africa	15-Sep-21
Software Development	SoleS	Cash	Ryan Leadbetter	Fourier Space Pty Ltd		Australia	19-Oct-21
Software Development	Competitive	Cash	Ryan Leadbetter	Observatory Sciences Ltd		United Kingdom	19-Oct-21
Software Development	Competitive	Cash	Ryan Leadbetter	CGI IT UK Ltd		United Kingdom	19-Oct-21
Software Development	Competitive	Cash	Ryan Leadbetter	The Numerical Algorithms Group Ltd		United Kingdom	19-Oct-21
Software Development	Competitive	Cash	Ryan Leadbetter	Persistent Systems Limited UK		United Kingdom	19-Oct-21
Software Development	Competitive	Cash	Ryan Leadbetter	Covnetics Limited		United Kingdom	19-Oct-21
Software Development	SoleS	Cash	Ryan Leadbetter	The National Institute for Astrophysics (INAF)		Italy	07-Dec-21
Software Development	Competitive	Cash	Ryan Leadbetter	ALTAR Innovation		Portugal	07-Dec-21
Software Development	SoleS	Cash	Ryan Leadbetter	Porto UNI		Portugal	07-Dec-21
Software Development	Competitive	Cash	Ryan Leadbetter	Critical Software S.A		Portugal	07-Dec-21
Software Development-NCRA	SoleS	In-kind	Ryan Leadbetter	National Centre for Radio Astrophysics (NCRA)		India	29-Mar-22
<b>Total</b>					<b>€31.41</b>		

\*The total value of Software Contracts is €62.82. 50% has been allocated to MID for illustration purposes only. The actual amount will vary.





# Procurements in Progress

Contract Description	Procurement Process	Cash / In-kind	Status	Procurement Officer	Supplier	Country
Correlator Beam-former (CBF) Mid Management and Integration - Tier 1 - UK - Synchronisation and Timing SAT - MID / LOW	SoleS	In-kind	Short list of tenderers finalised	Ryan Leadbetter	NRC - National Research Canada	Canada
Mid Frequency - UWA - Synchronisation and Timing SAT	Competitive	Cash	PQQ out with suppliers for completion	Laura Olmos		United Kingdom
University of Manchester - Synchronisation and Timing SAT	SoleS	Cash	PQQ out with suppliers for completion	Laura Olmos		Australia
Mobile SIM (SA)	SoleS	In-kind	ITT issued and out with tenderers	Laura Olmos	STFC - University of Manchester	United Kingdom
MID Dish Element ECC (Dish Services)	RFQ	Cash	Contract Award Recommendation/signed - Contract WIP	Paul Oosthuizen	Vodacom	South Africa
MID Band 5 Temporary Downconverter	SoleS	Cash	Short list of tenderers finalised	Paul Oosthuizen	SARAO	South Africa
SKA-MID Infrastructure Contract 1	SingleS	Cash	PQQ out with suppliers for completion	Paul Oosthuizen	SARAO	South Africa
SKA-MID Infrastructure Contract 2	Competitive	Cash	Tender returns back for evaluation by TEP	Zaid Patel		South Africa
	Competitive	Cash	Tender returns back for evaluation by TEP	Zaid Patel		South Africa



# Procurements in Progress (Continued)

Contract Description	Procurement Process	Cash / In-kind	Status	Procurement Officer	Supplier	Country
SKA-MID Infrastructure Contract 4	Competitive	Cash	Contract Award Recommendation/TSC endorsed - Contract WIP	Zaid Patel		South Africa
Transactional Banking Services	Competitive	Cash	Tender returns back for evaluation by TEP	Soraya Karlie		
Central Signal Processing (CSP) Mid	SoleS	Cash	CRR Pack Development	Ryan Leadbetter	NRC - National Research Canada	Netherlands
iSoc ZA Lease Agreement	SoleS	Cash	Award recommendation finalised and ready for Requestor approval	Soraya Karlie	Redefine	South Africa
MID Network - Dark Fibre Provider	Competitive	Cash	Market Survey published on the Portal	Ryan Leadbetter		
MID Network - Service Centre Support - OUTLOOK	Competitive	Cash	CRR Pack Development	Ryan Leadbetter		
MID Network - Network Equipment - OUTLOOK	Competitive	Cash	CRR Pack Development	Ryan Leadbetter		
Software Development	SoleS	Cash	Contract Award Recommendation/TSC endorsed - Contract WIP	Ryan Leadbetter	Cosylab	Switzerland



# Procurement Outlook

Contract Description	Type of Contract	Lead Contractor	Tier 1 Country	Planned Endorsement Date
MID CSP	in-kind		Canada	1-Aug-22
MID SPF Services	sole source, cash			2-Aug-22
MID Dish Structure	in-kind	CETC54	China	23-Aug-22
MID Band 1	competitive, cash		Sweden	30-Aug-22
MID CRYO	sole source, cash	Oxford Cryogenics		27-Sep-22
MID Band 2	competitive, cash			1-Nov-22
MID SPFRx RxPU SW/FW	in-kind			22-Nov-22
MID SPFRx123	sole source, cash			22-Nov-22
MID PPA (Site)	competitive, cash			31-Mar-23



# Procurement Outlook (Continued)

Contract Description	Type of Contract	Lead Contractor	Tier 1 Country	Planned Endorsement Date
MID CPF	competitive, cash			2-Jun-23
MID Band 5	competitive, cash			6-Jun-23
MeerKat Integration	sole source, cash	SARAO		10-Oct-23
MID PPA (SPC)	competitive, cash	NA		31-Dec-23
MID SPFRx45	Sole source, cash			2-Jan-24
MID SPC	competitive, cash	NA		8-Feb-24
SAT MID Frequency Distribution	sole source, cash	University of Western Australia	Australia	21-Jul-22
SAT UTC Distribution MID/LOW	competitive, cash	NA	Spain	
SAT Timescales MID/LOW	competitive, cash	NA	United Kingdom	
SAT Activity Management - MID/LOW	competitive, cash	STFC	United Kingdom	24-May-22
Software 4 (1 framework)	sole source, cash	Cosylab	Switzerland	26-Apr-22



# Any questions?

*We recognise and acknowledge the indigenous peoples and cultures that have traditionally lived on the lands on which our facilities are located.*

The SKAO logo features the letters 'SKAO' in a bold, white, sans-serif font. The letter 'K' is stylized with a starburst pattern of small white dots.

[www.skao.int](http://www.skao.int)