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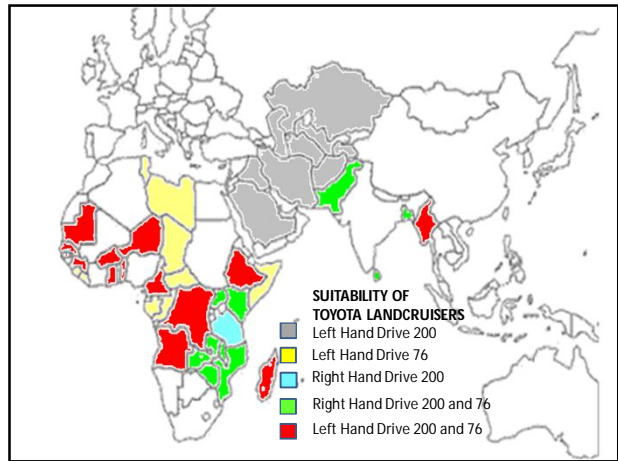
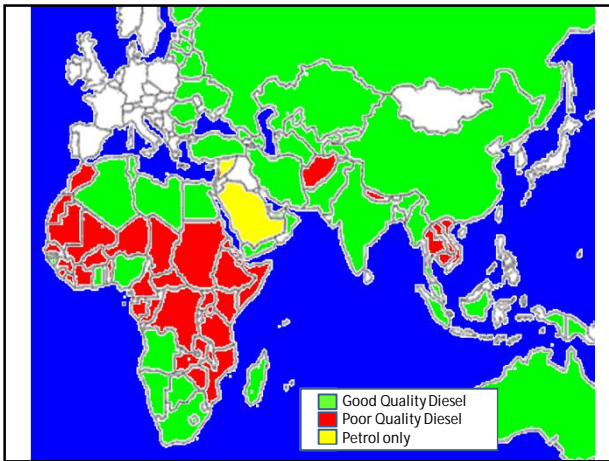
Armoured Vehicle Workshop  
2 & 3 October 2012


Selection and Procurement  
of Armoured Vehicles

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How to make the right selection of AVs


- Threat > protection level
- Timescale
- Profile & purpose of visit (VIP or lower profile)
- Number of passengers per vehicle
- Terrain
- Fuel type available locally
- Standardisation of fleet
- Maintenance & support
- Existing softskin vehicles to uparmour?





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Recommended specification considerations


- Long range fuel tank(s), min 120 litres/25 gallons
- Under bonnet fire suppressant system & handheld
- Battery maintenance
- Comms & cable access
- Intercom
- Runflats
- Air-conditioning
- Heated front screen
- Lashing points



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Additional specification considerations

- ECM?
- Emergency hatch?
- Window lifter?
- Tyres, wheel size
- Engine protection
- Wheel arch blast protection
- Rear cargo area?
- Jacks
- Spares
- Colour
- Roof panels?


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### Variations in techniques

**Profiled glass**





**Stepped glass**



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### Variations



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### Tendering & Evaluation


- Get your specification right from the start
- Include any options
- Know the market – anticipate pitfalls, site visits
- Establish your evaluation criteria before issuing tender
- Include criteria in tender (refer to your procurement guidelines)
- Be prepared to justify your contract awards as much as required (but not more)
- Stick to procedure for announcing contract award etc

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### Contract


- Have one!
- Clear, concise & legal. Refer to quotation.
- Terms & conditions – whose apply?
- Specification detailed in full
- Inspection schedule
- Delivery date & Incoterm
- Invoice & documentation instructions (inc manuals & keys)
- Points of contact

See Specification

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### Inspection of vehicles – Money well spent

- Know what you're buying!
- DFID inspects twice during build
- Consider checking
  - Armour overlaps
  - Points of friction
  - Doors & window open correctly
  - Locking/unlocking
  - Lights functioning normally
  - Road test: handling

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### Vehicle Evaluations

- DFID has instigated programme of evaluation of its AVs
- Covers each armourer's version of each model
- Surprising variation!
- Duty of care
- In-vehicle safety sheet
- Vehicle history folder

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### Refurbishment

- After deployment
- Repair seen and unseen damage
- Recertification
- Incorporate any feedback/new comms etc
- Re-inspect and re-road test
- Refurbishment in-house or locally

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### Availability of AVs in time of need

- Our masters don't always factor in build time!
- Depends on world events
- Understand process & know suppliers
- Consider framework agreement
- Possible mitigation is to stock armoured vehicles, or softskins for potential up-armour

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### Import/Export Restrictions

- Consider export licensing in country of manufacture
- Warranty restrictions
- Restriction in country of import AND transit
- VAT/Duty
- Comms
- ECM
- Documentation

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### Any Questions

