

Tender Analysis: The Provision of Multi-Engine Pilot Training

Executive Summary

The Ministry of Defence (MOD) requires a Civilian Aviation Authority (CAA) Approved Training Organisation (ATO) to deliver multi-engine pilot training for up to 22 fixed-wing pilots between April 2026 and March 2028. The requirement encompasses two distinct syllabi: 'Multi-Engine Crossovers (MEXO)' for up to 10 trainees, utilizing elements of CPL/IR and APS MCC courses to meet MOD standards without formal license award; and 'Ab-initios' for up to 12 trainees, involving Single-Engine (SE) and Multi-Engine (ME) training mirroring PPL and building on instrument/asymmetric skills, plus APS MCC. The contract is valued at approximately £3.6M (ex VAT) with a potential duration of up to 4 years (2 years initial + 1 + 1 extension options). Award is based on 60% Quality and 40% Price.

Compliance Matrix

Requirement	Severity	Page	Risk Type
Scope - ATO Requirement	HIGH	Page 1	Compliance
Scope - Capacity	HIGH	Page 1	Delivery
Scope - Syllabi Structure	HIGH	Page 1	Technical
Scope - MEXO Capacity	HIGH	Page 1	Delivery
Scope - MEXO Content	HIGH	Page 1	Technical
Scope - MEXO Licensing	LOW	Page 1	Technical
Scope - MEXO Standard	HIGH	Page 1	Technical
Scope - Ab-initios Capacity	HIGH	Page 2	Delivery
Scope - Ab-initios Content	HIGH	Page 2	Technical
Scope - Ab-initios SE Syllabus	HIGH	Page 2	Technical
Scope - Ab-initios ME Syllabus	HIGH	Page 2	Technical
Scope - Ab-initios MCC	HIGH	Page 2	Technical
Scope - Ab-initios Licensing	LOW	Page 2	Technical
Contract dates	HIGH	Page 2	Delivery
Contract Extension	MEDIUM	Page 2	Commercial
Submission - Enquiry Deadline	HIGH	Page 3	Compliance
Submission - Tender Deadline	HIGH	Page 3	Compliance
Submission - Method	HIGH	Page 3	Compliance
Submission - Language	HIGH	Page 4	Compliance

Award Criteria - Quality	HIGH	Page 4	Commercial
Award Criteria - Price	HIGH	Page 4	Commercial