



Invitation to Quote

Questions

Invitation to Quote (ITQ) on behalf of **UK Shared Business Services Ltd (UK SBS)**

Subject: **OBI Storage**

Sourcing Reference Number: **DDaT19273**

Section 6 – Evaluation questionnaire

Bidders should note that the evaluation questionnaire is located within the **e-sourcing questionnaire**.

Guidance on completion of the questionnaire is available at
<http://www.uksbs.co.uk/services/procure/Pages/supplier.aspx>

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

COMMERCIAL QUESTIONNAIRE

SEL1.1	Please state the full legal name and address and contact details of the organisation tendering (or organisation acting as lead contact where a consortium bid is being submitted).																																	
Bidder guidance	The information should be based on the details of the organisation bidding (or organisation acting as lead contact where a consortium bid is being submitted). This is the legal entity with whom we will Contract if successful.																																	
Scoring criteria	For information only																																	
Answer Type	<div>Text</div> <table border="1"> <tr><td>(a)</td><td>Bidders full legal name</td><td></td></tr> <tr><td>(b)</td><td>Address line 1</td><td></td></tr> <tr><td>(c)</td><td>Address line 2</td><td></td></tr> <tr><td>(d)</td><td>Address line 3</td><td></td></tr> <tr><td>(e)</td><td>Address line 4</td><td></td></tr> <tr><td>(f)</td><td>Town / City</td><td></td></tr> <tr><td>(g)</td><td>Country</td><td></td></tr> <tr><td>(h)</td><td>Post code (or equivalent)</td><td></td></tr> <tr><td>(i)</td><td>Bidder contact</td><td></td></tr> <tr><td>(j)</td><td>Telephone No.</td><td></td></tr> <tr><td>(k)</td><td>Email</td><td></td></tr> </table>	(a)	Bidders full legal name		(b)	Address line 1		(c)	Address line 2		(d)	Address line 3		(e)	Address line 4		(f)	Town / City		(g)	Country		(h)	Post code (or equivalent)		(i)	Bidder contact		(j)	Telephone No.		(k)	Email	
(a)	Bidders full legal name																																	
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SEL1.2	<p>In the last three years, has any finding of unlawful discrimination been made against your organisation by an Employment Tribunal, an Employment Appeal Tribunal or any other court (or in comparable proceedings in any jurisdiction other than the UK)? And/or;</p> <p>In the last three years, has your organisation had a complaint upheld following an investigation by the Equality and Human Rights Commission or its predecessors (or a comparable body in any jurisdiction other than the UK), on grounds of alleged unlawful discrimination?</p>
Bidder guidance	<p>The Bidder shall answer Yes or No</p> <p>Yes – Fail – Please provide details within SEL1.2.1 No – Pass – No response required to SEL1.2.1</p> <p>*If you have answered “yes” please provide, as an attachment to SEL1.2.1 a summary of the nature of the investigation and an explanation of the outcome of the investigation to date.</p> <p>If the investigation upheld the complaint against your organisation, please use the attachment to explain what action (if any) you have taken to prevent unlawful discrimination from reoccurring.</p> <p>You may be excluded if you are unable to demonstrate to the Contracting Authority’s satisfaction that appropriate remedial action has been taken to prevent similar unlawful discrimination reoccurring.</p>
Scoring Criteria	Mandatory Pass / Fail
Answer Type	<p>Yes – Fail – Please provide details within SEL1.2.1 No – Pass – No response required to SEL1.2.1</p>

SEL1.2.1	Supporting Documentation for SEL1.2.1 - Unlawful discrimination been made against your organisation by an Employment Tribunal, an Employment Appeal Tribunal or any other court (or in comparable proceedings in any jurisdiction other than the UK)? In the last 3 years
Bidder guidance	<p>Where a bidder has responded 'Yes' to SEL1.2 please provide a supporting document attached to this question, including a summary of the nature of the investigation and an explanation of the outcome of the investigation to date.</p> <p>If the investigation upheld the complaint against your organisation, please use the attachment to explain what action (if any) you have taken to prevent unlawful discrimination from reoccurring.</p> <p>You may be excluded if you are unable to demonstrate to the Contracting Authority's satisfaction that appropriate remedial action(s) have been taken to prevent similar unlawful discrimination reoccurring.</p> <p>This information should be provided as an attachment to this question. Any bidder declaring unlawful discrimination within SEL1.2 but not providing evidence may not be considered.</p>
Scoring criteria	For Information Only
Answer Type	Document Upload

SEL1.3	If you are Commercial organisation with a minimum financial turnover of £36M, please confirm that you are compliant with Section 54 of the Modern Slavery Act 2015.
Bidder guidance	<p>The Bidder shall choose from the following options;</p> <ul style="list-style-type: none"> A. N/A – our turnover is less than £36M B. Yes – information attached C. No (with justification) – we are not compliant but will be prior to commencement of a contract D. No – we are not and will not be compliant at the time of award of the contract <p>Bidders selecting option 'D' will be considered non-compliant for this Procurement.</p>
Scoring Criteria	Mandatory Pass/ Fail
Answer Type	Multiple Choice Dropdown

SEL2.10	Cyber Essentials has been mandatory for central government contracts advertised after 1 October 2014 which involve handling personal information and providing certain ICT products and services. It is mandatory for bidders to demonstrate that they meet the technical
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	<p>requirements prescribed by Cyber Essentials for those contracts featuring any of the characteristics set out below in bidders' guidance.</p> <p>Cyber Essentials is for all organisations, of all sizes, and in all sectors. This is not limited to companies in the private sector, but is also applicable to universities, charities, and public sector organisations.</p> <p>Further details are available at: https://www.cyberstreetwise.com/cyberessentials/</p>
Bidder guidance	<p>Any of the following but not limited to typical characteristics, will necessitate the mandatory requirement for bidders to have an up to date Cyber Essentials Certificate:</p> <ul style="list-style-type: none"> i) Where personal information of citizens, such as home addresses, bank details, or payment information is handled by a supplier. ii) Where personal information of Government employees, Ministers and Special Advisors such as payroll, travel booking, or expenses information is handled by a supplier. iii) Where ICT systems and services are supplied which are designed to store, or process, data at the OFFICIAL level of the Government Protective Marking scheme. iv) Contracts that are considered by the Contracting Authority to be sensitive in character <p>Bidders can answer</p> <p>Yes – the Cyber Essential Certificate is currently in place</p> <p>Intend – the Cyber Essential Certificate is not in place and we intend to have it in place for commencement of the contract.</p> <p>No – the Cyber Essential Certificate is not in place and we have no intention of having it in place for commencement of the contract</p> <p>A response of 'Yes' or 'Intend' will result in a pass and a response of 'No' will result in a fail against this question.</p>
Scoring criteria	Mandatory Pass / Fail
Answer Type	<p>Multiple Choice Dropdown</p> <p>Yes – the Cyber Essential Certificate is currently in place</p> <p>Intend – the Cyber Essential Certificate is not in place and we intend to have it in place for commencement of the contract.</p> <p>No – the Cyber Essential Certificate is not in place and we have no intention of having it in place for commencement of the contract</p>
FOI1.1	<p>FREEDOM OF INFORMATION ACT 2000 (FOIA) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR)</p> <p>Information provided in the course of the procurement process may be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004.</p> <p>Please note that some of the information provided may be protected</p>

	<p>under the FOIA exemptions and EIR exceptions. More information on applying the exemptions or exceptions can be found under the information Commissioners Office (ICO) website http://ico.org.uk</p> <p>Please confirm you have been informed that information provided under this Bid may be disclosed under the FOIA and EIR and agree to it being published.</p>
Bidder Guidance	<p>The Bidder shall answer Yes or No</p> <p>Yes – Pass No – Fail</p>
Scoring Criteria	Mandatory Pass / Fail
Answer Type	<p>Yes – Pass No – Fail</p>

FOI1.2	<p>FREEDOM OF INFORMATION ACT 2000 AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 EXEMPTIONS</p> <p>Please complete this section <u>only</u> if you have agreed for your information to be disclosed under the FOIA or EIR in FOI1.1 If you have not agreed for your information to be disclosed under the FOIA or EIR in Question FOI1.1 please complete the table 'N/A' (not applicable)</p> <p>If you have agreed for your information to be disclosed under the FOIA or EIR in Question FOI1.1 please tell us what exemptions or exceptions may apply to your information and why? If you are not relying on any exemptions or exceptions, please complete each field 'N/A' (not applicable).</p>	
Bidder guidance	<p>The Bidder shall provide details of their proposed exemptions/exception in the table below.</p> <p>The Bidder shall note that if the Contracting Authority believes that the suggested exemptions or exceptions have not been applied properly, the Contracting Authority will disclose the requested information unless another exemption or exception can be applied by the Contracting Authority.</p> <p>Be aware that by completing FOI1.1 and answering 'yes' you have agreed for the Contracting Authority to disclose the provided information under the Freedom of Information Act 2000 or Environmental Information Regulation 2004; therefore, you will not be approached for consent.</p> <p>Bidders are required to download and complete and reattach the table highlighting your proposed exemptions to this question</p>	
Scoring criteria	For information only	
Answer Type	Confidential Information	Justification for exemption/exception under FOI Act
	Commercially sensitive information	Justification for exemption/exception under FOI Act

AW1.1	<p><u>FORM OF BID</u></p> <p>I declare that to the best of my knowledge the answers submitted in this ITQ are correct. I understand that the information will be used in the process to assess my organisation's suitability to be invited to bid for the Contracting Authority's requirement and I am signing on behalf of my organisation. I understand that the Contracting Authority may reject this ITQ if there is a failure to answer all relevant questions fully or if I provide false/misleading information.</p> <p>I understand that the Government's transparency agenda requires that sourcing documents, including ITQ templates such as this, are published on a designated, publicly searchable web site, and, that the same applies to other sourcing documents issued by the Contracting Authority, including the ITQ, and any contract entered into by the Contracting Authority or its customers with its preferred supplier once the procurement is complete.</p> <p>By submitting a response to this ITQ I agree that our participation may be made public.</p> <p>I understand that the answers given in this response will not be published on the web site (but may fall to be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004).</p> <p>By submitting a response to this ITQ I agree and accept the justification for the Contracting Authority's evaluation criteria.</p> <p>By submitting a response to this ITQ I agreed and accept that the Contracting Authority reserves the right to change without notice the procedure for awarding the Contract, to reject any or all bids for the Contract, to stop the process and not award the Contract (in whole or in part) at any time without any liability on its part.</p> <p>By submitting a response to this ITQ I agree and accept that nothing in this process is intended to form any express or implied contractual relationship between the Parties unless and until a Contract is awarded. The Contracting Authority is not liable for any costs resulting from cancellation of this process nor any costs incurred by Bidders taking part in this procurement process.</p> <p>I understand that where sourcing documents issued by the Contracting Authority or contracts with its suppliers fall to be disclosed the Contracting Authority will redact them as it thinks necessary, having regard (inter alia) to the exemptions/exceptions in the FOIA or EIR.</p>
Bidder guidance	<p>The Bidder shall answer Yes or No</p> <p>Yes – Pass No - Fail</p>
Scoring criteria	Mandatory Pass / Fail
Answer Type	<p>Yes – Pass No – Fail</p>

AW1.3	<p>CERTIFICATE OF BONA FIDE BID</p> <p>The essence of procurement is that the customer shall receive bona fide competitive Bids, from all those Bidding. In recognition of this principle, we certify that this is a bona fide Bid, intended to be competitive and that we have not fixed or adjusted the amount of Bid by or under or in accordance with any agreement with any other person.</p> <p>We also certify that we have not done, and we undertake that we will not do at any time before the hour and date specified for the return of this Bid any of the following:</p> <ul style="list-style-type: none"> (a) Communicate to a person other than the person calling for these Bids the amount or approximate amount of the proposed Bid, except where the disclosure, in confidence, of the approximate amount of the Bid was necessary to obtain insurance premium quotations for the preparation of the Bid; (b) Enter into any agreement or arrangement with any other person that he shall refrain from bidding or as to the amount of any Bid to be submitted; (c) Offer to pay or agree to pay or give any sum of money or valuable consideration directly or indirectly to any person for doing or having done or causing or have caused to be done in relation to any other Bid or proposed Bid for the said supply / service any act or thing of the sort described above. <p>In this certificate, the word "person" includes any persons and anybody or association, corporate or unincorporated, and any "agreement or arrangement" includes any such transaction, formal or informal, and whether legally binding or not.</p> <p>We acknowledge that the Contracting Authority will be entitled to cancel the contract and to recover from us the amount of any loss resulting from such cancellation if we or our representatives (whether with our without our knowledge) shall have practiced collusion in Bidding for this contract or any other contract with the Contracting Authority or shall employ any corrupt or illegal practices either in the obtaining or execution of this contract or any other contract with the Contracting Authority.</p> <p>We agree that the Contracting Authority may disclose the Bidders information / documentation (submitted to the Contracting Authority during this Procurement) more widely within Government for the purpose of ensuring effective cross-Government procurement processes, including value for money and related purposes.</p>
Bidder guidance	<p>The Bidder shall answer Yes or No</p> <p>Yes – Pass No – Fail</p>
Scoring criteria	Mandatory Pass / Fail

Answer Type	Yes – Pass No – Fail
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AW3.1	<p>In the event of a Bidder successfully providing the most advantageous offer to the Contracting Authority against a procurement requirement, the Bidder is expected to provide an answer to the validation check that can be seen within Stage One: Overview Section prior to the award of any Contract.</p> <p>If the Bidder fails to meet the Contracting Authority’s expectations, we reserve the right to not award the Contract to the relevant Bidder and either award to the Bidder with the second most advantageous response or run a new procurement.</p>
Bidder guidance	<p>The Bidder is not required to complete the validation check at this stage but will be required to respond to the questions in the event of providing the most advantageous offer to the Contracting Authority’s against a procurement requirement.</p> <p>Yes – Pass No – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Answer Type	Yes – Pass No – Fail

AW4.1	<p>Please confirm your acceptance of the Contract Terms that can be found within the Stage One: Overview section.</p> <div data-bbox="448 1144 512 1207" data-label="Image"> </div> <p>DDaT19273 SS1 - Supplies and Service</p>
Bidder guidance	<p>The Bidder shall answer Yes, No with justification or No</p> <p>Yes, we accept the terms and condition in their entirety – Pass</p> <p>No with justification – Pass. Complete the document upload attached to AW4.2 with details of what amounts to a valid justification.</p> <p>No – Fail</p> <p>For absolute clarity should a bidder select ‘Yes’ or ‘No’ you are not required to respond to AW4.2, however if you select ‘No with Justification’ you will be required to complete AW4.2 in order to be considered.</p>
Scoring criteria	Mandatory Pass / Fail
Answer Type	<p>Multiple Choice Dropdown</p> <p>Yes, we accept the terms and condition in their entirety – Pass No with justification – Pass. Complete the document upload attached to AW4.2 with details of what amounts to a valid justification. No – Fail</p>

AW4.2	<p>Where a Bidder has answered question AW4.1 with ‘no with justification’ they must detail the justification and the proposed change to the clause.</p> <p>Where a bidder has responded ‘Yes’ or ‘No’ to AW4.1 you are not required to respond to this question.</p>
Bidder guidance	<p>A justification for not accepting a specific clause or series of clauses from the attached Contract Terms is that the Bidder would be in breach of legal requirements or statutory regulations by complying with that clause or series of clauses (i.e. for the avoidance of doubt, being unable to comply with a clause or series of clauses because of an internal policy reason will not be considered to be a justification for a legal requirement or statutory regulation).</p> <p>Where the Bidder has answered question AW4.1 as "no with justification", the Bidder shall provide a Contract mark-up utilising track changes detailing the relevant clause, the proposed changes to the clause and the justification for the changes. In this case, the Bidder shall score a pass if (but only if) the Contracting Authority considers both the following requirements are satisfied:</p> <ul style="list-style-type: none"> • the reasons stated as justifying the Bidder's statement that it cannot accept the Contract Terms due to legal requirements or statutory regulations are valid; and • the changes submitted do not create significant risk for the Contracting Authority and are reasonably necessary and proportionate to ensure the Bidder complies with the legal requirements and statutory regulations. <p>In the event of a Bidder answering Yes or No to Question AW4.1 and then providing a proposed mark-up, rejection of a clause or a justification for a change then the response will be a Fail.</p> <p>Any bidder selecting ‘No with Justification’ to AW4.1 and failing to upload an attachment to this question detailing the information above may not be considered further.</p> <p>Bidders are to note that any requested modifications to the Contracting Authority Terms and Conditions on the grounds of statutory and legal matters only, should be raised as a formal clarification during the permitted clarification period.</p>
Scoring criteria	Mandatory Pass / Fail
Answer Type	Document Upload

PRICE QUESTIONNAIRE

AW5.2	<p>Bidders are required to complete the Excel Pricing Schedule attached in the Document Upload attachments.</p> <p>All prices shall be in £ GBP and exclusive of VAT.</p> <p>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</p>
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	 DDaT19273AW5.2 Price Schedule Temp
Bidder guidance	<p>Bidders shall confirm they have completed the Pricing Schedule.</p> <p>The scoring methodology for this question shall be:</p> <p>The lowest price for a response which meets the pass criteria shall score 100.</p> <p>All other bids shall be scored on a pro rata basis in relation to the lowest price. The score is then subject to a multiplier to reflect the percentage value of the price criterion.</p> <p>Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50</p> <p>In the example if a supplier scores 80 from the available 100 points this will equate to 40% by using the following calculation: Score/Total Points multiplied by 50 ($80/100 \times 50 = 40$)</p> <p>The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.</p> <p>The lowest price for a response which meets the pass criteria shall score 100. All other bids shall be scored on a pro rata basis in relation to the lowest price. The lowest score possible is 0.</p> <p>For example, assuming the lowest bid is £100,000.</p> <p>Bid Price £100,000 Differential to the lowest price which meets mandatory pass criteria ('Differential') 0 Score 100</p> <p>Bid price - £120,000 Differential - 20% Score - 80</p> <p>Bid price - £140,000 Differential - 40% Score - 60</p> <p>Bid Price - £150,000 Differential - 50% Score - 50</p> <p>Bid Price - £175,000 Differential - 75% Score - 25</p> <p>Bid Price - £200,000 Differential - 100% Score - 0</p> <p>Bid Price - £300,000 Differential - 200% Score - 0</p>
Scoring criteria	Maximum Marks 20%
Answer Type	Document Upload

QUALITY QUESTIONNAIRE

AW6.1	Minimum Requirements
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	<p>With reference to section 2.1 “Minimum Requirements” of Section 4 specification in the ITQ tender document, please provide details of how the proposed system is meeting all the minimum criteria listed in this section.</p> <p>Your response must provide adequate assurance to UKSBS that all aspects of the required specification can be met.</p>
Bidder guidance	<p>Please refer to Section 2.1 “Minimum Requirements” for full details of the requirement. The bidder shall provide appropriate details to demonstrate how each point will be met.</p> <p>An attachment is allowed for this question.</p>
Scoring criteria	<p>100 marks - Response submitted provides all the requested information to a highly detailed and comprehensive standard for all identified specifications. Demonstrates clearly how the Bidder will meet the relevant specifications, providing full assurance to the Contracting Authority</p> <p>75 marks - Response submitted provides all the requested information to an acceptable standard for all identified specifications. Demonstrates how the Bidder will meet the relevant specifications and provides sufficient assurance to the Contracting Authority</p> <p>50 marks - Response submitted provides most of the requested information, containing good detail in some areas but little detail in others. It is not completely understood how the Bidder will meet the relevant specifications and thus only some assurance is provided to the Contracting Authority</p> <p>25 marks - Response submitted is of poor quality, omitting much of the requested information and/or containing minimal detail. The response does not provide assurance to the Contracting Authority that the Bidder will meet the relevant specifications</p> <p>0 marks - Response is completely unacceptable, showing no understanding of the requirement by the Bidder and clearly not demonstrating any acceptable level of compliance with the requirement</p> <p>Maximum Marks – 15.00%</p>
Bidder response	Attachment
AW6.2	<p>Compatibility Requirements</p> <p>It is critical that the solution have ability to perform on customers OBI loads.</p> <p>With reference to section 2.2 “Compatibility requirements” of Section</p>

	<p>4 specification in the ITQ tender document, please describe how you believe the solution be performant on our OBI system. Please support your answer with sufficient evidence including for example whitepapers and/or support articles/ successful deployments with OBI loads with other customers.</p> <p>As part of your response please include latency and throughput figure assuming 80:20 read/write, there will be a 16 Kilobytes block size and any other metrics you believe are relevant.</p>
Bidder guidance	<p>Please refer to Section 2.2 “Compatibility requirements” for full details or the requirement. The bidder shall provide appropriate details to demonstrate how the system will perform on our OBI system at very low latency as described in the Specification.</p> <p>An attachment is allowed for this question.</p>
Scoring criteria	<p>100 marks - Response submitted provides highly detailed and comprehensive evidence that the requirements will be met by the proposed solution. Demonstrates the Bidder has proven expertise and success in meeting these specifications, providing full assurance to the Contracting Authority that the solution be performant on the OBI system.</p> <p>75 marks - Response submitted provides detailed and broad evidence that the requirements will be met by the proposed solution. Demonstrates the Bidder has expertise and success in meeting these specifications and provides sufficient assurance to the Contracting Authority that the solution be performant on the OBI system.</p> <p>50 marks - Response submitted provides some evidence that the requirements will be met by the proposed solution. Containing good detail in some areas but little detail in others. It is not completely understood how the Bidder will meet the relevant specifications and thus only some assurance is provided to the Contracting Authority that the solution be performant on the OBI system.</p> <p>25 marks - Response submitted is of poor quality, containing minimal detail and evidence of how the requirements will be met by the proposed solution. The response does not provide assurance to the Contracting Authority that the solution be performant on the OBI system.</p> <p>0 marks - Response is completely unacceptable, showing little understanding of the requirement by the Bidder and clearly not demonstrating any acceptable level of compliance with the requirement</p> <p>Maximum Marks – 55.00%</p>
Bidder response	Attachment

AW6.3	<p>Management Requirements</p> <p>With reference to section 2.3 “Management Features” of Section 4 specification in the ITQ tender document, the tender must include a comprehensive support service, with relevant escalation procedures for enterprise systems. This is expected to be at least 24/7/365 4h response. Please only describe your costed services and do not include any optional services which would be at additional cost;</p> <ul style="list-style-type: none"> • Manufacturer’s support must be available for at least 5 years from the date of purchase; • For security reasons, we require to retain failed drives unless the data on them can be encrypted without adversely impacting performance. • please provide details of how the proposed system is meeting all the requirements for ease of management listed in this section. <p>Your response must provide adequate assurance to UKSBS that all aspects of the required specification can be met.</p>
Bidder guidance	<p>Please refer to Section 2.3 “Management Features” for full details or the requirement. The bidder shall provide appropriate details to demonstrate how each point will be met.</p> <p>An attachment is allowed for this question.</p>
Scoring criteria	<p>100 marks - Response submitted provides highly detailed and comprehensive evidence of how the requirement will be met, exceeding the minimum expectation. Demonstrates clearly how the Bidder will meet the relevant specifications, providing full assurance to the Contracting Authority</p> <p>75 marks - Response submitted provides detailed and broad evidence that the requirement will be met by the proposed solution, meeting the minimum expectation. Demonstrates how the Bidder will meet the relevant specifications and provides sufficient assurance to the Contracting Authority</p> <p>50 marks - Response submitted meets the minimum expectations, containing good detail in some areas but little detail in others. It is not completely understood how the Bidder will meet the relevant specifications and thus only some assurance is provided to the Contracting Authority</p> <p>25 marks - Response submitted is of poor quality, containing minimal detail. The response does not provide assurance to the Contracting Authority that the Bidder will meet the relevant specifications</p> <p>0 marks - Response is completely unacceptable, showing little</p>

	understanding of the requirement by the Bidder and clearly not demonstrating any acceptable level of compliance with the requirement Maximum Marks – 5.00%
Bidder response	Attachment

AW6.4	Installation and knowledge transfer With reference to section 3 “Installation and knowledge transfer” of Section 4 specification in the ITQ tender document, please provide details of how installation, commissioning, performance validation and knowledge transfer will be delivered.
Bidder guidance	Please refer to Section 3 “Installation and knowledge transfer” for full details or the requirement. The bidder shall provide appropriate details to demonstrate how each point will be met. An attachment is allowed for this question.
Scoring criteria	100 marks - Response submitted provides all the requested information to a highly detailed and comprehensive standard for all identified specifications. Demonstrates clearly how the Bidder will meet the relevant specifications, providing full assurance to the Contracting Authority 75 marks - Response submitted provides all the requested information to an acceptable standard for all identified specifications. Demonstrates how the Bidder will meet the relevant specifications and provides sufficient assurance to the Contracting Authority 50 marks - Response submitted provides most of the requested information, containing good detail in some areas but little detail in others. It is not completely understood how the Bidder will meet the relevant specifications and thus only some assurance is provided to the Contracting Authority 25 marks - Response submitted is of poor quality, omitting much of the requested information and/or containing minimal detail. The response does not provide assurance to the Contracting Authority that the Bidder will meet the relevant specifications 0 marks - Response is completely unacceptable, showing no understanding of the requirement by the Bidder and clearly not demonstrating any acceptable level of compliance with the requirement Maximum Marks – 5.00%
Bidder	Attachment

response	
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AW6.5	Variable Bids The Contracting Authority shall not accept variable bids as part of this Procurement. The criteria in regard to variable bids for this Procurement is outlined below.
Bidder guidance	The Bidder shall answer Yes or No Yes - We have provided a variable bid only – Fail No - We have chosen to only offer a main bid and have not chosen to provide an alternative bid submission – Pass
Scoring criteria	Mandatory Pass / Fail
Answer Type	Yes - We have provided a variable bid only – Fail No - We have chosen to only offer a main bid and have not chosen to provide an alternative bid submission – Pass