

**Attachment 5a – Financial Viability Risk Assessment Guidance note**

In this attachment and Attachment 5 RM6232 Financial Viability Risk Assessment Tool, the following words shall have the following meanings

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| --- | --- |
| “EFS” | means economic and financial standing |
| “FVRA” | means Financial Viability Risk Assessment Tool |
| “Subcontractor” | means Key Subcontractor identified within Attachment 7 - Key subcontractor details. Definition of Key Subcontractor can be found in Joint Schedule 1 |
| “The Guidance Note” | means the Assessing and Monitoring the Economic and Financial Standing of Bidders and Suppliers document  https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\_data/file/987132/Assessing\_and\_monitoring\_the\_economic\_and\_financial\_standing\_of\_suppliers\_guidance\_note\_May\_2021.pdf |
| “The Sourcing Playbook” | the document that outlines a series of key policies for making outsourcing decisions and contracting outside suppliers for the delivery of public services.  https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\_data/file/987353/The\_Sourcing\_Playbook.pdf |

**Introduction**

CCS will use the Cabinet Office’s Financial Viability Risk Assessment (FVRA) Tool (version 4.3.1) as the basis to conduct a financial assessment on all Bids. The RM6232 FM & Workplace Services FVRA Tool is provided at Attachment 5 – RM6232 Financial Viability Risk Assessment Tool and is to be completed and submitted by Bidders.

Bidders and each consortia member must complete and submit Attachment 5 – RM6232 Financial Viability Risk Assessment Tool and not the standard FVRA Tool.

Bidders, and consortia members who pass the assessment to the satisfaction of CCS will achieve a “pass”. If a Bidder or any member of a consortia do not pass the

Assessment to the satisfaction of CCS, they will “fail” and the bid will be deemed non-compliant and will be excluded from the competition. If we exclude a bid from the competition we will tell the Bidder and explain why.

If the bidder is unable to demonstrate the EFS of a Subcontractor, we will require the Bidder to replace the key sub-contractor, or, if this is not possible, the bid may be deemed non-compliant and be excluded from the competition, we will tell the Bidder and explain why.

It is advised that before completing the FVRA, Bidders review the May 2021 Guidance Note ‘Assessing and Monitoring the Economic and Financial Standing of Bidders and Suppliers’ (hereafter referred to as ‘The Guidance Note’) which can be

found at: <https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/987132/Assessing_and_monitoring_the_economic_and_financial_standing_of_suppliers_guidance_note_May_2021.pdf>

All Lots under RM6232 FM & Workplace Services have been classified as a Gold contract, via the Contract Tiering Tool.

Attachment 5 – RM6232 Financial Viability Risk Assessment Tool provides transparency as to how and what CCS will assess and allows Bidders to see their risk classifications as they complete the financial assessment. Bidders ranked Red (High Risk) or Amber (Medium Risk) against relevant thresholds must set out explanations and relevant mitigations on the relevant tab within Attachment 5 – RM6232 Financial Viability Risk Assessment Tool. Further guidance around potential mitigations is also provided in The Guidance Note.

Please see Appendix 2 for instructions on how and where to submit the required information in the eSourcing suite.

**Instructions and guidance**

Before completing Attachment 5 – RM6232 Financial Viability Risk Assessment Tool, Bidders are advised to review the first tab ‘Bidder Instructions’.

**Important**

On the first tab ‘Bidder Instructions’. Make sure you select the correct company/organisation type for Lead Bidder and Subcontractor (if applicable) from the option buttons provided before completing Attachment 5. Please ensure you only complete tabs relevant to your organisation type.

* 1.1a Lead financial Input - only complete if you are a Private Limited Company Publicly listed company template
* 1.1b Lead financial Input - only complete if you are Not for profit/Voluntary organisation

1. Bidders must correctly and accurately complete Attachment 5 – RM6232 Financial Viability Risk Assessment Tool

2. Means of Proof will be in line with PCR2015 regulation 60

https://www.legislation.gov.uk/uksi/2015/102/regulation/60/made

3. Bidders should complete all tabs in line with the instruction found within the Bidder instructions tab of the RM6232 Financial Viability Risk Assessment Tool

4. Each consortium member will be required to complete an Attachment 5 – RM6232 Financial Viability Risk Assessment Tool individually, and provide copies of their published accounts for the last 3 years. Each consortia member will be assessed separately.

5. Where the financial information inputted by the Bidder into Attachment 5 – RM6232 Financial Viability Risk Assessment Tool and compared to the thresholds set by the CCS (see Authority RAG thresholds tab and Annex 1), the following is calculated in the assessment (black) tabs:

● a green result the Bidder passes the criteria and no further action is required;

● a red or amber result(s) this will not be an automatic fail. Bidders must, however, use the black tabs to provide commentary against any red or amber results and CCS will take such explanations into consideration in its assessment of the Bidder’s economical financial assessment. As well, CCS may seek further clarifications from the Bidder.

6. If CCS requires clarification or further information, explanations, it will send a message to the Bidder through the e-Sourcing messaging system. Bidders must respond to these requests within timeframes set in the individual messages.

7. FVRA criteria 7 Net Asset Value is the only ratio which doesn’t involve a fraction. To achieve Green – Low risk – the Bidder must be in a positive Net Asset position. If it is in a Net Liabilities position, then they are classed as High Risk.

8. All Bidders must provide copies of:

o their published accounts for the last 3 years

o parent company published accounts for the last 3 years

o ultimate parent published accounts for the last 3 years along with their completed Attachment 5 – RM6232 Financial Viability Risk Assessment Tool. In line with The Guidance Note any qualified accounts will receive additional scrutiny.

9. Bidders financial accounts and supporting information should be in English and in UK Sterling. If the original documents are not in English, please provide copies of the originals and a certified translation into English. If the sums in the accounts are not expressed in UK Sterling then copies of the original accounts, shall be provided together with a UK Sterling rate equivalent copy utilising the pound buys exchange rate applicable on the date of auditor issue of the financial statement.

10. Each Bidder must set out the following information:

o any key events or movements in its/their financial position that have a bearing on the financial standing of the bidder that have occurred since the most recent published accounts;

o any information relating to factors that have a bearing on the financial standing of the Bidder that require a more detailed explanation than is given in the information provided in Attachment 5 – RM6232 Financial Viability Risk Assessment Tool;

o a statement, where relevant, that addresses any misreporting of factual information or information that has been publicly available in the last year which, in the Bidder’s opinion, requires additional explanation.

If applicable this information must be uploaded as an attachment to your bid, see Appendix 2.

**Prior to award of Framework Contracts**

11. In line with clause 2.4.15 of The Guidance Note, prior to award of the Framework Agreement, Bidders will be individually asked to

o Make CCS aware of any adverse changes to their Economic and Financial Standing that might adversely impact their ability to deliver required Framework outputs.

o CCS may require the Bidder to resubmit Attachment 5 – RM6232 Financial Viability Risk Assessment Tool using latest available

Management Account (or equivalent) data, such that the impact on FVRA threshold ratios can be understood.

The resubmitted Attachment 5 – RM6232 Financial Viability Risk Assessment Tool will then be appraised by CCS in line with the guidance above. Bidders may be excluded from the competition if satisfactory mitigations cannot be provided for Red or Amber threshold results.

12. Where, immediately prior to award of the Framework Agreement, the last accounting information provided by Bidders is over 12 calendar months old, the Bidder will be asked to resubmit Attachment 5 – RM6232 Financial Viability Risk Assessment Tool using either:

o Latest published accounts, where the accounts date falls within the last 12 months; or

o Management account (or equivalent) data, where the relevant year end period falls within the last 12 months.

The provisions above will then apply, and Bidders may be excluded from the competition if unable to provide satisfactory explanations and mitigations for Red or Amber threshold results.

Appendix 1 – FVRA risk thresholds:

Risk thresholds for RM6232 FM & Workplace Services (in line with tab 2 of Attachment 5 – RM6232 Financial Viability Risk Assessment Tool)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **RAG Thresholds** |  |  |  |  |
|  |  | **R** | **A** | **G** |  |
| **1** | Turnover Ratio | - | - | - | Not assessed |
| **2** | Operating Margin | **2%** | **-** | **4%** | Higher the better |
| **3a** | Free Cash flow to Net Debt Ratio | - | - | - | Not assessed |
| **3b** | Net Debt to EBITDA Ratio | **3.5%** | **-** | **2.5%** | Lower the better |
| **4** | Net Debt and Net Pension Deficit to EBITDA Ratio | **3.5%** | **-** | **2.5%** | Lower the better |
| **5** | Net Interest Paid Cover | **3%** | **-** | **4.5%** | Higher the better |
| **6** | Acid Ratio | **0.8%** | **-** | **1%** | Higher the better |
| **7** | Net Asset Value | **-** | **-** | **0%** | Higher the better |
| **8** | Group Exposure Ratio | **50%** | **-** | **25%** | Lower the better |

Notes:

a) Outsourcing Playbook thresholds have been applied as above b) 1 will not be assessed

c) 3a will not be assessed

Appendix 2 – How and where to submit the required information

|  |  |  |  |
| --- | --- | --- | --- |
| What | File name | Zip folder  name | Question to  upload zip folder (qualification  envelope) |
| Lead Bidder  Attachment 5 | FVRA\_ your  organisation name | Upload as a  zip folder  EFS\_ your  organisation  name | Part 5 Economic Financial  Standing  Assessment –  question 1.18.2 |
| Accounts(3 years) for  • Lead Bidder  • Parent  • Ultimate  parent | Insert account  period\_ organisation name |
| Lead Bidder  response to  paragraph 12  (if applicable) | 12\_ your  organisation name |

|  |  |  |  |
| --- | --- | --- | --- |
| Consortia member Attachment 5 | FVRA\_consortia  member name | Upload all  consortia  member  information in one zip folder CMEFS\_ your organisation  name | Part 5 Economic Financial  Standing  Assessment –  question 1.18.3 |
| Accounts(3 years) for  • Consortia  member  • Consortia  Parent  • Consortia  Ultimate  parent | Insert account  period\_organisation name |
| Consortia member response to  paragraph 12  (if applicable) | 12\_ consortia  member name |
| Any additional  completed  Attachment 5  required i.e. where your bid includes both charitable and Private Company Sub-Suppliers or Parent and/or  Ultimate Parent  company | Ad1FVRA\_ your  organisation name1  Ad2FVRA\_ your  organisation name1 and so on | AdFVRA\_ your organisation  name | Part 5 Economic Financial  Standing  Assessment –  question 1.18.4 |

|  |  |  |  |
| --- | --- | --- | --- |
| Consortia member Attachment 5 | FVRA\_consortia  member name | Upload all  consortia  member  information in one zip folder CMEFS\_ your organisation  name | Part 5 Economic Financial  Standing  Assessment –  question 1.18.3 |
| Accounts(3 years) for  • Consortia  member  • Consortia  Parent  • Consortia  Ultimate  parent | Insert account  period\_organisation name |
| Consortia member response to  paragraph 12  (if applicable) | 12\_ consortia  member name |

|  |  |  |  |
| --- | --- | --- | --- |
| Any additional  completed  Attachment 5  required i.e. where your bid includes both charitable and Private Company Sub-Suppliers or Parent and/or  Ultimate Parent  company | Ad1FVRA\_ your  organisation name1  Ad2FVRA\_ your  organisation name1 and so on | AdFVRA\_ your organisation  name | Part 5 Economic Financial  Standing  Assessment –  question 1.18.4 |