

# Quotation Opportunity



Title: Technical services: Road Sweeper  
 Date of Issue: 8<sup>th</sup> December 2020  
 Deadline Date: 5<sup>th</sup> February 2021  
 CIOS Contact: Keith Grossett  
 Phone: 01720 424491

Ref: 20201207G\_Sweeper  
 Issue No: 1  
 Deadline Time: 1600  
 Variants Bids Accepted: **No**  
 Email: procurement@scilly.gov.uk

## Requirement

Type: [Goods](#)

Number of providers to be appointed: 1

Short Description: [The Council of the Isles of Scilly requires a single provider to supply a road sweeper capable of cleaning the roads of St. Marys \(approximately 9 miles of tarmac\).](#)

Additional Documentation/Specification Attached: [Yes](#)

Duration of Contract (if applicable): [N/A](#)

Key Performance Indicators/Measures of Success: [See below description](#)

Type	Description	Measure of Success	Achievement Date
Output	Order Taken	Goods Ordered	February 2021
Output	Goods booked for delivery to Penance docks for shipment to the Isles of Scilly	Goofs delivered to Penzance for onward freight to Isles of Scilly	March 2021
Output	Goods delivered on St Marys	Goods arrive.	March 2021

# Response

In completing your quotation please provide the following:

1. A completed copy of the Expression of Interest Form (in the quotation pack) to [procurement@scilly.gov.uk](mailto:procurement@scilly.gov.uk) or post it to the address at the bottom of this page.

2. A written response to the following quality criteria below

Quality Criteria 20%

**QC 1:** Describe how the product you propose meets or exceeds the requirement identified

**Value 10% Limit 1 A4 side**

**QC2:** Please describe the vehicle's previous usage, service history and mileage

**Value 10% Limit 1 A4 side**

3. A price for supply and delivery of the Goods

Please set out your price in the following layout. To include delivery to the Isles of Scilly Steamship Co. Penzance TR18 4AH.

Price Criteria 80%

Description	Cost (£)
Deposit	
100% Completion	
Delivery Phase	
Total price (ex VAT)	

\*Please note that only the Total Price is evaluated and that any breakdown is purely for budgetary/information purposes

4. The following information (required by the Authority to undertake due diligence checks).

- **Full company name and registered/main address**
- **Company Registration Number**
- **VAT number** (if applicable)
- A signed declaration by a director (or equivalent) of the company recognising that you are willing to be bound by the terms and conditions of this quote (see enclosed Terms & Conditions)
- **A signed declaration that you have not been convicted of any of the offenses stated in Regulation 57 of the Public Contract Regulations 2015 and any amendment** (see condition 16 and the declaration section of the terms and conditions)
- References - Not Used

All submissions are to be submitted as a paper copy to: Chief Executive, Council of the Isles of Scilly, Town Hall, St Mary's, TR21 0LW. Quotations should be received prior to the deadline date identified on page 1 of this form. Envelopes should make reference to the name of the quotation opportunity and should be marked do not open automatically on receipt. Submissions should be written in Arial 11, be single line spaced and be submitted in English. Quotations are expected to be held for 3 months from the deadline date. The Council reserves the right to conduct a search with a credit reference agency to determine the financial status of the preferred bidder.

## Award

Submissions will be assessed on the basis of the most economically advantageous quotation approach whereby both the quality and the price of the submission will be reviewed to determine the best overall offer. The evaluation team will consist of at least 2 people who will individually score the quality submission before coming to a consensus decision taking into account the perspectives of the evaluation team members. Price scores are determined by a formula.

### Quality Criteria

Each of the criteria identified on page 2 of this form will be evaluated using the scoring system below with these percentages multiplied by the maximum score achievable for each question.

Assessment	Score
<b>Very Poor</b> – Submission fails to demonstrate the required understanding/knowledge/information requested	1
<b>Poor</b> – Submission provides limited evidence of meeting the project's objectives, aims or the requirements of the Council.	2
<b>Satisfactory</b> – Submission demonstrates an adequate understanding of the project and/or the requirements of the Council	3
<b>Good</b> – Submission demonstrates considerable evidence of meeting or exceeding the project objectives, aims or requirements of the Council.	4
<b>Very Good</b> – Submission demonstrates clear evidence of significantly exceeding the project objectives, aims or requirements of the Council	5

**Sample calculation** – If the overall quality criterion is 50% and quality criteria 1 (QC 1) is 10%, the maximum achievable score for QC1 is 10. If the evaluators score the response to this question at 3 (lower satisfactory) then the contractor would be awarded 3/5 of the 10 marks available (6 marks).

Once each of the quality criteria have been assessed using the above scoring mechanism, the individual quality criteria scores will be summed to provide the overall quality score.

### Price Criteria

The price scores are evaluated by assessing each of the submissions relative to the mean average of all the price submissions received. The mean average constitutes the middle point at which 50% of the total marks would be awarded. Prices that are greater than the mean receive lower price scores and prices that are lower than the mean receive higher percentage scores. These percentage scores are then multiplied by the weighting for the Price Criteria to give the overall price score.

**Sample calculation** – two submissions are received with a mean average price of £137.50. Submission A has a price of £100 whilst submission B has a price of £175. Submission A's price score is calculated as  $137.5/100 \times 50 = 68.75$  and submission B's price score is calculated as  $137.5/175 \times 50 = 39.28$ . Both of these amounts are then weighted by the Price Criteria %. Assuming a 40% Price Criteria Submission A's weighted score is 27.50% and Submission B's is 15.71%.

### Overall Score

The overall score for the submission is determined by summing the overall quality score with the overall price score. For clarity, the contract will be awarded to the submission that has the highest overall score.