



Invitation to Quote

Invitation to Quote (ITQ) on behalf of Innovate UK

Subject: Innovate UK PS17281 Organisation, Facilitation and Delivery of Collaboration Nation & UK / Canada Agri-Food workshops

Sourcing reference number: PS17281

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.ukpbs.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 | | | | | | | | | | | | | | | | | | | | | | | | |
| Bidder response | <table border="1"> <tr> <td colspan="2">Table</td></tr> <tr> <td>Bidders full legal name</td><td></td></tr> <tr> <td>Address line 1</td><td></td></tr> <tr> <td>Address line 2</td><td></td></tr> <tr> <td>Address line 3</td><td></td></tr> <tr> <td>Address line 4</td><td></td></tr> <tr> <td>Town / City</td><td></td></tr> <tr> <td>Country</td><td></td></tr> <tr> <td>Post code (or equivalent)</td><td></td></tr> <tr> <td>Bidder contact</td><td></td></tr> <tr> <td>Telephone No.</td><td></td></tr> <tr> <td>Email</td><td></td></tr> </table> | Table | | Bidders full legal name | | Address line 1 | | Address line 2 | | Address line 3 | | Address line 4 | | Town / City | | Country | | Post code (or equivalent) | | Bidder contact | | Telephone No. | | Email | |
| Table | | | | | | | | | | | | | | | | | | | | | | | | | |
| Bidders full legal name | | | | | | | | | | | | | | | | | | | | | | | | | |
| Address line 1 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Address line 2 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Address line 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Address line 4 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Town / City | | | | | | | | | | | | | | | | | | | | | | | | | |
| Country | | | | | | | | | | | | | | | | | | | | | | | | | |
| Post code (or equivalent) | | | | | | | | | | | | | | | | | | | | | | | | | |
| Bidder contact | | | | | | | | | | | | | | | | | | | | | | | | | |
| Telephone No. | | | | | | | | | | | | | | | | | | | | | | | | | |
| Email | | | | | | | | | | | | | | | | | | | | | | | | | |

| | |
|------------------|--|
| 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 Yes – Fail No – Pass</p> <p>*If you have answered “yes” please provide, as an attachment to this question, 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 |
| Bidder response | Yes / No |

| | |
|------------------|---|
| SEL3.11 | 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 | The Bidder shall choose from the following options; 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 |
| Scoring Criteria | Mandatory Pass/ Fail |
| Bidder response | Selection |

| | |
|------------------|---|
| FOI1.1 | FREEDOM OF INFORMATION ACT 2000 (FOI) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR) Information provided in the course of the procurement process may be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004 if requested under an FOI request or EIR request. Please note that some of the information provided may be protected under the FOI Act 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 Please confirm you have been informed that information provided under this Bid may be disclosed under the FOI Act 2000 and Environmental Information Regulations 2004 and agree to it being published irrespective of submitting a successful or unsuccessful Bid. |
| Bidder guidance | The Bidder shall answer Yes or No Yes – Pass No – Fail |
| Scoring criteria | Mandatory Pass / Fail |
| Bidder response | Yes / No |

| | |
|---------------|---|
| FOI1.2 | FREEDOM OF INFORMATION ACT 2000 (FOI) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR) EXEMPTIONS Please complete this section <u>only</u> if you have agreed for your information to be disclosed under the FOI Act or EIR in Question FOI1.1. If you have not agreed to your information to be disclosed under the FOI Act or EIR in Question FOI1.1 please complete a field 'N/A' (Not applicable) |
|---------------|---|

| | | |
|------------------|--|---|
| | <p>If you have agreed for your information to be disclosed under the FOI Act 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 (irrespective of submitting a successful or unsuccessful Bid) shall note that if the Contracting Authority believes that the suggested Exemptions or Exceptions have not been applied properly as per the Act or Regulation, 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 UK SBS 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> | |
| Scoring criteria | For information only | |
| Bidder response | Confidential Information | Justification for exemption/exception under FOI Act |
| | | |
| | | |
| | | |
| | Commercially sensitive information | Justification for exemption/exception under FOI Act |
| | | |
| | | |
| | | |

| | |
|--------------|---|
| AW1.1 | <p>FORM OF BID</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</p> |
|--------------|---|

| | |
|------------------|--|
| | <p>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</p> <p>No – Fail</p> |
| Scoring criteria | Mandatory Pass / Fail |
| Bidder response | Yes / No |

| | |
|--------------|---|
| 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 any body or association, corporate or unincorporated, and any "agreement or arrangement" includes any such transaction, formal or informal, and whether legally binding or not. 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. 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 | The Bidder shall answer Yes or No Yes – Pass No – Fail |
| Scoring criteria | Mandatory Pass / Fail |
| Bidder response | Yes / No |


| | |
|------------------|--|
| 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 attached questions as a validation check 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 |
| Bidder response | Yes I have understood that I need to complete the validation check in the event of providing the most advantageous offer to the Contracting Authority against a procurement requirement. |

| | |
|------------------|--|
| AW4.1 | <p>Please confirm your acceptance of the attached Contract Terms.</p> <div data-bbox="483 1379 549 1447" data-label="Image"> </div> <p>PS17281 S1 - Services purchasing</p> |
| Bidder guidance | <p>The Bidder shall answer Yes, No with justification or No Yes – Pass No with justification – Pass. See question AW4.2 for details of what amounts to a valid justification. No – Fail</p> |
| Scoring criteria | Mandatory Pass / Fail |
| Bidder response | Drop down menu - Yes, No with justification, No |

| | |
|--------------|--|
| AW4.2 | Where a Bidder has answered question AW4.1 with 'no with justification' they must detail the justification and the proposed change to the clause. |
|--------------|--|

| | |
|------------------|---|
| 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>Where a Bidder has answered Question AW4.1 with 'Yes' or 'No' it must answer 'not applicable' to achieve a Pass to question AW4.2 (noting that an answer of 'No' to question AW4.1 has already resulted in a fail). 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> |
| Scoring criteria | Mandatory Pass / Fail |
| Bidder response | <p>Drop down menu</p> <p>'N/A'</p> <p>'I have answered AW4.1 'No with justification' and attach modifications / requested / justification'.</p> |

PRICE QUESTIONNAIRE

| AW5.2 | <p>Bidders are required to complete the Excel Pricing Schedule attached in the Bidder Response section.</p> <p>All prices shall be exclusive of VAT.</p> <p>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</p> <div><p>PS17281 AW5.2 Price schedule.xls</p></div> | | | | | | | | | | | | | | | | | | | | | | | | |
|------------------|--|-----------|--|-------|----------|---|-----|----------|-----|----|----------|-----|----|----------|-----|----|----------|-----|----|----------|------|---|----------|------|---|
| Bidder guidance | <p>Bidders shall confirm they have completed the Pricing Schedule. The scoring methodology for this question shall be: 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 x 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> <table><tr><th>Bid Price</th><th>Differential to the lowest price which meets the mandatory pass criteria</th><th>Score</th></tr><tr><td>£100,000</td><td>0</td><td>100</td></tr><tr><td>£120,000</td><td>20%</td><td>80</td></tr><tr><td>£140,000</td><td>40%</td><td>60</td></tr><tr><td>£150,000</td><td>50%</td><td>50</td></tr><tr><td>£175,000</td><td>75%</td><td>25</td></tr><tr><td>£200,000</td><td>100%</td><td>0</td></tr><tr><td>£300,000</td><td>200%</td><td>0</td></tr></table> | Bid Price | Differential to the lowest price which meets the mandatory pass criteria | Score | £100,000 | 0 | 100 | £120,000 | 20% | 80 | £140,000 | 40% | 60 | £150,000 | 50% | 50 | £175,000 | 75% | 25 | £200,000 | 100% | 0 | £300,000 | 200% | 0 |
| Bid Price | Differential to the lowest price which meets the mandatory pass criteria | Score | | | | | | | | | | | | | | | | | | | | | | | |
| £100,000 | 0 | 100 | | | | | | | | | | | | | | | | | | | | | | | |
| £120,000 | 20% | 80 | | | | | | | | | | | | | | | | | | | | | | | |
| £140,000 | 40% | 60 | | | | | | | | | | | | | | | | | | | | | | | |
| £150,000 | 50% | 50 | | | | | | | | | | | | | | | | | | | | | | | |
| £175,000 | 75% | 25 | | | | | | | | | | | | | | | | | | | | | | | |
| £200,000 | 100% | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| £300,000 | 200% | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Scoring criteria | Maximum Marks 20% | | | | | | | | | | | | | | | | | | | | | | | | |
| Bidder response | Yes | | | | | | | | | | | | | | | | | | | | | | | | |

QUALITY QUESTIONNAIRE

| | |
|------------------|--|
| AW6.1 | Please confirm your compliance to the requirements of Section 4 Specification |
| Bidder guidance | The Bidder shall answer Yes or No Yes – Pass No – Fail |
| Scoring criteria | Mandatory Pass / Fail |
| Bidder response | Yes / No |

| | |
|----------------|--|
| PROJ1.1 | <p>Delivery of a ‘Collaboration Nation’ workshop to bring together projects funded through the Innovate UK ‘Engineering solutions to enhance agri-food production’ competition.</p> <p>Please detail how you would go about:</p> <ul style="list-style-type: none"> - Engaging with Innovate UK to identify suitable projects and other key stakeholders (UK and Canadian) to participate in the ‘Collaboration Nation’ event; - Organisation of the event to ensure successful delivery including: <ul style="list-style-type: none"> • Methodology of how your organisation would structure and deliver the event to ensure there is a forum for information sharing between projects to facilitate collaborative discussions and opportunities for new partnerships • Preparatory work to identify capabilities and needs across different projects / consortia to structure facilitated break-out sessions • Enthusing all participants in the workshop to secure their engagement in follow-up activities, including the planned online UK / Canada workshop focussing on ‘Precision Farming Systems’ and ‘Diagnostics & Sensors’ theme areas • Resources on the day to facilitate sessions and engage participants in activities to identify synergies and opportunities for cross-consortia collaborations • Awareness raising of commercial opportunities beyond the UK: a focus on emerging UK / Canada bilateral partnerships in the agri-food sector, and identifying candidate UK companies for an industry-focussed mission to Canada later in the year (June 2018) - Producing key outputs from the workshop including: <ul style="list-style-type: none"> • Report from the event to showcase success stories and promote benefits resulting from Innovate UK funding • Summary of key technology areas / products to share with |
|----------------|--|

| | |
|------------------|--|
| | <p>Canadian partners at the Canadian Industrial Research Assistance Programme to help design UK mission to Canada.</p> <p>As part of this, please provide details of the 'Collaboration Nation' event that you would run, the anticipated number of participants that could be included and how you would engage relevant expertise from Canada.</p> |
| Bidder guidance | <p>Bidder guidance Scoring will be based on the 0-100 methodology</p> <p>An attachment of up to 5x sheets of A4 double sided, font size Arial 11 is permitted</p> |
| Scoring criteria | Scoring criteria Maximum Mark – 25% |
| Bidder response | Yes I have attached a response to this question |

| | |
|-----------------|--|
| PROJ1.2 | <p>Delivery of a UK / Canada Agri-Food online workshop focussing on 'Precision Farming Systems' and 'Diagnostics & Sensors' thematic areas, and publication of report detailing workshop outcomes and recommendations.</p> <p>Please detail how you would go about:</p> <ul style="list-style-type: none"> - organising the online workshop programme to ensure all participants are aware of the key findings from the earlier UK / Canada Agri-Food Roadmap activities; including approaches to ensure workshop participants are familiar with the technology being used to deliver the online event - structuring the programme to include presentations from key experts to ensure there is appropriate high-level scene setting of the challenges affecting agriculture and food production from both the UK and Canadian perspectives - organising sessions to enable real-time analysis and feedback to focus and develop priority areas and actions in specific sub-sectors that could help to address key Agri-Food challenges - enthusing all participants and ensuring there is wider buy-in to any key recommendations that arise from the online workshop - writing up the conclusions from the event (e.g. key areas of synergy and commercial opportunities) as a report to summarise recommendations for future bilateral UK / Canada Agri-Food partnerships as an Implementation Action Plan framework - Identifying a shortlist of UK partners that would be candidates to participate in a mission to Canada: primary focus will be on UK SMEs that have the greatest potential to establish new partnerships with stakeholders across the Canadian Agri-Food sector for mutual benefit, although other UK stakeholders will also be considered (e.g. the Agri-Tech Centres) |
| Bidder guidance | <p>Scoring will be based on the 0-100 methodology</p> <p>Attachments are permitted (Maximum 5 sheets of A4 double sided font size Arial 11)</p> |

| | |
|------------------|---|
| Scoring criteria | Scoring criteria Maximum Mark – 30% |
| Bidder response | Yes I have attached a response to this question |

| | |
|------------------|--|
| PROJ1.3 | Please demonstrate your understanding of the skills and expertise that are essential to the successful delivery of this project. Please provide your methodology as to how you will maintain your ability to deliver these through the lifetime of the project. |
| Bidder guidance | Scoring will be based on the 0-100 methodology This question is limited to 2 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. |
| Scoring criteria | Scoring criteria Maximum Mark – 15% |
| Bidder response | Yes I have attached a response to this question |

| | |
|------------------|--|
| PROJ1.4 | Project Plan, associated timescales and resource Please detail your organisation's project plan for this work including a detailed breakdown of timelines, activities and associated resource |
| Bidder guidance | Scoring will be based on the 0-100 methodology Attachments are permitted (Maximum 2 sheets of A4 double sided font size Arial 11) Refer to approximate timelines provided in the Section 4 of the ITQ document as a guide. |
| Scoring criteria | Scoring criteria Maximum Mark – 10% |
| Bidder response | Yes I have attached a response to this question |