

Request for Proposal



Request for Proposal (RFP) on behalf of **Innovate UK**
Subject **Future Cities Mission Programme**
Sourcing reference number **PS16216**

UK Shared Business Services Ltd (UK SBS)
www.uksbs.co.uk

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UKSBS
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Section 6 – Selection and Award questionnaires

Section 6 – Selection questionnaire

6.1 Introduction

The Selection questionnaires are located in the within the e-sourcing tool.

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

Future Cities Mission Programme

PS16216

OPEN PROCEDURE

Bidder Guidance notes for completion for Parts 1,2,3 and definitions for all sections

1. The “authority” means UK SBS or the named contracting authority or anyone acting on behalf of the contracting authority, that is seeking to invite suitable candidates to participate in this procurement process.
2. “You” / “Your” refer to the potential Supplier or Bidder completing this standard **Selection Questionnaire** i.e. the legal entity responsible for the information provided. The term “potential supplier” is intended to cover any economic operator as defined by the Public Contracts Regulations 2015 (**as amended**) (referred to as the “regulations”) and could be a registered company; the lead contact for a group of economic operators; charitable organisation; Voluntary Community and Social Enterprise (VCSE); Special Purpose Vehicle; or other form of entity.
3. Please ensure that all questions are completed in full, and in the format requested. If the question does not apply to you, please state ‘N/A’. Should you need to provide additional information in response to the questions, please submit a clearly identified annex.
4. The authority recognises that arrangements set out in section 1.2 of the standard Selection Questionnaire, in relation to a group of economic operators (for example, a consortium) and/or use of sub-contractors, may be subject to change and will, therefore, not be finalised until a later date. The lead contact should notify the authority immediately of any change in the proposed arrangements and ensure a completed Part 1 and Part 2 is submitted for any new organisation relied on to meet the selection criteria. The authority will make a revised assessment of the submission based on the updated information.
5. For Part 1 and Part 2 every organisation that is being relied on to meet the selection must complete and submit the self-declaration.
6. For answers to Part 3 - If you are bidding on behalf of a group, for example, a consortium, or you intend to use sub-contractors, you should complete all of the questions on behalf of the consortium and/ or any sub-contractors, providing one composite response and declaration.

The authority confirms that it will keep confidential and will not disclose to any third parties any information obtained from a named customer contact, other than to the Cabinet Office and/or contracting authorities defined by the regulations, or pursuant to an order of the court or demand made by any competent authority or body where the authority is under a legal or regulatory obligation to make such a disclosure.

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

Part 1: Potential supplier Information

Please answer the following questions in full. Note that every organisation that is being relied on to meet the selection shall complete and submit the Part 1 and Part 2 self-declaration.

Section 1	Potential supplier information	
Question number	Question	Response
SEL1.1	Bidders are required to complete the below table. 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). Scoring criteria - For information only; Full name of the potential supplier submitting the information Registered office address (if applicable) Registered website address (if applicable) Date of registration in country of origin Company registration number (if applicable) Charity registration number (if applicable) Head office DUNS number (if applicable) Registered VAT number Trading name(s) that will be used if successful in this procurement	
SEL1.2	Please select from the below options to indicate your trading status Bidder Guidance - the Bidder shall select from the following options; i) a public limited company ii) a limited company iii) a limited liability partnership iv) other partnership v) sole trader vi) Third Sector vii) Other (Please Specify your trading status) Scoring Criteria - For information only)	

SEL1.3	SEL1.3 If applicable, is your organisation registered with the appropriate professional or trade register(s) in the member state where it is established? Bidder guidance - The bidder shall answer Yes or No Yes - If you responded yes, please provide the relevant details, including the registration number(s). No - no further information required Scoring Criteria - For Information Only	Yes ☐ No ☐ N/A ☐
SEL1.4	SEL1.4 Is it a legal requirement in the state where you are established for you to possess a particular authorisation, or be a member of a particular organisation in order to provide the services specified in this procurement? Bidder Guidance - The bidder shall answer Yes or No Yes - If you responded yes please provide additional details of what is required and confirmation that you have complied with this. No - no further information required Scoring Criteria - For Information Only	Yes ☐ No ☐
SEL1.5	Please select from the below options to indicate whether any of the following classifications apply to you Bidder Guidance - The bidder shall select from the following options i) Voluntary, Community and Social Enterprise (VCSE) ii) Micro, Small or Medium Enterprise (SME)* iii) Sheltered workshop iv) Other (Please Specify in the comments) Bidder Guidance See EU definition of SME: http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/ Scoring Criteria - For information only	i) Voluntary, Community and Social Enterprise (VCSE) ii) Micro, Small or Medium Enterprise (SME)* iii) Sheltered workshop iv) Other (Please Specify in the comments)

SEL1.6	SEL1.6 - Please detail information concerning Persons of Significant Control (PSC) by uploading an attachment with the following information; i) - Name; ii) - Date of birth; iii)- Nationality; iv)- Country, state or part of the UK where the PSC usually lives; v)- Service address; vi) - The date he or she became a PSC in relation to the company (for existing companies the 6 April 2016 should be used); vii)- Which conditions for being a PSC are met; - Over 25% up to (and including) 50%, - More than 50% and less than 75%, - 75% or more. - N/A (Please enter N/A if none of the above are applicable) Bidder guidance -The Bidder shall complete the below table. Guidance on PSC can be found at https://www.gov.uk/government/publications/guidance-to-the-people-with-significant-control-requirements-for-companies-and-limited-liability-partnerships Scoring criteria - For information only	i) - Name; ii) - Date of birth; iii)- Nationality; iv)- Country, state or part of the UK where the PSC usually lives; v)- Service address; vi) - The date he or she became a PSC in relation to the company (for existing companies the 6 April 2016 should be used); vii)- Which conditions for being a PSC are met; - Over 25% up to (and including) 50%, - More than 50% and less than 75%, - 75% or more. - N/A
SEL1.7	SEL1.7 Please provide details of your immediate Parent Company (if applicable) by completing the below table. Bidder Guidance - The bidder shall complete the table or answer N/A Scoring Criteria - for information only	i) Full Name of Immediate Parent Company ii) Registered Office Address iii) Registration Number iv) Head Office DUNS number v) Head Office VAT Number
SEL1.8	SEL1.8 Please provide details of your Ultimate Parent Company (if applicable) by completing the below table.	i) Full Name of Ultimate Parent Company

	Bidder Guidance - The bidder shall complete the table or answer N/A Scoring Criteria - for information only	ii) Registered Office Address iii) Registration Number iv) Head Office DUNS number v) Head Office VAT Number
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Please note: A criminal record check for relevant convictions may be undertaken for the preferred suppliers and the persons of significant in control of them.

Please provide the following information about your approach to this procurement:

Section 1	Bidding model	
Question number	Question	Response
SEL1.9	SEL1.9 Are you bidding as the lead contact for a group of economic operators? Bidder Guidance - The Bidder Shall answer Yes or no Yes - If yes, please provide details listed in questions SEL1.10, and to SEL1.11, SEL1.12 Section 2 and 3. No - If no, and you are a supporting bidder, please provide the name of your group at SEL1.10 for reference purposes, and complete SEL 1.13. Scoring Criteria - For Information Only	Yes ☐ No ☐ If yes, please provide details listed in questions SEL1.10, and to SEL1.11, SEL1.12 Section 2 and 3. If no, and you are a supporting bidder, please provide the name of your group at SEL1.10 for reference purposes, and complete SEL 1.13.
SEL1.10	SEL1.10 Please provide the name and details of group of economic operators (if applicable) Bidder Guidance - the bidder shall include details of the following Name of group of economic operators and the proposed legal structure if the group of economic operators intends to form a named single legal entity prior to signing a contract, if awarded. If you do not propose to form a single legal entity, please explain the legal structure.	

	Scoring Criteria - For Information Only					
SEL1.11	SEL1.11 Are you or, if applicable, the group of economic operators proposing to use sub-contractors? Bidder Guidance - The Bidder Shall answer yes or no Scoring Criteria - For Information Only	Yes ☐ No ☐				
SEL1.12	SEL1.12 If you responded Yes to SEL1.11, please provide additional details for each subcontractor as follows as an attachment to this question, we shall ask them to complete this form as well; If you responded no- please select N/A					
	Name					
	Registered address					
	Trading status					
	Company registration number					
	Head Office DUNS number (if applicable)					
	Registered VAT number					
	Type of organisation					
	SME (Yes/No)					
	The role each sub-contractor will take in providing the works and /or supplies e.g. key deliverables					
	The approximate % of contractual obligations assigned to each sub-contractor					

SEL1.13	Contact details and declaration I declare that to the best of my knowledge the answers submitted and information contained in this document are correct and accurate. I declare that, upon request and without delay I will provide the certificates or documentary evidence referred to in this document. I understand that the information will be used in the selection process to assess my organisation's suitability to be invited to participate further in this procurement. I understand that the authority may reject this submission in its entirety if there is a failure to answer all the relevant questions fully, or if false/misleading information or content is provided in any section. I am aware of the consequences of serious misrepresentation. Bidder guidance Please complete the below table, by adding your signature you confirm that you understand the above statements. Scoring criteria Mandatory Pass / Fail
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SEL1.13	Contact details and declaration
Question	Response
Contact name	
Name of organisation	
Role in organisation	
Phone number	
E-mail address	
Postal address	
Signature (electronic is acceptable)	
Date	

Part 2: Exclusion Grounds

Please answer the following questions in full. Note that every organisation that is being relied on to meet the selection must complete and submit the Part 1 and Part 2 self-declaration.

Section 2	Grounds for mandatory exclusion	
Question number	Question	Response
SEL2.1	Regulations 57(1) and (2) The detailed grounds for mandatory exclusion of an organisation are set out on this web page, which should be referred to before completing these questions. Please indicate if, within the past five years you, your organisation or any other person who has powers of representation, decision or control in the organisation been convicted anywhere in the world of any of the offences within the summary below and listed on the webpage.	
SEL2.2	SEL2.2 - Participation in a criminal organisation Bidder Guidance - The bidder Shall answer Yes or No Yes - If you have answered Yes please provide further details as an attachment to this question; Date of conviction, specify which of the grounds listed the conviction was for, and the reasons for conviction, Identity of who has been convicted. When attaching documentation or web addresses please include the issuing authority and precise reference of the documents. No - Pass Scoring Criteria - Mandatory Pass/Fail	Yes ☐ No ☐ If Yes please provide details
SEL2.3	SEL2.3 - Corruption Bidder Guidance - The bidder Shall answer Yes or No Yes - If you have answered Yes please provide further details as an attachment to this question; Date of conviction, specify which of the grounds listed the conviction was for, and the reasons for conviction, Identity of who has been convicted. When attaching documentation or web addresses please include the issuing authority and precise reference of the	Yes ☐ No ☐ If Yes please provide details at

	documents. No - Pass Scoring Criteria - Mandatory Pass/Fail	
SEL2.4	SEL2.4 - Fraud Bidder Guidance - The bidder Shall answer Yes or No Yes - If you have answered Yes please provide further details as an attachment to this question; Date of conviction, specify which of the grounds listed the conviction was for, and the reasons for conviction, Identity of who has been convicted. When attaching documentation or web addresses please include the issuing authority and precise reference of the documents. No - Pass Scoring Criteria - Mandatory Pass/Fail	Yes ☐ No ☐ If Yes please provide details
SEL2.5	SEL2.5 - Terrorist Offences or offences link to terrorist activities Bidder Guidance - The bidder Shall answer Yes or No Yes - If you have answered Yes please provide further details as an attachment to this question; Date of conviction, specify which of the grounds listed the conviction was for, and the reasons for conviction, Identity of who has been convicted. When attaching documentation or web addresses please include the issuing authority and precise reference of the documents. No - Pass Scoring Criteria - Mandatory Pass/Fail	Yes ☐ No ☐ If Yes please provide details
SEL2.6	SEL2.6 - Money laundering or Terrorist financing Bidder Guidance - The bidder Shall answer Yes or No Yes - If you have answered Yes please provide further	Yes ☐ No ☐ If Yes please provide details

	details as an attachment to this question; Date of conviction, specify which of the grounds listed the conviction was for, and the reasons for conviction, Identity of who has been convicted. When attaching documentation or web addresses please include the issuing authority and precise reference of the documents. No - Pass Scoring Criteria - Mandatory Pass/Fail	
SEL2.7	SEL2.7 - Child Labour and other forms of trafficking in human beings Bidder Guidance - The bidder Shall answer Yes or No Yes - If you have answered Yes please provide further details as an attachment to this question; Date of conviction, specify which of the grounds listed the conviction was for, and the reasons for conviction, Identity of who has been convicted. When attaching documentation or web addresses please include the issuing authority and precise reference of the documents. No – Pass Scoring Criteria - Mandatory Pass/Fail	Yes ☐ No ☐ If Yes please provide details
SEL2.8	If you have answered Yes to any of the Questions above have measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Bidder Guidance - The bidder shall provide evidence of all measures taken to demonstrate their self cleaning. The information provided will be taken into account by the authority, in considering whether or not you will be permitted to proceed any further in respect of this procurement. Scoring Criteria - Mandatory Pass/fail	Yes ☐ No ☐
SEL2.9	Regulation 57(3) Has it been established, for your organisation by a judicial or administrative decision having final and binding effect in accordance with the legal provisions of any part of the United Kingdom or the legal provisions of the country in which the organisation is established (if outside the UK), that the organisation is in breach of obligations related to the payment of tax or social security contributions?	Yes ☐ No ☐

	Bidder Guidance - The bidder shall answer Yes or No Yes - Fail No - Pass In the event of a bidder responding "Yes" they should provide further details as an attachment to this question. The attachment should also confirm you have paid, or have entered into a binding arrangement with a view to paying, the outstanding sum including where applicable any accrued interest and/or fines. Please Note: The authority reserves the right to use its sole discretion to exclude a potential supplier where it can demonstrate by any appropriate means that the potential supplier is in breach of its obligations relating to the non-payment of taxes or social security contributions. Scoring Criteria - Mandatory Pass/fail	
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SEL3.1	SEL3.1 - Grounds for discretionary rejection – UK SBS is entitled to exclude you from further consideration if any of the below discretionary grounds apply but may decide to allow you to proceed further. If you cannot provide a compliant answer – (No) to the above questions, it is possible that your application might not be accepted. In the event that any of the below do apply by answering – (Yes), please provide an attachment to the question providing details of the relevant incident and any remedial action taken including self cleaning that has been done. The information provided will be taken into account by the authority, in considering whether or not you will be permitted to proceed any further in respect of this procurement. The detailed grounds for discretionary exclusion of an organisation are set out on https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/551130/List_of_Mandatory_and_Discretionary_Exclusions.pdf which should be referred to before completing these questions. Please indicate if, within the past three years, anywhere in the world any of the following situations have applied to you, your organisation or any other person who has powers of representation, decision or control in the organisation. Bidder guidance - Bidders shall answer Yes they understand this requirement and the above guidance	Yes ☐
SEL3.2	SEL3.2 - Breach of environmental obligations? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning)	Yes ☐ No ☐ If yes please provide details

	Scoring Criteria - Pass/fail	
SEL3.3	SEL3.3 - Breach of social obligations? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	Yes ☐ No ☐ If yes please provide details
SEL3.4	SEL3.4 - Breach of labour law obligations? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	Yes ☐ No ☐ If yes please provide details
SEL3.5	SEL3.5 - Bankrupt or is the subject of insolvency or winding-up proceedings, where the organisation's assets are being administered by a liquidator or by the court, where it is in an arrangement with creditors, where its business activities are suspended or it is in any analogous situation arising from a similar procedure under the laws and regulations of any State? Bidder guidance: The Bidder shall answer Yes or No	Yes ☐ No ☐ If yes please provide details

	Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	
SEL3.6	SEL3.6 Guilty of grave professional misconduct? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	Yes ☐ No ☐ If yes please provide details
SEL3.7	SEL3.7 Entered into agreements with other economic operators aimed at distorting competition? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered	Yes ☐ No ☐ If yes please provide details

	further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	
SEL3.8	SEL3.8 Aware of any conflict of interest within the meaning of Regulation 24 of the Public Contracts Regulations 2015 (as amended) due to the participation in this procurement procedure? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	Yes ☐ No ☐ If yes please provide details
SEL3.9	SEL3.9 Been involved in the preparation of the procurement procedure within the meaning of Regulation 41 of the Public Contracts Regulations 2015 (as amended) Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have	Yes ☐ No ☐ If yes please provide details

	answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	
SEL3.10	Prior Performance issues Shown significant or persistent deficiencies in the performance of a substantive requirement under a prior public contract, a prior contract with a contracting entity, or a prior concession contract, which led to early termination of that prior contract, damages or other comparable sanctions? Bidder guidance: The Bidder shall answer Yes or No Bidders answering No will be considered compliant Bidders answering Yes will be subject to review as to your suitability to be considered further, in respect of the procurement at the sole discretion of the authority. If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) Scoring Criteria - Pass/fail	Yes ☐ No ☐ If yes please provide details
SEL3.11	SEL 3.11 The organisation is guilty of serious misrepresentation in supplying the information required for the verification of the absence of grounds for exclusion or the fulfilment of the selection criteria. Is the above Statement true of your organisation? Bidder Guidance - The bidder shall answer Yes or No	Yes ☐ No ☐ If Yes please provide details

	Yes - If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) No - Pass Scoring Criteria - Pass/ Fail	
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SEL3.12	SEL3.12 The organisation has withheld such information as described in SEL3.11 Is the above Statement true of your organisation? Bidder Guidance - The bidder shall answer Yes or No Yes - If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) No - Pass Scoring Criteria - Pass/ Fail	Yes ☐ No ☐ If Yes please provide details
SEL3.13	SEL3.13 The organisation is not able to submit supporting documents required under regulation 59 of the Public Contracts Regulations 2015 (as amended). Is the above Statement true of your organisation? Bidder Guidance - The bidder shall answer Yes or No Yes - If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) No - Pass Scoring Criteria - Pass/ Fail	Yes ☐ No ☐ If Yes please provide details
SEL3.14	SEL3.14 The organisation has influenced the decision-making process of the contracting authority to obtain confidential	Yes ☐ No ☐ If Yes please provide details

	information that may confer upon the organisation undue advantages in the procurement procedure, or to negligently provide misleading information that may have a material influence on decisions concerning exclusion, selection or award. Is the above Statement true of your organisation? Bidder Guidance - The bidder shall answer Yes or No Yes - If you have answered Yes, explain what measures been taken to demonstrate the reliability of the organisation despite the existence of a relevant ground for exclusion? (Self Cleaning) No - Pass Scoring Criteria - Pass/ Fail	
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Part 3: Selection Questions¹

Section 4	Economic and Financial Standing	
	Question	Response
SEL4.1	SEL4.1 - Are you able to provide a copy of your audited accounts for the last two years, if requested? If no, can you provide one of the following; a. A statement of the turnover, Profit and Loss Account/Income Statement, Balance Sheet/Statement of Financial Position and Statement of Cash Flow for the most recent year of trading for this organisation b. A statement of the cash flow forecast for the current year and a bank letter outlining the current cash and credit position. c. Alternative means of demonstrating financial status if any of the above are not available (e.g. forecast of turnover for the current year and a statement of funding provided by the owners and/or the bank, charity accruals accounts or an alternative means of demonstrating financial status).	Yes ☐ No ☐

	Bidder Guidance - UK SBS will make a judgement based on the information provided to ascertain the financial stability of the Bidder. UK SBS reserves the right to consider credit check information alongside the response to this question in order to ascertain the financial stability of the Bidder. Pass – UK SBS considers the information provided demonstrates the financial stability of the Bidder is sufficient to be considered for this procurement. Fail – UK SBS considers the information provided fails to demonstrate the financial stability of the Bidder is sufficient to be considered for this procurement. Bidders are invited to embed their attachments to this question in the 'Bidder response' section. Scoring Criteria - Mandatory Pass/Fail	
SEL4.2	SEL4.2 Where we have specified a minimum level of economic and financial standing and/ or a minimum financial threshold within the evaluation criteria for this procurement, please self-certify by answering 'Yes' or 'No' that you meet the requirements set out. Bidder guidance: The authority will make a judgement based on the information provided to ascertain the financial stability of the Bidder. The authority reserves the right to consider credit check information alongside the response to this question in order to ascertain the financial stability of the Bidder. Pass – The authority considers the information provided demonstrates the financial stability of the Bidder is sufficient to be considered for this procurement. Fail – The authority considers the information provided fails to demonstrate the financial stability of the Bidder is sufficient to be considered for this procurement. Bidders are invited to embed their attachments to this question in the 'Bidder response' section. Scoring Criteria - Mandatory pass/fail	Yes ☐ No ☐

SEL4.3	SEL4.3 Are you part of a wider group (e.g. a subsidiary of a holding/parent company)? If yes, please confirm the name of the company and its relationship to you.	Yes ☐ No ☐
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	If yes, please confirm if you are able to provide parent company accounts if requested to at a later stage? If yes, would the ultimate / parent company be willing to provide a guarantee if necessary? If not, would you be able to obtain a guarantee elsewhere (e.g. from a bank?) Bidder Guidance - If this question does not apply, please respond "N/A". Please provide your response in the text box below UK SBS will make a judgement based on the information provided to ascertain the financial stability of the Bidder. UK SBS reserves the right to consider credit check information alongside the response to this question in order to ascertain the financial stability of the Bidder. Pass – UK SBS considers the information provided demonstrates the financial stability of the Bidder is sufficient to be considered for this procurement. Fail – UK SBS considers the information provided fails to demonstrate the financial stability of the Bidder is sufficient to be considered for this procurement. Bidders are invited to embed their attachments to this question in the 'Bidder response' section. Any information submitted over and above the specified limit will be disregarded and not evaluated Scoring Criteria – Mandatory Pass/fail	
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	Technical and Professional Ability
SEL5.1	SEL5.1 - Please provide details of up to three contracts, in any combination from either the public or private sector; voluntary, charity or social enterprise (VCSE) that are relevant to our requirement. VCSEs may include samples of grant-funded work. Contracts for supplies or services should have been performed during the past three years. Works contracts may be from the past five years. The named contact provided should be able to provide written evidence to confirm the accuracy of the information provided below. Consortia bids should provide relevant examples of where the consortium has delivered similar requirements. If this is not possible (e.g. the consortium is newly formed or a Special Purpose Vehicle is to be created for this contract) then three separate examples should be provided between the principal member(s) of the proposed consortium or Special Purpose Vehicle (three examples are not required from each member).

	Where the Supplier is a Special Purpose Vehicle, or a managing agent not intending to be the main provider of the supplies or services, the information requested should be provided in respect of the main intended provider(s) or sub-contractor(s) who will deliver the contract. Bidder Guidance - The Bidder shall ensure all reference(s) comply with the requirements of having a similar scope and value to this procurement are still running or have been completed in the last five years (works) and three years (supplies / services) to achieve a pass. If you cannot provide at least one example, in no more than 500 words please provide an explanation for this e.g. your organisation is a new start-up or you have provided services in the past but not under a contract. Scoring Criteria - Mandatory Pass/Fail
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	Contract 1	Contract 2	Contract 3
Name of customer organisation			
Point of contact in the organisation			
Position in the organisation			
E-mail address			
Description of contract			
Contract Start date			
Contract completion date			
Estimated contract value			

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SEL5.2	SEL5.2 Where you intend to sub-contract a proportion of the contract, please demonstrate how you have previously maintained healthy supply chains with your sub-contractor(s) Evidence should include, but is not limited to, details of your supply chain management tracking systems to ensure performance of the contract and including prompt payment or membership of the UK Prompt Payment Code (or equivalent schemes in other countries) Bidder guidance – Free text
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	Scoring Criteria - For Information Only
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	Modern Slavery Act 2015: Requirements under Modern Slavery Act 2015	
SEL5.3	SEL5.3 Are you a relevant commercial organisation as defined by section 54 ("Transparency in supply chains etc.") of the Modern Slavery Act 2015? Bidder guidance - Bidder shall confirm they are or are not a relevant commercial organisation as defined by section 54 of the Modern Slavery Act 2015 by answering Yes or No. Yes - Please provide an answer to SEL5.4 No - Please answer N/A to SEL5.4 Scoring Criteria - For Information Only	Yes ☐ N/A ☐
SEL5.4	SEL5.4 If you have answered yes to question SEL5.3 are you compliant with the annual reporting requirements contained within Section 54 of the Modern Slavery Act 2015? If you are subject to the Modern Slavery Act then it is a requirement of the authority in its contractual terms, for you to comply with this obligation including the authority's right of audit under any contract awarded. Bidder Guidance - The bidder shall respond Yes or No Yes - Please provide relevant URL or attachment No - Please provide an explanation as an attachment Scoring Criteria - Mandatory Pass/fail	Yes ☐ Please provide relevant the url ... No ☐ Please provide an explanation

Additional Questions

Suppliers who self-certify that they meet the requirements to these additional questions will be required to provide evidence of this if they are successful at contract award stage.

	Insurance
SEL4.4	SEL4.4 Please self-certify whether you already have, or can commit to obtain, prior to the commencement of the contract, the levels of insurance cover indicated below: Employer's (Compulsory) Liability Insurance = £5 million per claim (unlimited claims) Public Liability Insurance = £5 million per claim (unlimited claims) Professional Indemnity Insurance = £2 million per claim (unlimited claims) Bidder Guidance - It is a legal requirement that all companies hold Employer's (Compulsory) Liability Insurance of £5 million as a minimum. Please note this requirement is not applicable to Sole Traders. The Bidder shall answer yes or no Yes= Pass No= Fail Scoring Criteria - Mandatory Pass/fail

SEL5.5	Please self-certify that your organisation has a Health and Safety Policy that complies with current legislative requirements. These should consider not only where your organisation is based but also any needs that are required in the country of delivery of the procurement.
Bidder guidance	The Bidder shall answer Yes or No Yes – Pass No - Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes / No

SEL5.6	Has your organisation or any of its Directors or Executive Officers been in receipt of enforcement/remedial orders in relation to the Health and Safety Executive (or equivalent body) in the last 3 years?
Bidder Guidance	The Bidder Shall answer yes or no Yes = *Fail No = Pass If your answer to this question is “Yes”, please provide details in a separate Appendix of the conviction or notice and details of any remedial action or changes you have made as a result of conviction or notices served. UK SBS will not select bidder(s) that have been prosecuted or served notice under Health and Safety legislation in the last 3 years, unless the authority is satisfied that appropriate remedial action has been taken to prevent future occurrences/breaches.
Scoring Criteria	Mandatory Pass/Fail

SEL5.7	Has your organisation been convicted of breaching environmental legislation, or had any notice served upon it, in the last three years by any environmental regulator or authority (including local authority)?
Bidder Guidance	The Bidder shall answer yes or no Yes – Fail* No – Pass If your answer to this question is “Yes”, please provide details in a separate Appendix of the conviction or notice and details of any remedial action or changes you have made as a result of conviction or notices served. UK SBS will not select bidder(s) that have been prosecuted or served notice under environmental legislation in the last 3 years, unless the authority is satisfied that appropriate remedial action has been taken to prevent future occurrences/breaches.
Scoring Criteria	Mandatory Pass/fail
Bidder response	Drop down menu - Yes / No

SEL5.8	If you use sub-contractors, do you have processes in place to check whether any of these organisations have been convicted or had a notice served upon them for infringement of environmental legislation?
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Bidder Guidance	The Bidder Shall answer yes or no Yes = Pass No = Fail
Scoring Criteria	Mandatory Pass/fail

SEL5.9	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; 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?
Bidder guidance	The Bidder shall answer Yes or No Yes – Fail* No – Pass *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. 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. You may be excluded if you are unable to demonstrate to UK SBS’s satisfaction that appropriate remedial action has been taken to prevent similar unlawful discrimination reoccurring.
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes / No

SEL5.10	If you use sub-contractors, do you have processes in place to check whether any of the circumstances in regards to the last three years, has any finding of unlawful discrimination been made against your subcontractors 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; In the last three years, has any of your subcontractors had a complaint upheld following an investigation by the Equality and Human Rights Commission or its predecessors (or a comparable body in any jurisdiction
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	other than the UK), on grounds of alleged unlawful discrimination?
Bidder Guidance	The Bidder Shall answer yes or no Yes – Fail* No – Pass *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. If the investigation upheld the complaint against your sub-contractors, please use the attachment to explain what action (if any) you have taken to prevent unlawful discrimination from reoccurring. You may be excluded if you are unable to demonstrate to UK SBS’s satisfaction that appropriate remedial action has been taken by your sub-contractors to prevent similar unlawful discrimination reoccurring.
Scoring Criteria	Mandatory Pass/fail
Bidder response	Drop down menu - Yes / No

SEL2.10	Cyber Essentials is 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 requirements prescribed by Cyber Essentials for those contracts featuring any of the characteristics set out below in bidders’ guidance. 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. Further details are available at: https://www.cyberstreetwise.com/cyberessentials/
Bidder guidance	Any of the following characteristics will necessitate the mandatory requirement for bidders to have an up to date Cyber Essentials Certificate: 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. Bidders can answer Yes – the Cyber Essential Certificate is currently in place No – the Cyber Essential Certificate is not in place and we have no intention of having it in place for commencement of the contract Intend – the Cyber Essential Certificate is not in place and we intend to have it in place for commencement of the contract. A response of 'Yes' or 'Intend' will result in a pass and a response of 'No' will result in a fail against this question.
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu – Yes / No/Intend

FOI1.1	FREEDOM OF INFORMATION ACT 2000 (FOIA) 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. Please note that some of the information provided may be protected 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 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.
Bidder guidance	The Bidder shall answer Yes or No Yes – Pass No - Fail
Scoring criteria	Mandatory Pass / Fail

Bidder response	Yes / No
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FOI1.2	FREEDOM OF INFORMATION ACT 2000 AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 EXEMPTIONS 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) 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).	
Bidder guidance	The Bidder shall provide details of their proposed exemptions/exception in the table below. The Bidder shall note that if UK SBS believes that the suggested exemptions or exceptions have not been applied properly, UK SBS will disclose the requested information unless another exemption or exception can be applied by UK SBS. 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.	
Scoring criteria	For information only	
Bidder response	Confidential Information	Justification for exemption/exception under FOIA / EIR
	Commercially sensitive information	Justification for exemption/exception under FOIA / EIR

Section 6 – Award questionnaire

6.2 The Award questionnaires are located within the e-sourcing tool.

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

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

COMMERCIAL QUESTIONNAIRE

RFP Governance

AW1.1	FORM OF BID I declare that to the best of my knowledge the answers submitted in this RFP 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 UK SBS's requirement and I am signing on behalf of my organisation. I understand that the UK SBS may reject this RFP if there is a failure to answer all relevant questions fully or if I provide false/misleading information. I understand that the Government's transparency agenda requires that sourcing documents, including RFP templates such as this, are published on a designated, publicly searchable web site, and, that the same applies to other sourcing documents issued by UK SBS, including the RFP, and any contract entered into by UK SBS or its Customers with its preferred supplier once the procurement is complete. By submitting a response to this RFP I agree that our participation may be made public. I understand that the answers given in this response may be published on the web site (but elements may be redacted under Freedom of Information Act 2000 (FOIA) or Environmental Information Regulations 2004 (EIR)). By submitting a response to this RFP I agree and accept the justification for the UK SBS's evaluation criteria. By submitting a response to this RFP I agreed and accept that UK SBS 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. By submitting a response to this RFP 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. UK SBS is not liable for any costs resulting from cancellation of this process nor any costs incurred by Bidders taking part in this procurement process. I understand that where sourcing documents issued by UK SBS or contracts with its suppliers fall to be disclosed UK SBS will redact them as it thinks necessary, having regard (inter alia) to the exemptions/exceptions in the FOIA or EIR.
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Bidder guidance	The Bidder shall answer Yes or No Yes – Pass No - Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes / No

AW1.2	Having examined the contents of the RFP we offer to carry out the requirement in conformity with the said conditions for the maximum fixed prices detailed in the schedule attached in response to AW5.2. We undertake to carry out the requirements specified within the period stated in the enquiry letter. Our Bid offer shall be binding between us for a period of 90 days from the closing date for receipt of Bids. Unless and until a formal agreement is prepared and executed this Bid and a written acceptance thereof shall constitute a binding contract between us. We understand that you are not bound to accept the lowest or any Bid you may receive.
Bidder guidance	The Bidder shall answer Yes or No Yes – Pass No - Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes / No

AW1.3	CERTIFICATE OF BONA FIDE BID 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. 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: (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
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	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. 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 UK SBS 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 UK SBS or shall employ any corrupt or illegal practices either in the obtaining or execution of this contract or any other contract with UK SBS. We agree that UK SBS may disclose the Bidders information / documentation (submitted to UK SBS during this Procurement) more widely within Government for the purpose of ensuring effective cross-Government procurement processes, including value for money and related purposes.
Bidder guidance	The Bidder shall answer Yes or No Yes – Pass No - Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes / No

Executive summary

AW2.1	Please provide an executive summary of your bid. The executive summary should focus on the key features of the Bidder's Response including all key assumptions made by the Bidder (but excluding all pricing/financial information) The objective of the executive summary is to provide UK SBS with a clear, concise and complete summary of the Bidder's Response together with an insight into the reasoning and rationale behind the Response. It is intended that the executive summary should provide a useful introduction to the Response for evaluators, as well as senior stakeholders who may not be involved in the detailed evaluation. Whilst the executive summary will not be formally evaluated, it will be scrutinised for consistency with your Response and clarification will be sought if required. The executive summary must only contain information drawn from other areas of your Response and must not contain any new material. Whilst diagrams and photographs may be used, they should be high level and should not be used to support other parts of the Response where more detailed information is required.
Bidder guidance	Maximum character count – 4096 characters Any information submitted over and above the specified limit will be disregarded and not evaluated
Scoring criteria	For information only
Bidder response	Text

Compliance to the Contract Terms

AW4.1	Please confirm your acceptance of the attached Contract Terms.
Bidder guidance	The Bidder shall answer Yes, No with justification or No Yes – Pass No with justification – In this situation the Bidder must demonstrate to UK SBS's satisfaction there is a legal requirement or statutory regulation where a specific clause or series of clauses cannot be accepted to achieve a Pass. See question AW4.2 for the supplier to create a justification. No – Fail
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	The Bidder shall provide a Contract mark up utilising track changes detailing the relevant clause, a summary of the proposed mark up of the clause and the justification for the mark up of the clause. Where a Bidder has answered Question AW4.1 with 'Yes' or 'No' they 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. Where a proposed mark up, rejection of a clause or justification for change has been provided UK SBS will consider if it considers the request justifiable. In the event that UK SBS does not consider the response justifiable the response will receive a Fail and not be considered.
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu 'N/A' 'I have answered AW4.1 'No with justification' and attach modifications /

	requested / justification'.
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PRICE QUESTIONNAIRE

AW5.1	Please confirm your price shall remain firm and fixed for term of the Contract. Thereafter they shall be subject to change in accordance with the terms of the contract.
Bidder guidance	The Bidder shall answer Yes or No Yes – Pass No – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes, No

AW5.2	Bidders are required to complete the Excel Pricing Schedule attached in the 'RFX attachments' section in the e-sourcing tool. All prices shall be exclusive of VAT. All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived. AW5.2 Price Schedule PS16216 FI
Bidder guidance	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. 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.

	Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50 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) The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price. The lowest score possible is 0. For example, assuming the lowest bid is £100,000. <table><tr><th>Bid Price</th><th>Differential to the lowest price which meets the mandatory pass criteria at Award stage</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 at Award stage	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 at Award stage	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 30%																								
Bidder response	Drop down menu – Yes																								

AW5.3	Bidders maybe requested to provide open book policy to demonstrate how the annual charge is calculated (e.g. Staff, training, equipment, profit etc.).
Bidder guidance	The Bidder shall answer Yes or No Yes - we will provide open book costing – Pass No - we will not provide open book costing – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes, , No

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	Drop down menu - Yes / No

PROJ2.1	Please describe how you would foster an entrepreneurial approach and culture with the Mission.
Bidder guidance	Bidder guidance: Please describe how you would foster an entrepreneurial approach and culture with the Mission. To include but not limited to: • How will you develop an entrepreneurial approach for this mission and how this will aid the successful delivery of the requirement and the desired outcomes Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10 %
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document

PROJ2.2	How will you secure host organisations, gain support from in country organisations and, provide insight from the target market?
Bidder guidance	Bidder guidance, How will you secure host organisations, gain support from in country organisations and provide insight from the target market? Including but not limited to: • How you will secure host organisations in each country • How you will provide experts who can give insight to the Mission companies • How you will secure support from in country partners and stakeholders • How you will select mission locations including input to the right markets for UK companies • How this will aid the successful delivery of the requirement. Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10%
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document

PROJ2.3	How will you outreach to potential Mission companies and ensure a fair, open and transparent process for selecting Mission companies which meet the specification?
Bidder guidance	Bidder guidance, How will you outreach to potential Mission companies and ensure a fair, open and transparent process for selecting Mission companies which meet the specification? Including but not limited: • Ensuring a sufficient number of appropriate and potential applicants are made aware of the Mission. • How you propose to manage the competitive application processes. • How this will aid the successful delivery of the requirement.

	Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10%
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document

PROJ2.4	How will you ensure the full requirement is delivered on time, to specification and to budget?
Bidder guidance	Bidder guidance, How will you ensure the programme is delivered on time, to specification and to budget? Including but not limited: • Timelines for the requirement to include a detailed project plan in alignment with the specification Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10 %
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document

PROJ2.5	How will you ensure buy-in from stakeholders, sponsors, Mission companies and secure Mission sponsors?
Bidder guidance	Bidder guidance, How will you ensure buy-in from stakeholders, sponsors, Mission companies and secure Mission sponsors? Including but not limited to: • How you propose to secure support from relevant stakeholders in

	the UK. • The approach and targets that will be utilised to ensure buy-in from stakeholders, sponsors, mission companies. • Your approach to securing mission sponsors. • How this will aid the successful delivery of the requirement. Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10%
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document

PROJ2.6	How will you help Mission companies develop their pitch, profile and ambition?
Bidder guidance	Bidder guidance, How will you help Mission companies develop their pitch, profile and ambition during the missions? Including but not limited: • Your proposed pitch training for the missions • The approach proposed to raise each companies profile in the UK and in the target country. • How this will aid the successful delivery of the requirement. Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10 %
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document

PROJ2.7	How will you help develop the Mission week agenda to ensure maximum benefit to the selected mission companies?
Bidder guidance	Bidder guidance, How will you help develop the Mission week agenda to ensure maximum benefit to the selected mission companies? Including but not limited: • Mission week agenda • How this will aid the successful delivery of the requirement. Please attach your response as a pdf document limited to four sides of A4, Arial font size 11.
Scoring criteria	Scoring will be based on 0-100 scoring methodology Maximum Marks: 10 %
Bidder response	Drop Down box; I confirm I have attached my response as a pdf document