



26 April 2021

Dear Sir / Madam

**Invitation to Tender: Dorset Green H2 Project**  
**Appointment of Contractor for Supply of Two Hydrogen Storage Trailers**

We have been engaged by Canford Renewable Limited, to issue an Invitation to Tender as part of their Dorset Green H2 project for the procurement of two hydrogen storage trailers.

The Dorset Green H2 project will assist Dorset and the South-West to stimulate a low carbon economy through the generation of renewable electricity from a 5.0MW (AC) ground-mounted, solar array and the production of zero-emission green hydrogen. The solar array will be located on top of a capped former landfill site. A 1.0MW to 1.5MW electrolyser will receive electricity from the solar array and be supplemented with existing on-site landfill gas generated power. The green hydrogen produced will be used to decarbonise transport and possibly be used in industrial applications.

Details of the tender can be found below together with the attached documents.

**Timescales:**

- Interested parties are kindly requested to confirm by 12<sup>th</sup> May 2021, although this is not compulsory, whether it is their intention to submit a tender by the tender submission deadline.
- The tender submission deadline is 4pm on 26<sup>th</sup> May 2021. Tenders must be submitted by email to Josh Williamson at [josh.williamson@hy-energy.co.uk](mailto:josh.williamson@hy-energy.co.uk)

**All tender applications must include the following information:**

- Details of your relevant experience and explain how you will apply it.
- Examples of similar projects you have worked on. This should include contact details for referees and agreement that we can make contact with the referees.
- A short (approx. 300 words) explanation of your suitability to deliver the project.
- Cost per package (if appropriate) and an overall price for the package(s) detailed in the attached specification.
- Confirmation of any exclusions from the overall price.
- A payment schedule, to include a minimum of a 5% retention until the 12-month anniversary of Practical Completion.
- Confirmation that you can achieve the proposed timescales, which assume: mobilisation in October 2021; installation of solar substructure in November 2021; solar panel and inverter installation by end of January 2022; electrolyser installation by end of January 2022; with the entire project to be commissioned by no later than March 2022; and the project to be fully operational by 1<sup>st</sup> April 2022 or before.

The selection of the successful contractor will be based on an objective assessment of the received quotes, with the weighting per category being as follows:

- 40% to price/cost
- 30% to quality/experience



- 30% to confidence/delivery

You are invited to submit a proposal on the project that includes and evidences, but not limited to, your organisation's ability to meet the evaluation criteria for:

- Price/cost – an assessment of price will be undertaken with the response that represents the best value for money gaining a full score and all other responses being scored on a pro-rata basis.
- Quality/experience - an assessment based on the material presented in the quote to deliver a high-quality outcome with supporting detail providing examples that detail experience in delivering similar projects and how this experience will be applied.
- Confidence/delivery - an assessment based on the material presented in the quote to manage the project to reach the required outcome that provides confidence of project delivery within the proposed timescales.

The following evaluation criteria will be applied to each of the weighting categories to evaluate all tender submissions:

- 5 out of 5 = Excellent. Comprehensive and detailed response that provides high levels of confidence that the required service and delivery will be achieved. Demonstrates excellent understanding of the specification and contract requirements. In the case of the evaluation of price/cost, the lowest price bid will receive a score of 5.
- 3 out of 5 = Good. Response addresses key issues and is adequately developed. Provides good levels of confidence that the required service and delivery will be achieved. Demonstrates good understanding of the specification and contract requirements.
- 1 out of 5 = Basic. Response addresses a limited range of issues and is basically developed. Provides only limited levels of confidence that the required service and delivery will be achieved. Demonstrates only a basic understanding of the specification and contract requirements.
- 0 out of 5 = Unacceptable. No response or response fails to address issues and is poorly developed. Provides little or no confidence that the required service and delivery will be achieved. Demonstrates little or no understanding of the specification and contract requirements.

Should any questions be asked by prospective tenderers, the responses will be emailed to everyone who has shown an interest and offered their contact details and made publicly available via the following Dropbox link that will also be accessible through the Canford Renewable Limited website under the 'News' section. Note that the file in the Dropbox link has multiple worksheets and each one relates to a different package that is being procured for the project – [access link here](#).

The tender submission that achieves the highest evaluated score will be selected as the provisional contractor and notified as such and informed of their evaluated scores. On the same date, the remaining tenderers will be notified that they were not successful, be informed of their evaluated scores and the scores of the provisional contractor and receive an explanation as to why their tender was unsuccessful. This will mark the start of a 10-day standstill period, following which the provisional contractor will be formally appointed.

## CONFIDENTIAL



Full tender instructions can be found in the accompanying tender specification.

If you have any queries relating to the tender application, design or to request a site visit, please contact me using the details provided below.

Yours faithfully,

A handwritten signature in black ink, appearing to read "J. Williamson".

Josh Williamson

Consultant

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