



# Invitation to Quote

Questions

**Invitation to Quote (ITQ) on behalf of The Natural Environment  
Research Council**

**Subject UK SBS Grounds Maintenance Requirement**

**Sourcing reference number UK SBS FM17106**

**UK Shared Business Services Ltd (UK SBS)**  
[www.uksbs.co.uk](http://www.uksbs.co.uk)

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**UKSBS**  
*Shared Business Services*

## 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

|                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |       |  |                         |  |                |  |                |  |                |  |                |  |             |  |         |  |                           |  |                |  |               |  |       |  |
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| <b>SEL1.1</b>             | <b>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).</b>                                                                                                                                                                                                                                                                                                                                                                  |  |       |  |                         |  |                |  |                |  |                |  |                |  |             |  |         |  |                           |  |                |  |               |  |       |  |
| <b>Bidder guidance</b>    | 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).<br>This is the legal entity with whom we will Contract if successful.                                                                                                                                                                                                                                                                                                                       |  |       |  |                         |  |                |  |                |  |                |  |                |  |             |  |         |  |                           |  |                |  |               |  |       |  |
| <b>Scoring criteria</b>   | For information only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |       |  |                         |  |                |  |                |  |                |  |                |  |             |  |         |  |                           |  |                |  |               |  |       |  |
| <b>Bidder response</b>    | <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                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |       |  |                         |  |                |  |                |  |                |  |                |  |             |  |         |  |                           |  |                |  |               |  |       |  |

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| <b>SEL1.2</b>           | <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>                                                                                                                                                 |
| <b>Bidder guidance</b>  | <p>The Bidder shall answer <b>Yes</b> or <b>No</b><br/> <b>Yes</b> – Fail<br/> <b>No</b> – 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 UK SBS's satisfaction that appropriate remedial action has been taken to prevent similar unlawful discrimination reoccurring.</p> |
| <b>Scoring Criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

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| <b>FOI1.1</b>           | <p><b>FREEDOM OF INFORMATION ACT 2000 (FOI) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR)</b></p> <p>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.</p> <p>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 <a href="http://ico.org.uk">http://ico.org.uk</a></p> <p>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.</p> |
| <b>Bidder guidance</b>  | <p>The Bidder shall answer <b>Yes</b> or <b>No</b><br/> <b>Yes</b> – Pass<br/> <b>No</b> – Fail</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

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| FOI1.2                  | <p><b>FREEDOM OF INFORMATION ACT 2000 (FOI) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR) EXEMPTIONS</b></p> <p>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.</p> <p>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> <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> |                                                     |
| <b>Bidder guidance</b>  | <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 UK SBS believes that the suggested Exemptions or Exceptions have not been applied properly as per the Act or Regulation, UK SBS will disclose the requested information unless another exemption or exception can be applied by UK SBS.</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>                              |                                                     |
| <b>Scoring criteria</b> | For information only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                     |
| <b>Bidder response</b>  | Confidential Information                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Justification for exemption/exception under FOI Act |
|                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                     |
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|                         | Commercially sensitive information                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Justification for exemption/exception under FOI Act |
|                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                     |
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| AW1.1                   | <p><b>FORM OF BID</b></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 UK SBS'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 UK SBS, including the ITQ, and any contract entered into by UK SBS 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 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.</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. 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.</p> <p>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.</p> |
| <b>Bidder guidance</b>  | <p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass</p> <p><b>No</b> – Fail</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |

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| <b>AW1.3</b>            | <p><b>CERTIFICATE OF BONA FIDE BID</b></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"> <li>(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;</li> <li>(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;</li> <li>(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.</li> </ul> <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 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.</p> <p>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.</p> |
| <b>Bidder guidance</b>  | <p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass</p> <p><b>No</b> – Fail</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

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| <b>AW3.1</b>            | <p>In the event of a Bidder successfully providing the most advantageous offer to UK SBS 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 UK SBS' 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> <p>The validation check document is located in RFx Attachments and attached to this question.</p> <div style="text-align: center;">  <p>AW3.1 ITQ<br/>Validation check.pdf</p> </div> |
| <b>Bidder guidance</b>  | <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 UK SBS against a procurement requirement.</p> <p><b>Yes</b> – Pass<br/><b>No</b> – Fail</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Bidder response</b>  | Yes I have understood that I need to complete the validation check in the event of providing the most advantageous offer to UK SBS against a procurement requirement.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |

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| <b>AW4.1</b>            | <b>Please confirm your acceptance of the attached Contract Terms.</b>                                                                                                                                                                         |
| <b>Bidder guidance</b>  | <p>The Bidder shall answer <b>Yes, No with justification</b> or <b>No</b></p> <p><b>Yes</b> – Pass<br/><b>No with justification</b> – Pass. See question AW4.2 for details of what amounts to a valid justification.<br/><b>No</b> – Fail</p> |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                         |
| <b>Bidder response</b>  | Drop down menu - Yes, No with justification, No                                                                                                                                                                                               |

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| <b>AW4.2</b>            | <b>Where a Bidder has answered question AW4.1 with 'no with justification' they must detail the justification and the proposed change to the clause.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Bidder guidance</b>  | <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) UK SBS considers both the following requirements are satisfied:</p> <ul style="list-style-type: none"> <li>• 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</li> <li>• the changes submitted do not create significant risk for UK SBS and are reasonably necessary and proportionate to ensure the Bidder complies with the legal requirements and statutory regulations.</li> </ul> <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).</p> <p>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> |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Bidder response</b>  | <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><b>Bidders are required to complete the Excel Pricing Schedule attached in the Bidder Response section.</b></p> <p><b>All prices shall be exclusive of VAT.</b></p> <p><b>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |           |                                                                          |       |          |   |     |          |     |    |          |     |    |          |     |    |          |     |    |          |      |   |          |      |   |
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| Bidder guidance  | <p>Bidders shall confirm they have completed the Pricing Schedule. The scoring methodology for this question shall be:<br/>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 = 30.00% of overall bid.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |           |                                                                          |       |          |   |     |          |     |    |          |     |    |          |     |    |          |     |    |          |      |   |          |      |   |
| Bidder response  | Yes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |           |                                                                          |       |          |   |     |          |     |    |          |     |    |          |     |    |          |     |    |          |      |   |          |      |   |

| AW5.3            | <p><b>Bidders are required to complete the Excel Pricing Schedule attached in the Bidder Response section.</b></p> <p><b>All prices shall be exclusive of VAT.</b></p> <p><b>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |           |                                                                          |       |          |   |     |          |     |    |          |     |    |          |     |    |          |     |    |          |      |   |          |      |   |
|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|--------------------------------------------------------------------------|-------|----------|---|-----|----------|-----|----|----------|-----|----|----------|-----|----|----------|-----|----|----------|------|---|----------|------|---|
| Bidder guidance  | <p>Bidders shall confirm they have completed the Pricing Schedule. The scoring methodology for this question shall be:<br/>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 = 5.00% of overall bid.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |           |                                                                          |       |          |   |     |          |     |    |          |     |    |          |     |    |          |     |    |          |      |   |          |      |   |
| Bidder response  | Yes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |           |                                                                          |       |          |   |     |          |     |    |          |     |    |          |     |    |          |     |    |          |      |   |          |      |   |

## QUALITY QUESTIONNAIRE

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

|                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
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| <b>PROJ1.1</b>          | <b>Methodology - Please describe how you will provide a quality grounds maintenance service that meets the requirement of the specification.</b>                                                                                                                                                                                                                                                                                                                                  |
| <b>Bidder guidance</b>  | The bidder should detail clearly how their bid will meet the requirements including (but not limited to) details of the approach to be taken, the stages of development and the key considerations.<br><br>Maximum word count: 1,000 words.<br><br>Bid responses over 1,000 words will only be scored based on the words within the prescribed limit.<br><br>Please ensure your response, if provided as an attachment, is in Word format so that the word count can be verified. |
| <b>Scoring criteria</b> | 0 – 100 Scoring Methodology.<br><br>Maximum Score = 15.00% of over all bid.                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Bidder response</b>  | Free Text / Attachment                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

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| <b>PROJ1.2</b>          | <b>Resource - Please outline your proposed team for this project. And show your staffing structure and lines of responsibility.</b>                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Bidder guidance</b>  | The bidder should clearly demonstrate the appropriate resource and skill set to meet the requirements of the specification. The bidder should clearly stating the lines of reportings/management and escalations methods.<br><br>Maximum word count: 1,000 words.<br><br>Bid responses over 1,000 words will only be scored based on the words within the prescribed limit.<br><br>Please ensure your response, if provided as an attachment, is in Word format so that the word count can be verified. |
| <b>Scoring criteria</b> | 0 – 100 Scoring Methodology.<br><br>Maximum Score = 15.00% of over all bid.                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Bidder response</b>  | Free Text / Attachment                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

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| <b>PROJ1.3</b>          | <b>Contingency - Please explain how you would manage and resource additional work to the contract specification.</b>                                                                                                                                                                                                                                                                                                                |
| <b>Bidder guidance</b>  | <p>The Bidder is required to detail their ability to increase resource inline with a change in business need. A detailed plan should be provided.</p> <p>Maximum word count: 1,000 words.</p> <p>Bid responses over 1,000 words will only be scored based on the words within the prescribed limit.</p> <p>Please ensure your response, if provided as an attachment, is in Word format so that the word count can be verified.</p> |
| <b>Scoring criteria</b> | <p>0 – 100 Scoring Methodology.</p> <p>Maximum Score = 15.00% of over all bid.</p>                                                                                                                                                                                                                                                                                                                                                  |
| <b>Bidder response</b>  | Free Text / Attachment                                                                                                                                                                                                                                                                                                                                                                                                              |

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| <b>PROJ1.4</b>          | <b>Bidders should demonstrate their ability to manage and provide the winter de-icing and gritting service as specified.</b>                                          |
| <b>Bidder guidance</b>  | <p>The Bidder is required to provide a full risk assessment.</p> <p>Please ensure your response, if provided as an attachment, is either a word document or a PDF</p> |
| <b>Scoring criteria</b> | <p>0 – 100 Scoring Methodology.</p> <p>Maximum Score = 10.00% of over all bid.</p>                                                                                    |
| <b>Bidder response</b>  | Free Text / Attachment                                                                                                                                                |

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| <b>PROJ1.5</b>          | <b>Bidders should provide a risk assessment for completion of these works, detailing what risks you feel there could be, and how you plan to mitigate these risks.</b> |
| <b>Bidder guidance</b>  | <p>The Bidder is required to provide a full risk assessment.</p> <p>Please ensure your response, if provided as an attachment, is either a word document or a PDF</p>  |
| <b>Scoring criteria</b> | <p>0 – 100 Scoring Methodology.</p> <p>Maximum Score = 10.00% of over all bid.</p>                                                                                     |
| <b>Bidder response</b>  | Free Text / Attachment                                                                                                                                                 |

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| <b>PROJ1.6</b>          | <b>There are no options for the successful bidder to store tools or equipment on site. As a consequence, all equipment must be brought to site as and when required.</b>                                                                              |
| <b>Bidder guidance</b>  | <p>Bidder should confirm that they understand there is no storage available and that all equipment must be transported to site when required.</p> <p>The Bidder shall answer <b>Yes</b> or <b>No</b><br/> <b>Yes</b> – Pass<br/> <b>No</b> – Fail</p> |
| <b>Scoring criteria</b> | <b>Mandatory Pass / Fail</b>                                                                                                                                                                                                                          |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                                                              |

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| <b>PROJ1.7</b>          | <b>Bidders are asked that at least one of the staff working on this project are a trained arborist.</b>                                                                                                         |
| <b>Bidder guidance</b>  | <p>Bidders should confirm that they are able to provide a trained arborist and attach a CV of the appropriate person.</p> <p>The Bidder shall answer Yes or No<br/> <b>Yes</b> – Pass<br/> <b>No</b> – Fail</p> |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                           |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                        |

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| <b>PROJ1.8</b>          | <b>The successful contractor must attend a monthly meeting with the BGS Contract Manager</b>                                                                                                                            |
| <b>Bidder guidance</b>  | <p>Bidders should confirm that, if successful, a monthly meeting between the bidder and the contract manager will take place.</p> <p>The Bidder shall answer Yes or No<br/> <b>Yes</b> – Pass<br/> <b>No</b> – Fail</p> |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                                                                                                   |
| <b>Bidder response</b>  | Yes / No                                                                                                                                                                                                                |

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| <b>PROJ1.9</b>          | <b>The Contractor must be able to supply all services in house and not use a sub contractor</b> |
| <b>Bidder guidance</b>  | <p>The Bidder shall answer Yes or No<br/> <b>Yes</b> – Pass<br/> <b>No</b> – Fail</p>           |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                           |
| <b>Bidder response</b>  | Yes / No                                                                                        |

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| <b>PROJ2.0</b>          | <b>All green wasted should be chipped and put in to compost areas on site. The bidder should confirm they understand this requirement</b> |
| <b>Bidder guidance</b>  | The Bidder shall answer Yes or No<br><b>Yes – Pass</b><br><b>No – Fail</b>                                                                |
| <b>Scoring criteria</b> | Mandatory Pass / Fail                                                                                                                     |
| <b>Bidder response</b>  | Yes / No                                                                                                                                  |

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| <b>PROJ2.1</b>          | <b>Please confirm that you understand that by submitting your completed bid response, should you be awarded this contract, the pricing schedule submitted will be non-negotiable.</b><br><br>There will be no allowance for lack of information or understanding of requirement, for this reason, there is an Industry Day to ensure all vendors can visit site, please see PROJ3.0 for details |
| <b>Bidder Guidance</b>  | The Bidder shall answer <b>Yes</b> or <b>No</b><br><b>Yes – Pass</b><br><b>No - Fail</b>                                                                                                                                                                                                                                                                                                        |
| <b>Scoring Criteria</b> | <b>Mandatory Pass / Fail</b>                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Bidder Response</b>  | Yes / No                                                                                                                                                                                                                                                                                                                                                                                        |

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| <b>PROJ3.0</b>          | <b>There will be an Industry Day held at the Client site on Tuesday July 25<sup>th</sup> 2017 Bidders can register for this industry day by emailing <a href="mailto:FMProcurement@uksbs.co.uk">FMProcurement@uksbs.co.uk</a> using the heading FM17106 – Industry day to register their intent to attend.</b>                                                                         |
| <b>Bidder Guidance</b>  | This Industry Day is to allow all potential bidders to gain full understanding of NERC's requirement and to clarify any potential<br><br>Any bid submitted by a vendor that has not attended this Industry Day could be subject to further clarifications once this tender has closed.<br><br>The Bidder shall answer <b>Yes</b> or <b>No</b><br><b>Yes – Pass</b><br><b>No - Fail</b> |
| <b>Scoring Criteria</b> | <b>Information Only</b>                                                                                                                                                                                                                                                                                                                                                                |
| <b>Bidder Response</b>  | Yes / No                                                                                                                                                                                                                                                                                                                                                                               |