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Request for Quotation

**Biodiversity Net Gain in the G7 Nature
Recovery Project Area**

December 2021

Request for Quotation

Biodiversity Net Gain in the G7 Nature Recovery Project Area:

An investigation into the potential of Biodiversity Net Gain (BNG) as a driver for landscape scale conservation using the G7 Legacy project area as a case study

You are invited to submit a quotation for the requirement described in the specification below.

Please confirm, by email, receipt of these documents and whether you intend to submit a quote.

Your response should be returned to the following email addresses by:

Emails: Becky.hughes@naturalengland.org.uk
laura.guy-wilkinson@naturalengland.org.uk

Date: 13th January 2023 at 11.59pm

Ensure you state the words 'Final Submission' in the subject field to make it clear that it is your response.

Contact Details and Timeline

Laura Guy-Wilkinson and Becky Hughes will be your contacts for any questions linked to the content of the quote pack or the process. Please submit any questions by email and note that, unless commercially sensitive, both the question and the response will be circulated to all tenderers.

Action	Date
Date of issue of RFQ	12 th December 2022
Deadline for clarification questions	12 th January 2023 at 5pm
Deadline for receipt of Quotation	13 th January 2023 at 11.59pm
Intended date of Contract Award	17 th January 2023
Intended Contract Start Date	24 th January 2023
Intended Delivery Date	31 st March 2023

Glossary

Unless the context otherwise requires the following words and expressions used within this Request for Quotation shall have the following meanings (to be interpreted in the singular or plural as the context requires):

Words/Expression	Meaning
"Authority"	Means Natural England, acting in its capacity as an Arms-Length Body of the Department for Environment, Food and Rural Affairs
"Contract"	Means the contract to be entered into by the Authority and the successful supplier
"RFQ"	Means this Request for Quotation and all related documents published by the Authority and made available to suppliers
Biodiversity Net Gain (BNG)	An approach to development, and/or land management, that aims to leave the natural environment in a measurably better state than it was beforehand.
The Metric	Biodiversity Metric 3.1 or the latest published version

Conditions applying to the RFQ

You should examine your quotation response to the RFQ and related documents ensuring it is complete prior to submitting your completed quotation.

Your quotation must contain sufficient information to enable the Authority to evaluate it fairly and effectively. You should ensure that you have prepared your quotation fully and accurately and that prices quoted are arithmetically correct for the units stated.

The supplier by submitting a quotation is deemed to accept the terms and conditions in the RFQ. Failure to comply with the instructions set out in the RTQ may result in the supplier's exclusion from this procurement.

Acceptance of Quotations

By issuing this RFQ the Authority does not bind itself to accept any quotation and reserves the right not to award a contract to any supplier who submits a quotation.

Costs

The Authority will not reimburse you for any costs and expenses which you incur preparing and submitting your quotation, even if the Authority amends or terminates the procurement process.

Mandatory Requirements

The RFQ includes mandatory requirements and, if you do not comply with them, your quotation will not be evaluated.

Clarifications

The Authority reserves the right to discuss, confidentially, any aspect of your quotation with you prior to any award of Contract to clarify matters.

Amendments

The Authority may amend the RFQ at any time prior to the deadline for receipt. If it amends the RFQ the Authority will notify you in writing and may extend the deadline for receipt in order to give you a reasonable time in which to take the amendment into account.

Conditions of Contract

The terms and conditions [are available online](#) and will be included in any contract awarded as a result of this RFQ process. The Authority will not accept any material changes to these terms and conditions proposed by a supplier.

Specification

Background to Natural England

Natural England (NE) is the Government's advisor on the natural environment. It provides practical advice, grounded in science, on how best to safeguard England's natural wealth for the benefit of everyone. Natural England's remit is to ensure sustainable stewardship of the land and sea so that people and nature can thrive. It is our responsibility to see that England's rich natural environment can adapt and survive intact for future generations to enjoy.

Further information about the Authority can be found at: [Natural England](#).

Background to the G7 Legacy Project for Nature Recovery

The G7 Legacy Project for Nature Recovery (G7 LPNR) was announced by the Prime Minister at the G7 Summit in June 2021, as an ambitious nature recovery project looking to deliver a lasting legacy for nature, climate and people in Mid-Cornwall. Maps can be found in **Annex 1**

The project is run and delivered by Natural England (NE), in its capacity as an arms-length body of the Department for Environment, Food and Rural Affairs, and Cornwall Wildlife Trust (CWT). Defined as a 5-year project, the aims are ambitious and look to creating new nature rich places, restoring sites, species and landscape and engaging and empowering communities to work with nature for health wellbeing and future resilience. This is a legacy project and is looking to ensure sustainable nature recovery for years – not just the life of the G7 project.

During its first year, G7 LPNR funded 26 projects all of which will contribute to the overall objectives. These projects include social prescribing, marine bycatch reduction research, improved access to nature for communities, habitat restoration, no fence livestock trials and marine mapping. A further 10 projects are currently being funded in the 2nd year.

In June 2022, the G7 project aligned with the other 5 landscape-scale nature recovery projects set up by Natural England to drive nature recovery as part of its key shifts in the under the 2021/22 [Action Plan](#) and as part of the commitment in the [25 Year Environment Plan](#).

Note also that Cornwall is an area that has a draft [Local Nature Recovery Strategy](#).

The G7 project area is a flagship example of a varied mosaic landscape with a variety of landowners and land use. We would like to use this area for a case study on BNG as a driver for landscape scale conservation.

The key deliverables for this contract will be:

1. Production of a 'Farm Scenarios Report' summarising different approaches to BNG Unit provision, using minimum three case study farms typical of the project study area, outlining scenarios showing current baseline unit provision, maximum unit gain and best habitat unit gain ('right habitat in the right place')
2. Produce a 'Landscape Analysis' using the outcomes from the Farm Scenarios to estimate the extent and type of likely gain from BNG ie type of habitat creation or enhancement; and also to scope out potential for Statutory Credit projects
3. Deliver the Final Report – appraisal of the process, analysis of outcomes and recommendations for Natural England and G7 Project Leads, next steps for Statutory Credit project opportunity scoping.

Specification of Requirements

This section sets out the contract requirements. Suppliers must explain how they will deliver the required outputs within the specified timeframe and to budget. They must further demonstrate that they have the required skills and experience. Information on how this will be evaluated can be found below under Quotation Submission.

This study will consider two mechanisms of BNG – the delivery of BNG through habitat creation and/or enhancement for the Biodiversity Offsetting market (ie where developers need to find off sites to deliver Net Gain away from the development location), and the Statutory Credits system (where the developer purchases Statutory Credits in lieu of delivering Net Gain – this fund is then used to finance stand-alone projects). It will use the G7 Nature Recovery Project as a landscape-scale case study, to see if a) using the latest version of the BNG metric, it is feasible to appraise the size of the opportunity that BNG presents for landowners in order to enable more useful consultation and engagement, and b) it is possible to gauge the contribution that BNG could make to progress towards nature recovery, green infrastructure and habitat creation targets.

The findings of this study will inform engagement and discussions with stakeholders, future project planning for investment readiness for nature recovery, and any need for more data and evidence gathering at the landscape scale.

Deliverable 1 – Farm Scenarios Report

Investigating different BNG Unit scenarios using representative case study farms in the project area will help in understanding the role that BNG might be able to play at

a landscape scale in delivering/incentivising habitat creation/management and nature recovery. Not just in the scale of the opportunity (eg how many hectares of land could BNG income be a driver for?) but also the specific types of land use and land management change that BNG could encourage.

For example, BNG might be an ineffective tool for incentivising creation of complex habitats like lowland heath, but very effective in encouraging enhancement of condition of neutral grassland. This will aid in placing BNG as a tool into perspective alongside other opportunities such as private finance, Agri-Environment, carbon credits etc – where BNG could play a role and where it will be less effective. Using case study farms from the project area will assist in conversations with landowners and farmers as it will demonstrate recognisable scenarios.

Assumptions that may need to be made will be the existing baseline BNG unit provision on a farm – this may need extrapolating from existing baseline data (ie conversion of phase 1 survey to UK Habitat categories), and also the optimal habitat opportunity for land parcels on the holding, but this can be derived from various data sources in consultation with the G7 project team.

This stage could also identify opportunities for habitat creation and restoration on a farm holding that aren't appropriate or viable through BNG, but might be more appropriate for the Statutory Credits mechanism.

Deliverable 2 – Landscape Analysis

The aim of the Landscape Analysis deliverable is to see if it is viable to extrapolate the learnings & assumptions from the farm outcomes (ie *this habitat shift is where BNG is effective & appropriate on these farms*) to the landscape scale, given the aims for habitat creation and management of the G7 Project. For example, if it has been shown that in general BNG is an effective mechanism for enhancement of neutral grassland habitat condition, what is the scale of the opportunity for that shift at the landscape-scale, and can we start engaging with a potential farmer cluster about the possible size of the habitat bank? E.g. providing 200 BNG units here in a cluster of 20 holdings... the learning from this stage will help us to engage with landowners in long-term business planning.

Building on the outputs of the Farm Scenarios, using available data for the project area, and stating assumptions made, this will test whether this is a robust and viable analysis to carry out for landscape-scale projects.

Deliverable 3 – Final Report

The Final Report will summarise all the assumptions made, the limitations, strengths and weaknesses of the methodology, the headline findings of the farm scale report with reference to positive habitat change opportunities both through 'normal' BNG and Statutory Credits mechanisms, the lessons learned for NE and G7 Project,

recommendations for messages to share with stakeholders and interested parties, for future communication/advice/interventions around Biodiversity Net Gain that would maximise positive outcomes for nature recovery and G7 Legacy project aims and avoid potential negative impacts for biodiversity and landscape; and next steps – for example how to assess what support might be needed to progress opportunities for Statutory Credits projects to a stage where they are investment-ready.

Data provided (not exhaustive)

- Project boundary shapefile for the G7 Legacy Nature Recovery Project
- Spatial habitat opportunity mapping

Timetable

Commented [GWL1]: As above – timeline TBC

Project Milestone	Detail	Date
Project inception meeting and agreement of methodology	Meeting to discuss the proposed approach to the project. The bidder should confirm that there will be availability to attend a project inception meeting during the week highlighted in the next column.	24 th January 2023
Project Plan	A project plan is required to be sent to the NE Project Officer, following the Inception Meeting. This will set out in detail the refined methodology setting out key tasks, dependencies and project timeline.	Within 2 weeks of the inception meeting
Deliverable 1	Farm Scenarios Report	Substantially completed by 31 st March 2023
Deliverable 2	Landscape Analysis	Substantially completed by 31 st March 2023
Deliverable 3	Final Report	Substantially completed by 31 st March 2023

Contract Management

This contract shall be managed on behalf of the Authority by Becky Hughes and Laura Guy-Wilkinson. Becky will be your first point of contact for any questions.

becky.hughes@naturalengland.org.uk

laura.guy-wilkinson@naturalengland.org.uk

The project outputs are to be produced in a written final report in Word and pdf formats, as well as any accompanying visuals/graphics, spreadsheets and models. All reports will be clearly presented, concise, written in plain English with a target audience of an educated lay person. Reports will be supplied by email in Microsoft Word 97-2003 and pdf formats.

It is NE's expectation that all final project reports are published, NE however reserves the right to determine if and how results should be published.

We will raise purchase orders to cover the cost of the services and will issue to the awarded supplier following contract award.

Payment can be made in two instalments, with 25% to be invoiced upon receipt of the inception note, and the remaining 75% to be invoiced upon agreement of the final deliverables.

Prices

Prices must be submitted in £ sterling, inclusive of VAT. Prices must be submitted in an Excel spreadsheet. Bidders should note that as a guide the anticipated budget is £20K inclusive of VAT. This should be used as a guide to give an indication of the depth and breadth of the study and the resources required to complete the work.

It is anticipated that this contract will be awarded for a period of 3 months, with work substantially completed by 31st March 2023. Prices will remain fixed for the duration of the contract award period.

Quotation Submission

Completed submissions should include the following items:

- evidence that you meet the quality criteria set out in the specification.
- your proposed pricing structure (to include name of staff, grade, day rate and total number of days allocated to each task and deliverable).
- your proposed workplan for the project
- Details of anything you need from the G7 project team to enable delivery.

Submissions will be reviewed and then evaluated as set out below:

- each criterion will be given a score from 0 to 100.
- the criteria scores will be weighted to create a final submission score.
- all of the final submission scores will be ranked.
- the field date will be confirmed.
- the agency with the highest weighted score for the chosen field date will be awarded the contract - subject to the terms and conditions within the RFQ.

If the start date of the contract should substantially change, then agencies will be asked for their availability in the order of ranked final submission score. We will award

this contract in line with the most economically advantageous tender. Suppliers will be scored on price and quality:

- Price – 50%
- Quality – 50%

A detailed breakdown of how the quality criteria will be assessed is included in the table below:

Question Number	Question	Maximum Available Score	Weighting %	Maximum length
E01	<p>Understanding of Natural England's requirement</p> <p>Outline your understanding of Natural England requirements in this specification</p>	100	15%	500 words
E02	<p>Outline the approaches you will use to deliver this contract, giving justification for the methods proposed if they differ from those detailed in the specification above.</p> <p>Please include a provisional project plan, including details of how the project will meet the key deliverables.</p> <p>We would also ask that you allocate the number of days to the delivery of each task and deliverable.</p> <p>Include a short assessment of risks and dependencies affecting the project including input required from Natural England, and your proposals for how these will be managed and mitigated.</p> <p>Provide a brief description of how the work will be quality assured.</p>	100	50%	1200 words
E03	Experience of the project team	100	35%	

	<p>Provide details of the project team and the key personnel, You should demonstrate the team's skills and experience in:</p> <ul style="list-style-type: none"> • The BNG approach including application of Biodiversity Metric 3.1 • Knowledge of how BNG works at present in the planning system • Farmland conservation and Agri-Environment Schemes • Priority habitats – types, conservation and value • Financial advice specifically farms diversification and green financing 			800 words (N.B. CVs will be excluded from this word count)
	In addition, please provide an example of your current or previous work similar in subject matter or scope to this requirement.			
Total			100%	

Score	Justification
For a score of hundred (100):	Excellent - Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates a thorough understanding of the requirement and provides details of how the requirement will be met in full.
For a score of seventy (70):	Good - Response is relevant and good. The response demonstrates a good understanding and provides details on how the requirements will be fulfilled.
For a score of fifty (50):	Acceptable - Response is relevant and acceptable. The response provides sufficient evidence to fulfil basic requirements.
For a score of twenty (20):	Poor - Response is partially relevant and/or poor. The response addresses some elements of the requirements but contains insufficient / limited detail or explanation to demonstrate how the requirement will be fulfilled.
For a score of zero (0):	Unacceptable - Nil or inadequate response. Fails to demonstrate an ability to meet the requirement.

Disclosure

All Central Government Departments, their Executive Agencies and Non-Departmental Public Bodies are subject to control and reporting within Government. In particular, they report to the Cabinet Office and HM Treasury for all expenditure. Further the Cabinet Office has a cross-Government role delivering overall Government policy on public procurement, including ensuring value for money and related aspects of good procurement practice.

For these purposes, the Authority may disclose within Government any details contained in your quotation. The information will not be disclosed outside Government during the procurement.

In addition, the Authority is subject to the Freedom of Information Act 2000 and the Environmental Information Regulations 2004, which provide a public right of access to information held by public bodies. In accordance with these two statutes, the Authority may be required to disclose information contained in your quotation to any person who submits a request for information pursuant to those statutes.

By submitting a quotation you consent to these terms as part of the procurement.

Disclaimers

Whilst the information in this RFQ and any supporting information referred to herein or provided to you by the Authority have been prepared in good faith the Authority does not warrant that this information is comprehensive or that it has been independently verified.

The Authority does not:

- make any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of the RFQ;
- accept any liability for the information contained in the RFQ or for the fairness, accuracy or completeness of that information; or
- accept any liability for any loss or damage (other than in respect of fraudulent misrepresentation or any other liability which cannot lawfully be excluded) arising as a result of reliance on such information or any subsequent communication.

Any supplier considering entering into contractual relationships with the Authority following receipt of the RFQ should make its own investigations and independent assessment of the Authority and its requirements for the goods and/or services and should seek its own professional financial and legal advice.

Protection of Personal Data

In order to comply with the General Data Protection Regulations 2018 the contractor must agree to the following:

- You must only process any personal data in strict accordance with instructions from the Authority
- You must ensure that all the personal data that we disclose to you or you collect on our behalf under this agreement are kept confidential.
- You must take reasonable steps to ensure the reliability of employees who have access to personal data.
- Only employees who may be required to assist in meeting the obligations under this agreement may have access to the personal data.
- Any disclosure of personal data must be made in confidence and extend only so far as that which is specifically necessary for the purposes of this agreement.
- You must ensure that there are appropriate security measures in place to safeguard against any unauthorised access or unlawful processing or accidental loss, destruction or damage or disclosure of the personal data.
- On termination of this agreement, for whatever reason, the personal data must be returned to us promptly and safely, together with all copies in your possession or control.

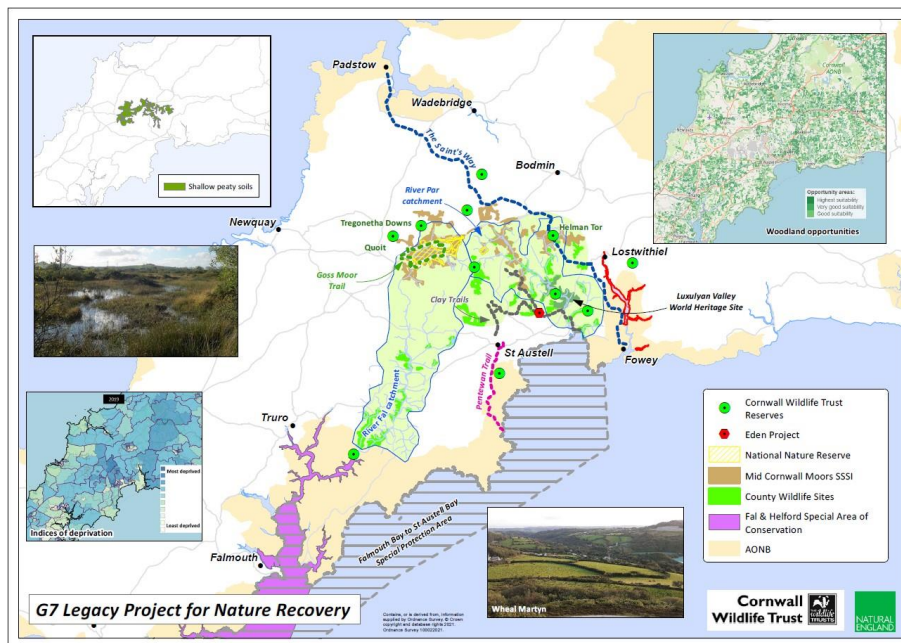
General Data Protection Regulations 2018

For the purposes of the Regulations the Authority is the data processor.

The personal information that we have asked you provide on individuals (data subjects) that will be working for you on this contract will be used in compiling the tender list and in assessing your offer. If you are unsuccessful the information will be **held and destroyed within two years** of the award of contracts. If you are awarded a contract it will be retained for the duration of the contract and destroyed within **seven years** of the contract's expiry.

We may monitor the performance of the individuals during the execution of the contract, and the results of our monitoring, together with the information that you have provided, will be used in determining what work is allocated under the contract, and in any renewal of the contract or in the award of future contracts of a similar nature. The information will not be disclosed to anyone outside the Authority without the consent of the data subject, unless the Authority is required by law to make such disclosures.

Maps of G7



G7 Legacy Project
OS detail.pdf



G7 Legacy Project
aerial photo 110.pd