

Date: 11th February 2022

Dear Sir or Madam,

**TENDER FOR THE SUPPLY & INSTALLATION OF SOLAR POWERED PISTON PUMP-SETS**

You are invited to tender in competition with others to provide the goods and/or services specified above to the RSPB.

The following documents are enclosed and must be, where applicable, completed and signed on behalf of the supplier.

|  |  |
| --- | --- |
| Document A | Instructions and Information |
| Document B | A Brief Introduction |
| Document C | Specification of Goods / Services |
| Document D | Company Information |
| Document E | Form of Offer |
| Document F | Terms and Conditions |
| Document G | Certificate of Bona Fide Offer |

Your tender response should be emailed to; will.tofts@rspb.org.uk **by 17.00 (GMT) on 28th February 2022.**

Only tenders submitted in accordance with the RSPB’s Terms and Conditions will be considered. Any tenders that are incomplete, or received after the time indicated, may be disregarded.

If you wish to discuss any aspect of this tender prior to tendering or to arrange a site visit, please email; will.tofts@rspb.org.uk.

If you do not wish to tender on this occasion, please let us know.

Yours faithfully

Will Tofts

Project Manager

RSPB

|  |  |
| --- | --- |
|  | **Document A**  **Instructions and information** |

1. This document is designed to be completed electronically. You are required to mark boxes, insert information or submit additional documentation in response to the questions herein. Whilst the text boxes should expand as you add text, if there is insufficient space for your response, please attach a separate document clearly marked with the name of your Company, the reference number and the number(s) of the question(s) to which it relates. Please ‘sign’ this document by adding your name to the end of Document G.
2. If you are unable to comply with a request for information or provide documentation requested, then a written account explaining the absence of the information must accompany the return of this tender. Please be aware that the failure to respond to any of the questions, without a written reason, may result in a negative evaluation of that element within the overall evaluation of this questionnaire.
3. The RSPB may require supplementary information. or clarification, or further evidence of the information given.
4. The RSPB may request interviews with all or a selection of applicants or none. Applicants will be notified in due course. The ability of suppliers may also be determined by, amongst other factors, references, certification and site visits.
5. Please answer the questions specifically for your company, NOT for the group if you are part of a group of companies. Please note the term “Company” refers to: Sole proprietor, partnership, incorporated company, co-operative, or voluntary organisation as appropriate.
6. During the term of this agreement and for 1 year thereafter, neither party shall solicit to work for it any person who is or was employed by the other party and who has been involved in the provision of the Services at any time during the preceding 12 months. For the avoidance of doubt, if a person who is or was employed by the other party at the relevant time responds to a publicly advertised recruitment campaign, the recruiting party shall not be deemed to have solicited that person from the other party. If either party is in breach of this it shall pay to the other party an amount equivalent to the gross salary paid by that other party to the relevant employee for the final 12 months of employment.
7. No charge will be made to the RSPB by applicants for any preparation costs accrued during the tender process, whether the applicant was successful or not.
8. You are invited to submit your best offer for the work as detailed below. The RSPB reserves the right to undertake post-tender negotiations.
9. It should be noted that in any contractual relationship that is subsequently entered into, reference will be made to the detailed information provided in the formal response to this tender document provided by the successful organisation. Thus, answers and information given in your reply will become a binding part of the contractual obligations between yourselves and the RSPB.
10. Timetable

|  |  |
| --- | --- |
| Invitation to Tender document sent out | **11th February 2022** |
| Deadline for site visits | **25th February 2022** |
| Tender documents to be returned | **17.00 (GMT) 28th February 2022** |
| Award of contract | **18th March 2022** |
| Commencement of orders for goods | **11th April 2022** |
| Installation period | **1st September – 21st December 2022** |
| Works completion (including snagging) | **1st February 2023** |

1. Tender Returns

Applicants are requested to return completed Tender Documents which should include;

* Document C (Part 2),
* Document D,
* Document E,
* Document F,
* Document G and,
* Additional case studie/s demonstrating experience of fulfilling similar contracts (if applicable).

**either on or before the deadline of** **17.00 (GMT) 28th February 2022.**

Failure to complete and sign any of the Documents or submit the requested information by the deadline may result in the disqualification of the tender.

1. Tender Evaluation Process

Tenders that fulfil essential requirements will be evaluated on the basis of the most economically advantageous tender; weightings as detailed below.

|  |  |
| --- | --- |
| Criterion | Weighting |
| Ability to meet specifications of materials required (including desirable extras) & experience | 35% |
| Cost of materials and their delivery | 30% |
| Ability to meet delivery deadline | 35% |

1. The RSPB does not bind itself to accept the lowest or any Tender and reserves the right to accept part only of a Tender. RSPB reserves the right to procure individual elements of the required solution from one or more supplier as appropriate.

Whilst the RSPB aims to provide feedback on failed submissions this may not always be possible, and the RSPB is under no obligation to do so.

Tenders that fail to meet essential requirements may be excluded from consideration.

|  |  |
| --- | --- |
|  | **Document B**  **A Brief Introduction** |

For details on the RSPB’s challenges and achievements in the previous financial year please go to; <https://ww2.rspb.org.uk/about-the-rspb/about-us/how-we-are-run/annualreview/>

For details on the RSPB Mission please visit; <https://ww2.rspb.org.uk/about-the-rspb/about-us/our-mission/>

**Introduction**

Along with its partners and local landowners, the Royal Society for the Protection of Birds (RSPB), has been awarded funding by the Green Recovery Challenge Fund to enable the partnership to deliver a programme of restoration across the Greater Thames Estuary. The work will improve the estuary’s range of habitats and increase biodiversity across 24 sites, encompassing over 1800ha of habitat for wetland birds. Much of this requires the movement of and retention of water across our sites, using sustainable, clean and practical technology..

**Brief Description of Works**

As part of the works described above works, we require the supply and installation of 29 solar pumps to be installed in fourteen sites across Kent & Essex. The sites include RSPB reserves, as well as partner sites (for example farmers and private reserves).

These tender documents are related to the 1) supply of the required pumps, and 2) installation of pumps on site.



**Image 1** Cooling Marshes in Kent, one of the fourteen sites.

|  |  |
| --- | --- |
|  | **Document C**  **Specification** |

**Part 1: Supply & Install Specification**

The information below is a statement of minimum requirements and is not intended to limit creative or original thinking in the preparation of proposals.

1. **Location of the sites**

There are 14 sites situated across the UK counties of Kent & Essex. Approximate site locations are viewable in the following map; <https://www.google.com/maps/d/edit?mid=12diewyDUod826QbZfHlMwvQs4BaXNpey&usp=sharing>

Whilst the final delivery and installation site addresses will be confirmed, all installation sites will be local to the locations given within Table 4 (with numbers of units given per site) which also contains access information.

Further access maps can be found via the following link: <https://www.dropbox.com/s/x9okbpw91girh0k/Castle%20Stone%20Access.pdf?dl=0>

**Table 4**: Details of solar pump installation locations, including number, type of unit and site access information.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| County | UK Postcode | Saline | Freshwater | **Total Number of Units** | Access |
| Kent | ME3 7SX | 3 | 0 | **3** | 5km stone and mud track and off road (4x4 required) and gated. |
| ME12 4BG | 0 | 1 | **1** | 3.5Km stone and earth track before field. Steep in places (4x4), gated |
| ME3 8DP | 0 | 2 | **2** | 3.5km stone farm track and 500m off-road track (4x4), gated. |
| ME12 3RW | 0 | 4 | **4** | 7km, stone farm track and off-road. (4x4) and gated. |
| ME12 4DZ | 0 | 1 | **1** | 3km stone track & off road(4x4), gated. |
| ME3 8DS | 0 | 1 | **1** | 5km concrete and stone track & off road (4x4), gated. |
| ME3 7TG | 0 | 2 | **2** | 1km concrete track and off road (4x4), gated; Also 1 km concrete track and off-road (4x4), gated and including railway crossing. |
| ME3 7LR | 0 | 4 | **4** | 2km. Stone and mud track and off road (4.4), gated |
| ME3 9RF | 0 | 1 | **1** | 2.5km off road (4x4), gated. |
| Essex | SS4 2HD | 2 | 0 | **2** | 3km track and off-road (4x4), gated. |
| CO16 8ER | 0 | 1 | **1** | 1.5km stone track, off road (4x4), gated. |
| CO7 0SB | 0 | 2 | **2** | 655m track and 400m grass track (4x4), no gates. |
| RM19 1SZ | 0 | 4 | **4** | 1800m on stone track and off-road (4x4), gated. |
| SS8 0QR | 0 | 1 | 1 | 1.5 km stone track, gated. |
|  |  |  |  |  |  |
| Total | | 5 | 24 | **29** |  |

*Environmental Conditions*

The area of the works include designated sites within a Special Protection Area and designated Ramsar sites. The majority of the sites are also Sites of Special Scientific Interest (SSSI). As such, the selected Contractor shall ensure that environmentally sensitive areas are protected and kept free, throughout the works, of any contamination, spillages, silting, debris or waste from the Contractor’s or their Sub-Contractor’s site activities.

1. **Timing of the works**

Groundworks are to start no sooner than 1st September 2022, and be completed before 21st December 2022.

This element will require coordination with the contractors delivering the pre-installation groundworks and post-installation fencing elements.

1. **Equipment**

We require the supply and installation of 29 solar powered pumps, 5 of which are adapted for saline systems. The successful supplier will supply equipment/materials to which the following points will apply:

* Each freshwater pump-set will comprise:
  + 1 no. T400d solar powered piston pump:
    - Yield range is 350m3 – 450m3 per day (subject to sunlight conditions).
    - Lift/head range is 1.2m – 2.0m.
  + 4 no. solar panels and associated galvanised frames.
  + 1 no. 10m x 125mm PE outlet pipe.
* Each saline pump-set will comprise:
  + 1 no. T400d solar powered piston pump with saltwater conversion:
    - Yield range is 350m3 – 450m3 per day (subject to sunlight conditions).
    - Lift/head range is 1.2m – 2.0m.
  + 4 no. solar panels and associated galvanised frames.
  + 1 no. 10m x 125mm PE outlet pipe.

Additional materials are required for installing the freshwater pumps at one site (SS8 0QR) to increase the pumping distance, specifically;

* 1no. 4mm² cable 30m in length

While not an absolute requirement, ideally, all of the pumps would be equipped with a smart technology system which would allow remote switch on/off using a smartphone app. This should be broadly compatible with Android handsets.

1. **Installation**

All of the supplied pumps need to be delivered and installed by the Contractor at the pumping locations detailed in Table 4.

The Contractor is required to fully install the pump, panels and pipework so each pump is in working condition at each pumping location. The Contractor is required to remove an waste and packaging directly resulting from the provision of the specified goods and services.

All necessary ground clearance will have been completed in advance by the Client. In addition, before installation all the pumping locations will have been prepared by the Client’s contractors, including the creation of the inlet in the bank of the waterway, the ditching for pipework, the installation of piling and laying flagstone on ditch bottom. Any subsequent fencing will also be completed by the Client.

**Part 2: Questions for Tenderers**

1 **Supply of Equipment**

This project requires the contractor to supply 29 no. solar powered piston pump-sets (including all relevant components and peripherals) to the specifications outlined below. This should include 24 freshwater units and 5 saline pumps.

*Are you able to fully supply materials as per specification or equivalent? Please provide details* o*n the units you’ll supply related to the specification and your approach to installation, including any value added.*

|  |
| --- |
| Specification met? Yes / Part met / No (tick as appropriate)  Details |

2.        **Delivery and Installation of Equipment**

This project requires the contractor to supply, deliver and install solar pump-sets to fourteen separate sites across Kent and Essex, with all of the works completed by the absolute deadline of 21st December 2022.

In the current context of equipment/materials supply chain delays, we’d like to know more about your approach to delivery and installation of all of the equipment in order to meet the stated deadline.

*Are you able to deliver and fully install the equipment within our deadline? Please identify your strategy for meeting our requirements, considering lead times, potential risks, transport delays and your capacity to store materials.*

|  |
| --- |
| Specification met? Yes / Part met  / No (tick as appropriate)  Details |

3. **After sales service**

Please indicate below details of any warranty period associated with the goods and/or service, and how any such work will be carried out.

Details

|  |  |  |  |
| --- | --- | --- | --- |
|  | | | **Document D**  **Company Information** |
| 1.0 | General | | |
|  |  | | |
| **1.1** | **Registered Name**    **Trading Name (if different)** | | |
|  |  | | |
| **1.2** | **Correspondence Details**  **Name of person applying on behalf of the company**    **Address:**    **Telephone:**    **Mobile:**    **Email:** | | |
|  | **Registered office Address (if different from above)** | | |
|  |  | | |
| **1.3** | **Company Registration No (if applicable)**    **VAT registration number (if applicable)** | | |
|  |  | | |
| **1.4** | **Date company was founded (if a limited company, date of incorporation)** | | |
|  |  | | |
| **1.5** | **Company structure and nature of company**  Please outline the nature of the company, whether it is a partnership, sole trader, plc etc.    Is the company proposed as party to the contract part of a larger organisation? If so, please explain the relationship between the various parts of the organisation, up to the ultimate holding company.    Current number of full-time equivalent staff currently employed by the company (not larger parent company) | | |
| **1.6** | **Accreditation by / Membership of Trade Association(s)**  **Is your Company registered with any industry accreditation body? YES  NO**  **If yes, please provide details:**    **Is your Company on any public sector Framework agreements? YES NO**  **If yes, please provide details:**    **Please state membership of any professional bodies/ other associations below:** | | |
| **1.7** | **Quality Assurance**  **Is all / part of your company ISO9001 Quality Assured? YES NO**  **Is all / part of your company ISO14001 Quality Assured? YES NO**  **If yes, please provide copy of certification**  **Do you have any other Quality Assurance? If Yes, please summarise details below** | | |

|  |  |  |
| --- | --- | --- |
| 2.0 | | Financial & Business Probity |
|  | |  |
|  | |  |
|  | |  |
| **2.1** | **Judgements etc.**  **Are there any judgements, claims or suits pending or outstanding against your company?**  **Yes  No** If Yes, please provide full details  **Has your company ever failed to complete a contract?**  **Yes  No** If Yes, please provide full details |
| **2.2** | Please answer all of the following questions as they apply to your Company’s circumstances. Please confirm that:  1) being a company, no resolution has been passed or Order of the Court made for the company’s winding up otherwise than for the purposes of bona fide reconstruction or amalgamation, nor has a receiver, manager or administrator on behalf of a creditor been appointed in respect of the company’s business or any part thereof, nor is it the subject of any proceedings for any of the above procedures, nor is it the subject of similar procedures under the law of any other state.  **Confirmed  Not confirmed  Non-applicable**  2) being a partnership, it has not granted a trust deed or become otherwise apparently insolvent, or it is not the subject of a petition presented for sequestration of its estate.  **Confirmed  Not confirmed  Non-applicable**  3) being an individual, you are not bankrupt, or have not had a receiving order or administration order made against you, or have not made a composition or arrangement or trust deed with or for the benefit of your creditors, or have not made any conveyance or assignment for the benefit of your creditors, or have not had a petition presented for sequestration of your estate or do not appear to be able to pay or to have no reasonable prospect of being able to pay a debt within the meaning of the Insolvency Act or any similar procedure under the law of any EC member state.  **Confirmed  Not confirmed  Non-applicable**  4) no Directors, Partners, Associates or the Company Secretary have been involved in any Company which has been liquidated or gone into receivership.  **Confirmed  Not confirmed  Non-applicable**  5) none of the Directors, Partners, Associates or the Company Secretary have been convicted of a criminal offence relating to the conduct of their business or profession.  **Confirmed  Not confirmed  Non-applicable**  6) neither the Company nor any of the Directors, Partners, Associates or Company Secretary has committed an act of grave misconduct in the course of their business or profession.  **Confirmed  Not confirmed  Non-applicable**  7) all obligations relating to the payment of taxes under the law of any part of the United Kingdom or the EC member state in which the Company is established has been fulfilled  **Confirmed  Not confirmed  Non-applicable**  8) all obligations relating to the payment of social security contributions under the law of any part of the United Kingdom or the EC member state in which the Company is established have been fulfilled.  **Confirmed  Not confirmed  Non-applicable**  If you have ticked **‘Not confirmed’** for any questions above, please give details here |

|  |  |
| --- | --- |
| **2.3** | Please list the names of any Director, Partner, Associate or Company Secretary who have been employed by the RSPB, giving department and dates.    Please give details of any Director, Partner, Associate or Company Secretary who have a relative who is employed by the RSPB at a senior level.    Please list the names of any Director, Partner, Associate or Company Secretary who have any involvement in other Companies who provide services to the RSPB    Is any work being undertaken or likely to be undertaken during the next three years by the Company or staff within it which could give rise to a conflict of interest through acting for third parties or otherwise? If yes, please explain the actual or likely circumstances and how such potential conflicts of interest would be handled. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **2.4** | **Insurances (please supply a scanned copy of each certificate)** | | | | |
|  |  | **Insurer** | **Policy No** | **Value of Cover** | **Expiry Date** |
|  | Employers Liability |  |  |  |  |
|  | Public Liability |  |  |  |  |
|  | Prof. Indemnity |  |  |  |  |
|  | All Risks  (if applicable) |  |  |  |  |

|  |  |
| --- | --- |
| **2.5** | **Has your company (or any building/project you have undertaken) won any awards, accolades or recognition?**  **YES  NO** If yes please provide full details. |

|  |  |
| --- | --- |
| 3.0 | Health & Safety and Environment |
|  |  |
| **3.1** | Has your company been served with any enforcement or prohibition notices or been prosecuted in the past 5 years for breaches of health & safety legislation?  **YES**  **NO** If yes please provide full details. |
| **3.2** | Has your company been served with any enforcement or prohibition notices or been prosecuted in the past 5 years for breaches of environmental legislation?  **YES  NO** If yes please provide full details. |
| **3.3** | Has your company been served with any enforcement or prohibition notices or been prosecuted in the past 5 years for breaches of data protection legislation?  **YES  NO** If yes please provide full details. |
| **3.4** | Have any restrictive clauses in relation to your company’s Employer’s Liability, Public Liability or Professional Indemnity Insurance policies been enforced in the last 5 years due to past Health & Safety performance?  YES  NO  If yes please provide full details. |

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| --- | --- |
|  | **Document E**  **Form of Offer** |

|  |  |  |  |
| --- | --- | --- | --- |
| Description | Unit | Price unit | Quote  (excl. VAT) |
| Materials and equipment | | | |
| Solar pumps - freshwater | 24 |  |  |
| Solar pumps - saline | 5 |  |  |
| Additional wire |  |  |  |
| Smart tech on/off system |  |  |  |
| Delivery | | | |
| Delivery to pumping location | 29 |  |  |
| *(Other – please add rows as required)* |  |  |  |
| Installation | | | |
| Installation of pump | 29 |  |  |
| *(Other – please add rows as required)* |  |  |  |
| After-sales | | | |
|  |  |  |  |
| *(Other – please add rows as required)* |  |  |  |
| Admin Fees | | | |
| Supervision & contract administrative costs |  |  |  |
| *(Other – please add rows as required)* |  |  |  |

***(Please add rows as required)***

**Total Cost**

|  |  |
| --- | --- |
| Total cost for supplying and installing 29 solar pump systems as outlined in specification (Document C) | **£** **+ VAT** |

**Additional pumps**

Depending on cost, we may require several additional freshwater pumps to be supplied and installed at some of the Kent sites (those already listed in the specification). If you would be willing to supply additional pumps, please provide a quote per additional freshwater pump which should include all costs (except VAT)

|  |  |
| --- | --- |
| Total cost for supplying and installing 1 no. additional solar pump freshwater system (with smart tech if possible) inclusive of all costs specified in (Document C) and detailed in Document E. | £      + VAT |

**Payment terms**

Please indicate below full details of expected payment terms and associated costs including any upfront payments required to cover the cost of equipment/materials, and/or service terms which are related to the ongoing use of the smart tech system.

Details

**Added Value**

As well as any charity rate that you may be able to offer, the RSPB is always open to corporate partnerships that deliver benefit to your organisation, the RSPB and nature. Working as part of your CSR agenda we can provide opportunities for fundraising, secondments, interns and volunteering, offering your staff both personal and career development opportunities. We also welcome all forms of gifts in kind as valuable contributions to our work to [Give Nature a Home.](http://homes.rspb.org.uk/)

Suppliers should provide details of any associated added value features/services/gifts in kind available to the RSPB under the terms of this Tender. (Attach separate document if needed).

Please note, added value donations will not be part of the criteria we use to decide on which supplier to choose.

**References**

Suppliers are requested to provide details of three references from their existing clientele, supplying full name, address, telephone number, email address, contact name, period of Contract and the estimated annual value of the Contract. In supplying this information, Suppliers shall have granted the RSPB permission to seek such information as deemed necessary, in relation to the Suppliers performance with their nominated references.

Reference 1

|  |  |  |
| --- | --- | --- |
| Company Name |  | |
| Address |  | |
| Telephone No |  | Ext |
| Email |  | |
| Contact |  | Dates of work |
| Nature of work done |  | Value of contract |

Reference 2

|  |  |  |
| --- | --- | --- |
| Company Name |  | |
| Address |  | |
| Telephone No |  | Ext |
| Email |  | |
| Contact |  | Dates of work |
| Nature of work done |  | Value of contract |

|  |  |
| --- | --- |
|  | **Document F**  **RSPB Terms and Conditions** |

The basis of the contractual agreement between RSPB and the applicant is detailed in the [‘RSPB Terms and Conditions of Purchase of Goods and Services’](https://www.rspb.org.uk/about-the-rspb/about-us/how-the-rspb-is-run/supplier-terms-and-conditions/) – please click on this link to download. In applying for this tender you are explicitly agreeing to be bound by these Terms and Conditions for the duration of the contract. If you require any alterations to these Terms and Conditions please state your issues below. (Attach separate document if needed)

The RSPB expects that all suppliers it works with to adhere to certain ethical and environmental standards. Please download the [RSPB Ethical and Environmental Procurement Policy](https://www.rspb.org.uk/about-the-rspb/about-us/how-the-rspb-is-run/supplier-terms-and-conditions/) and tick this box if you agree to be bound by its terms and conditions 

|  |  |
| --- | --- |
|  | **Document G**  **Certificate of Bona Fide Offer** |

We certify that this offer is made in good faith, and that we have not fixed or adjusted the amount of the offer by or under or in accordance with any agreement of arrangement with any other person. We also certify that we have not, and we undertake that we will not:

1 a) communicate to any person other than the person inviting these offers the amount or approximate amount of the offer or proposed offer, except where the disclosure, in confidence, of the approximate amount of the offer was necessary to obtain insurance quotations required for the preparation of the offer;

b) enter into any agreement with any other person that he shall refrain from making an offer or as to the amount of any offer to be submitted;

2 pay, give or offer or agree to pay or to give any sum of money or other valuable consideration directly or indirectly to any person for doing or having done or causing or having caused to be done in relation to any offer or proposed offer for the goods/services any act or thing of the sort described in 1 a) or 1 b) above.

We acknowledge that if we acted or shall act in contravention of this certificate, the RSPB will be entitled to cancel the agreement and to recover from ourselves the amount of any loss and expense resulting from such cancellation.

I state that everything in this tender submission is truthful, that if found to be untruthful the RSPB can terminate any agreement between the RSPB and the company formed on the basis of this tender, and we will pay to the RSPB any loss or expenses the RSPB suffers as a result of such untruthfulness, whether an agreement is entered into or not.

In this certificate, the word “person” includes any persons and any body or association, corporate or unincorporated; “any agreement or arrangement” includes any transaction, formal or informal, and whether legally binding or not.

|  |  |
| --- | --- |
| Signed |  |
| On behalf of |  |
| Date |  |

**Please note: a name added in an electronic document is functionally equivalent to a signature.**