

**Invitation to Tender (ITT)**

**REF: ITT2022-02**

**Direct Entry Fire Service**

**Procurement of Training Provisions**

**25th August 2022**

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| Upon completion of a proposed Tender, the Supplier should ensure that the following items, in particular, have been addressed and are clearly identifiable, to the National Fire Chiefs Council. | |
| **Item Requiring Attention and Response to be Included:** | **Included Yes/No** |
| **Section 1.2 -** Agreement for Proposal to be valid for a minimum of 120 days following submission to NFCC |  |
| **Section 3 -** Proposal responding to the of Scope of Service Requirement |  |
| **Section 4 -** Completed Due Diligence Questionnaire |  |
| **Section 5 -** Price and Cost Model Submission |  |
| **Where the above items are not included, please give reasons why:** |  |

## **Section 1**

## **Background and Purpose**

* 1. **Background**

The NFCC has a representative Council which enables locally accountable Chief Fire Officers (CFO), Chief Officers, Chief Executives or their representatives to coordinate the work of the UK FRS to protect the public and improve community safety.

The National Fire Chiefs Council (NFCC) has a unique role in representing fire and rescue services on the national stage with one voice for maximum impact and harnessing the knowledge and expertise across the country, bringing it together for the benefit of all.

<https://www.nationalfirechiefs.org.uk/About>

* 1. **Purpose**

The NFCC has been developing a model to support suitable and skilled leaders, with no previous fire service experience, to move into operational roles at station and area manager within the fire sector.

The NFCC is working on behalf of 10 fire services across the county adopting the Direct Entry Programme within their service.

The National Fire Chiefs Council are keen to talk to any providers who would be interested to help shape and inform one or more of the product requirements, outlined below. Providers should not be concerned if they feel they cannot deliver all elements of the training programmes, we are interested in providers providing details on how it can be delivered at a national level, along with ideas relating to online blended learning.

Suppliers must ensure that they are fully familiar with the nature and extent of the obligations required of this Service. They must realise and be aware that their

proposed offer of Service is contractually binding and that the resulting Contract Agreement will be strictly supervised and closely monitored against their submitted offer (and to any subsequent mutually agreed amendments) and shall be enforced in accordance with the Contract provisions.

It is the responsibility of the Provider to obtain for itself, at its own expense, all information necessary for the preparation of its Tender.

The proposals should address how the Supplier would manage each element of the requirement and the proposed pricing models submitted should clearly explain how each would be priced.

The submitted Tenders should be valid for a minimum of 120 days following submission to NFCC.

## **Section 2**

## **Instructions to Suppliers**

Invited potential providers (“Suppliers”) should ensure that their completed proposals (“Tenders”) are submitted in accordance with the following instructions.

* 1. **Tender Response Time-Line**

Your completed Tender should be submitted on, or before the closing date and time

which is: **Midday on the 31st October 2022**

**N.B. NFCC reserves the right to deem any responses received after this time as void.**

Responses are to be directed to the Procurement Manager running this process**:**

**Name:** Sam Palmer

**Email:** [sam.palmer@nationalfirechiefs.org.uk](mailto:sam.palmer@nationalfirechiefs.org.uk)

In their absence or should you experience problems in delivering your response to this email address, your responses should be directed to:

The email subject line should clearly state the associated ITT name and reference number in the format stated within 2.18, below.

* 1. **Enquiry Time-Line**

If the Suppliers have queries regarding this ITT documentation, any and all questions should be submitted to the email address (here in 2.1) in accordance with the timetable given in 2.19, below.

**N.B. Enquiries submitted after this date may not receive a response.**

If the enquiry is felt to be of general interest to other Suppliers (such as the structure, content and meaning of any documents) then NFCC, at its sole discretion, will make the response(s) to these queries available to all Suppliers; however, the questions shall be anonymous to all recipients. All enquiries related to this ITT should be directed, in the first place, to the Procurement Manager stated in 2.1

If you have a large number of questions, please submit them within a table or spreadsheet using the following format:

|  |  |
| --- | --- |
| **Clause Ref:** | **Issue Description and Proposed Alternative:** |
|  |  |
|  |  |

**N.B. It is NFCC’s intention to manage this process fairly and transparently. Please assist us with this by communicating only with the given email addresses (above) rather than contacting NFCC employees directly, until any Contract has been awarded or you are notified otherwise.**

* 1. **Confidentiality**

The Confidentiality Agreement, shall apply to these documents and this process, whether you are successful in gaining Contract Award or not. These document contents must not be disclosed to any third party except for the strict purposes of your Tender and provided that third party is subject to an equivalent confidentiality obligation. Information that is supplied to Suppliers as part of this ITT is supplied in good faith; however, Suppliers must satisfy themselves as to the accuracy of such information. NFCC accepts no responsibility for any loss or damage of whatever kind or howsoever caused arising from the use by the Suppliers of such information, unless such information has been supplied fraudulently by NFCC (where the meaning of fraudulently is “the making of false representation knowingly or without belief in its truth or recklessly”).

All specifications, plans, etc. NFCC issue, in connection with this ITT, remain the property of NFCC and are to be used solely for the purpose of Tendering.

* 1. **Conflict of Interest**

Any potential conflict of interest must be disclosed to NFCC in writing. Any conflict of interest identified will be considered and evaluated by NFCC. NFCC has the sole discretion to take the steps they deem necessary to resolve the conflict. If, during the term of the Contract, a conflict or risk of conflict of interest arises, NFCC should be notified immediately, in writing, with explanation of that conflict or risk and any steps that NFCC reasonably requires to resolve the conflict or deal with the risk.

Proposals will not be evaluated if the Supplier’s current or past corporate or other interests may, in NFCC opinion, give rise to a conflict of interest in connection with this exercise.

* 1. **ITT Qualification**

By this ITT, NFCC reserves to itself the absolute and unfettered discretion to invite proposals, consider/analyse submissions, select short-listed Suppliers or attempt to negotiate an agreement with the Successful Supplier as NFCC considers desirable.

Without limiting the generality of the foregoing, NFCC reserves the right to:

1. Reject, consider or short-list any submission whether or not it contains all information required by this ITT;
2. Request clarification where a submission is unclear;
3. Reject any or all submissions without any obligation, or any compensation or reimbursement, to any respondent, intended Supplier or any other person associated with this ITT process;
4. Disqualify or reject any submission without discussion with the submitting party;
5. Reject any submission that NFCC considers is not in its best interests.
   1. **No Obligation to Proceed**

Though NFCC fully intends, at this time, to proceed through the ITT, NFCC is under no obligation to proceed to the purchase or any other stage; NFCC reserves the right to award Contracts to one, some or none of the invited Suppliers. The receipt by NFCC of any information (including any submissions, ideas, or other materials communicated or exhibited by any intended Supplier or on its behalf) shall not impose any obligations on NFCC. There is no guarantee by NFCC, its officers, employees or agents that the process initiated by the issue of this ITT will continue or that this, or any, ITT process will result in a contract with NFCC.

* 1. **NFCC’s Decision-Making**

NFCC reserves the right to make any decision or to exercise any contractual right or remedy, contemplated in this ITT at its own absolute and unfettered discretion.

* 1. **Tender Documents**

Participating Suppliers are requested to ensure that all pages of their proposed Tender shall be sequentially numbered (including any forms to be completed and returned).

The Supplier is expected to examine all of the instructions, forms, terms, conditions and specifications that comprise their completed Tender documents, prior to submission to NFCC. If the Supplier does not provide all of the information required, NFCC may reject the Tender.

* 1. **Amendments to ITT Documents**

At any time, NFCC reserves the right to modify the Tender documents. Amendments for such shall be issued to all Suppliers, in writing.

NFCC may extend the associated time lines to allow for significant amendments to be fully assessed and taken into account.

* 1. **Modifications and Amendments to Suppliers’ Tenders**

The Supplier may modify their proposed Tender, prior to the deadline for Tender receipt, by submitting a new Tender. The new Tender must be clearly marked as such and be an obvious replacement. NFCC take no responsibility for assessing the incorrect version of multiple submissions

**N.B. No Tender may be modified after the deadline for receipt.**

Tenders may be withdrawn at any time before the award of Contract, providing such intention is notified to NFCC in writing.

* 1. **Acceptance of Proposed Tender(s)**

This is an invitation only; NFCC reserves the right to clarify any or all parts of the information contained in the Tender.

NFCC may ask you, at your expense, to answer queries, make presentations or attend formal meetings in relation to your Tender while it is being adjudicated.

NFCC intends to accept the Most Economically Advantageous Tender (MEAT) and, at its sole discretion, reserves the right to accept or reject all or any part of any Tender. NFCC does not bind itself to accept the lowest priced of any Tender.

This ITT should not be construed as an agreement to purchase goods or services. Proposals will be assessed in light of the evaluation criteria. NFCC will be under no obligation to receive further information, whether written or oral, from any Supplier.

Neither acceptance of a proposal nor execution of a Contract will constitute approval of any activity or development contemplated in any proposal that requires any approval, permit or license pursuant to any national, provincial, regional Legion or municipal statute, regulation or by-law.

* 1. **Suppliers’ Expenses**

Suppliers are solely responsible for their own expenses in preparing a proposal, answering queries, making presentations or attending formal meetings in relation to your Tender and for subsequent negotiations with NFCC, if any. If NFCC elects to reject all proposals, NFCC will not be liable to any Supplier for any claims, whether for costs or damages incurred by the Supplier in preparing the proposal, loss of anticipated profit in connection with any final Contract, or any other matter whatsoever.

By submission of a proposal the Supplier warrants that, if this ITT is to design, create or provide a system or manage a program, all components required to run the system or manage the program have been identified in the proposal and/or shall be provided by the Contractor at no charge.

* 1. **Evaluation Criteria and Weightings**

Suppliers will be scored on their proposals by NFCC’s evaluation panel.

If suppliers are shortlisted after evaluation, customer references will also be required to assist us in determining how you deliver and maintain success. Therefore, if/where you have undertaken projects of a similar size and nature, NFCC would like to see details of two current or recently serviced customers who NFCC may contact with your permission. If you’re unable to provide two references please explain why.

* 1. **Sub-Contracting**

1. Using a sub-contractor (who must be clearly identified in the proposal) is acceptable. This includes any joint submission by two Suppliers having no formal corporate links; however, one of these Suppliers having no formal corporate links; however, one of these Suppliers must be prepared to take overall responsibility for successful interconnection of the two product or service lines and this Supplier shall be understood to be the potential successful supplier, for the award of Contract, and must therefore be defined and referenced as “the Supplier” within the proposal.
2. Sub-contracting to any firm or individual who’s current or past corporate or other interests may, in NFCC’s opinion, give rise to a conflict of interest in connection with this project will not be permitted. This includes, but is not limited to, any firm or individual involved in the preparation of this ITT.
3. Any sub-contracting of the service to any firm or individual after the award of a Contract must have prior written approval by NFCC.
   1. **Assignment**

This ITT and any resulting contract may not be assigned by either party without the prior written consent and approval of the other party, which consent may not be unreasonably withheld; provided however, either party, without such consent, may assign or sell the same in connection with the transfer or sale of substantially its entire business to which this contract pertains or in the event of its merger or consolidation with another company. Any permitted assignee shall assume all obligations of its assignor under this contract. No assignment shall relieve any party of responsibility for the performance of any accrued obligation that such party then has hereunder.

* 1. **Form of Tender and Schedules**

Suppliers shall notify NFCC of any errors, omissions or details contained within the documents which precludes them from tendering for this Service.

* 1. **Submission of Tenders**

These documents shall together comprise the "Tender". You should complete them using nothing more than Microsoft’s Word (for Section 4), Excel (for Section 5) and/or Power-point and/or Adobe’s PDF (to illustrate your proposal). You should submit your proposal to the above email address.

The words **"TENDER NO: IT2022-02 ”** must be included in the email header and, where you need to send more than one email, include which number/of how many emails is being submitted. For example, Email number 1 of 3.

NFCC reserves the right to reject any tender if the Supplier has failed to complete and return all parts of the Form of Tender, or fails to provide the information requested in this ITT, or has submitted any modification to their tender and/or has failed to explain the reason for such omission and/or modifications.

* 1. **Proposed Costs and Prices**

The agreed prices shall be fixed for the duration of the Contract and shall not be subject to any increases to NFCC unless material changes are agreed and detailed in the terms and conditions of Contract.

The basis of the Suppliers proposed prices shall be inclusive of all costs for delivery to the addresses specified in the conditions of Contract.

NFCC is required to reduce its year on year running costs. Suppliers will be expected to identify efficiency improvements throughout the contract period, without reductions in the level and quality of service provided. Such improvements should be reflected in the Suppliers pricing proposals.

**2.18.1 Price and Cost Model Submission**

The Tender should include for all purchase costs (and ongoing life costs if possible), of all line-items (goods and services) expected to be included in the delivery of the requested Service, for the full term of the Contract. VAT should not be included within these costs.

The completed schedule of costs should be delivered in an editable version of Microsoft’s Excel spreadsheet.

**2.18.2 Completeness of Proposal**

By submission of a proposal the Supplier warrants that, if this ITT is to design, create or provide a system or manage a program then all components required to run the system or manage the program have been identified in the proposal or will be provided by the Contractor at no charge

* 1. **Timetable**

The Timetable for this Invitation to Tender process is as follows:

|  |  |
| --- | --- |
| **Key Actions** | **Dates** |
| ITT issue date | 19th August 2022 |
| Supplier acknowledgment of agreement to Confidentiality, ITT Document Receipt and/or Intent to Participate | 30th August 2022 |
| Response Date for Supplier Questions | 14th October 2022 |
| NFCC Answers | 21st October 2022 |
| Tender return date | 31st October 2022 |
| NFCC Evaluation and Q&A Period | 1st – 11th November 2022 |
| Supplier meetings[[1]](#footnote-1) | 14th – 18th November 2022 |
| Award Conclusion: NFCC Internal Decision Approval Process | 30th November 2022 |
| Contract Award Notification | 30th November 2022 |
| Contract Start Date | 1st April 2023 |
| Go-Live Date (if applicable) | 1st April 2023 |

Please note that although it is NFCC’s intention to operate to the above timetable, we reserve the right to amend this schedule at any time. We will endeavour to give participating suppliers as much notice of change as is practically possible.

## **Section 3**

## **Scope of Requirements**

1. **Overview**

The development programmes, designed to support this approach, will be set over a 2-year period for Area Manager and 3-years for Station Manager. The National Fire Chiefs Council will ensure the programme is flexible, allowing for candidates to progress at a faster pace if they demonstrate an aptitude for the desired skills, outcomes and demonstration of competence.

The Station and Area Manager programmes can be delivered together as a cohort, with the option for the AM to complete the 8-week programme if this is desired by the service. There is also no requirement to deliver the foundation programmes in one block, in fact it could be seen as a benefit in breaking this down to allow for the candidates to spend more time with their home service during the Modules assigned for training. For example 3 weeks training, with 1 week at home service and so on.

NB: Modules are the training delivery elements and consolidation is the time back in service. Modules 1, 2 and 3 are designed in regards of duration to assist providers with some flexibility in delivery times.

**Station Manager – Timetable**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Module 1 | Consolidation | Module 2 | Consolidation | Module 3 | Consolidation |
| 5 – Months | 7 - Months | 4 – Months | 7 - Months | 3 – Months | 10 – Months |

**Area Manager – Timetable**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Module 1 | Consolidation | Module 2 | Consolidation | Module 3 | Consolidation |
| 2 – Months | 6 - Months | 3 – Months | 6 - Months | 3 – Months | 4 – Months |

1. **National Coordination**

The programmes will be centrally coordinated and supported at a national level to support consistency, to meet the needs of the sector and to quality assure the programme.

1. **Payment Phases**

The successful provider will work with the relevant services for payment details as this is not a nationally funded programme.

1. **Product and Outcomes Requirements**

This must not be viewed as an enhanced fire-fighter training programme and whilst there are clear elements in understanding the complexities of incident ground operations the focus must always be on leading students to focus on their impact of leading and monitoring operations.

1. **Services & Candidate Numbers**

We currently have 10 services that are supporting the national programme and have been working with the NFCC regarding outcomes and course content. The training programmes may need to accommodate the following placements:

* Station Managers x 12
* Area Managers x 1

|  |  |
| --- | --- |
| **Product Requirement** | **Outcome** |
| **Station Manager Operational Training Programme.**  The submitted proposal will provide a credible programme that will ensure the aim of the delivery programme (attached) are achieved. | To cover the areas that are outlined within attached documents: Namely:   * **8 Week Operational Foundation Programme – Spreadsheet**   NB: The attached details have been completed with the assistance of the relevant services to ensure we have a credible and nationally agreed approach. The format and how the content is delivered by the provider will be flexible and the attached should be used as a point of reference. |
| **Area Manager Operational Training Programme.**  The submitted proposal will provide a credible programme that will ensure the aim of the delivery programme (attached) are achieved. | To cover the areas that are outlined within attached documents: Namely:   * **6 Week Operational Awareness Programme – Spreadsheet**   NB: The attached details have been completed with the assistance of the relevant services to ensure we have a credible and nationally agreed approach. The format and how the content is delivered by the provider will be flexible and the attached should be used as a point of reference.  The AM and SM programme can be delivered as a cohort, with some areas managers choosing to complete the 8-week SM programme. |
| **Incident Command - L1, L2, L3**  The submitted proposal will provide a credible programme that will support the candidates through the relevant and appropriate levels of command. | The provider will need to cover the progression of gaining a detailed and relevant understanding via practical immersion, building to assessment.   |  |  |  | | --- | --- | --- | | **Level** | **Role** | **Outcome** | | **Level 1 – Initial** | **SM** | **Competent** | | **Level 2 – Intermediate** | **SM** | **Competent** | | **Level 3 – Advanced** | **SM** | **Awareness** | | **Level 4 – Strategic** | **SM** | **Awareness** |  |  |  |  | | --- | --- | --- | | **Level** | **Role** | **Outcome** | | **Level 1 – Initial** | **AM** | **Awareness** | | **Level 2 – Intermediate** | **AM** | **Competent** | | **Level 3 – Advanced** | **AM** | **Competent** | | **Level 4 – Strategic** | **AM** | **Awareness +** |   NB: Level 4 awareness will be provided by the NFCC and host services and as such is not required to be tendered for. |

1. **Timelines to Market**

**Stage One**

* By the 19th August contact made with identified providers and update placed on contract finder

**Stage Two**

* Submission received from providers (Closing Date: Midday 31st October 2022)
* Commence the submission / marking of the proposals, this will be in the form of a written proposal and 1.30-minute presentation to identified members.

**Stage Three**

* Award relevant provider in November 2022.
* Commence training delivery from April 2023

1. **Marking criteria**

|  |  |
| --- | --- |
| **Criteria** | **Weighting** |
| **Station Manager** | **35%** |
| **Area Manager** | **35%** |
| **Price** | **30%** |
| **Total** | **100%** |

## **Section 4**

## **Due Diligence**

The purpose of this section is to guide the participating suppliers in submitting sufficient information as to satisfy NFCC that any successful supplier(s) has the capacity, technical ability and the management controls to perform its contractual obligations efficiently, ethically and cost-effectively.

Modern slavery is a crime and a violation of fundamental human rights. It takes various forms, such as slavery, servitude, forced and compulsory labour and human trafficking, all of which have in common the deprivation of a person's liberty by another in order to exploit them for personal or commercial gain. The NFCC has a commitment against slavery and human trafficking in all forms and strives to act ethically, at all times, in all of our work, business dealings and various relationships; ensuring that slavery and human trafficking does not take place within our organisation or our supply chains.

Each Tender must include the following information: please complete each of the following elements fully, in the order given.

If you consider that any question is not relevant please explain your reasoning. If you are unable to comply with any aspects of the NFCC requirement, please explain your reasoning.

Information submitted by Suppliers within this questionnaire may be used within contractual agreements to address the requirement as seen in relation to the Products and Service supplied.

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| **Supplier’s Structure** | | |
| **1** | Name of the organisation in whose name the Tender would be submitted: |  |
| **2** | Company Registration number: |  |
| **3** | Date of Registration: |  |
| **4** | Registered Address if different from above: |  |
| **5** | VAT registration number: |  |
| **6** | Is your organisation one of the following?   * A Public Limited Company * A limited Company * A partnership * A sole trader * Any other (please specify) |  |
| **7** | Name of (ultimate) parent company (if this applies): |  |
| **8** | Companies House Registration number of parent company (if this applies): |  |
| **9** | If you are a member of a group does your parent or ultimate holding company offer to guarantee your contract performance as its subsidiary? |  |
| **10** | Please provide details of any significant changes (e.g. changes in ownership) made to the organisation since the last financial year-end? |  |
| **11** | Website address (if any): |  |
| **12** | Contact name for enquiries about this bid: |  |
| Contact Position (Job Title): |  |
| Address: |  |
| Telephone Number: |  |
| E-mail address: |  |

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| **Supplier’s Financial Status** | | |
| **13** | - Please provide a copy of the most recent audited accounts for your organisation covering the last three (3) years trading or for the period that is available if trading less than 3 years.  - If the last audited accounts are more than 10 months old, please provide a copy of your current management accounts |  |
| **14** | - Has your organisation met the terms of its banking facilities and loan arrangements (if any) during the past year?  - Please provide a statement of your organisation’s turnover, profit & loss and cash flow position for the most recent full year of trading (or part year if full year is not applicable) and an end period balance sheet, where this information is not available in an audited form as per 13 above. |  |
| **15** | Where 13 and 14, (above) cannot be provided, please provide a statement of your organisation’s cash flow forecast for the current year and a bank letter outlining the current cash and credit facility position. |  |
| **16** | - Has your organisation met all its obligations to pay its creditors and staff during the past year?  - If “No” please explain why not? |  |

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| **Supplier’s Company Overview** | | |
| **17** | Please provide a succinct summary of your principal business activities and detail why this is relevant to NFCC’s requirements. |  |
| **18** | Please state the total number of permanent FTE’s and temporary employees employed by your company. |  |
| **19** | - How many employees will be directly involved in the service delivery to NFCC? - What is the proposed split, between permanent and temporary staff, for this Service?  - Please provide a description of their relevant responsibilities |  |

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| **Insurance** | | |
| **20** | Please state the value of your current insurance cover for:  - Employer’s Liability:  - Public Liability:  - Professional indemnity  Other (please provide details): |  |

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| **Supplier Customer Feedback** | | |
| **21** | Please provide two references where you have undertaken projects of a similar size and nature, who NFCC may contact with your permission. |  |
| **21.1** | **Reference 1** |  |
| Customer contact name and phone number: |  |
| Date contract awarded: |  |
| Contract reference and brief description: |  |
| Value: |  |
| Date contract completed (if applicable): |  |
| **21.2** | **Reference 2** |  |
| Customer contact name and phone number: |  |
| Date contract awarded: |  |
| Contract reference and brief description: |  |
| Value: |  |
| Date contract completed (if applicable): |  |
| **22** | - Have you had any contracts terminated for poor performance in the last three years, or any contracts where damages have been claimed by the contracting authority?  - If “Yes” to the question -, please provide details: |  |
| **23** | Has the company been prosecuted or been investigated for alleged breaches of any of the following:  - Data Protection Act  - Gambling Commissions Legislation  - Institute of Fundraising regulations If “Yes” to the question, please provide details: |  |

|  |  |  |
| --- | --- | --- |
| **Quality Assurance** | | |
| **24** | - Does your organisation hold a recognised quality management certification?  - If so please provide details and copies of any certification of any quality assurance certification (e.g. IS0 9000 or equivalent standard).  - Please attach an outline of your quality assurance policy.  - If the answer to the above is “No”, does your organisation have a quality management system? (Yes/No) Please provide an outline of any QM you may have in place.  - If you do not have a quality certification or a quality management system, please explain why |  |

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| **Health & Safety** | | |
| **25** | - Does your organisation have a written health & safety at work policy? (Yes/No)  - If “No”, does your organisation have a health & safety at work system? (Yes/No) - If “No” to either question, please explain why. |  |

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| **Diversity** | | |
| **26** | - Does your organisation have a written diversity or equalities policy? (Yes/No)  - If “No” to either question, please explain why    - In the last three years has any finding of unlawful discrimination been made against your organisation by any court or employment tribunal? (If so please provide details of the event and any remedial action taken to prevent re-occurrence)  - In the last three years has your organisation been the subject of a formal investigation by the Equalities & Human Rights Commission (or its predecessors) on grounds of alleged unlawful discrimination? (If so please provide details of the event and any remedial action taken to prevent reoccurrence) |  |

## **Section 5**

## **Pricing Structure**

A critical element of NFCC’s evaluation process is assessing the commercial proposal.

Suppliers should ensure their response contains the most commercially competitive solution possible. Decisions made by NFCC will be taken based upon the best value for money proposed and this will be, in large, determined by the costs submitted within the Tenders.

**Pricing**

* All costs and prices quoted shall be maximum prices for the validity of the Tender offer in UK Pounds Sterling (exclusive of VAT).
* Suppliers must submit their Pricing using an editable Microsoft Excel spreadsheet. The Supplier should ensure that the proposal includes all supply, delivery and on-going life cost-plus anything else for which the supplier would expect to charge, to deliver a successful Service.
* NFCC may choose to place contracts with more than one supplier for this Contract. Therefore, if NFCC selects not to award the whole Contract to one supplier, suppliers are requested to indicate if there is an effect on the pricing offered in their tender submission.
* NFCC reserves the right to seek further detail of any tender submission in order to establish the costs as detailed within the proposed pricing models.
* Any pricing assumptions should be stated.

1. We would expect the supplier to present their options and ideas to back up their tender submission. [↑](#footnote-ref-1)