# Appendix 1 – Soft Market Testing Questions

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| **DWP Management and Operation of the Quarry House Leisure Centre - Leeds** | **Supplier response** |
| **Question No.** | **Question** | **[Insert Supplier Name]**  |
| 1.
 | What is your current client base for this type of service (type/ number/ scope)?  |  |
| 1.
 | Please describe why this contract is or is not an attractive proposition to your company.  |  |
|  | Do you have any other sites similar to ours? |  |
| 1.
 | Will you have the capacity to submit a tender for this contract and/or are you planning to submit tenders for similar services to other Contracting Authorities in early 2024?  |  |
| 1.
 | Other than the existing concession type contract in place at the moment, what other commercial models would you recommend that could potentially be used for this site?  |  |
| 1.
 | On the basis of your response to Q5, which of your recommendations are already employed by your company at other sites and what is the quantified, positive impact of their use?  |  |
| 1.
 | What is the optimal length of contract if the Authority wishes to make savings on running costs and transfer more operating and financial risk onto the service provider?  |  |
|  | What is your risk appetite for taking on Utility payments / maintenance responsibilities / investment for new equipment / repairs at site etc? |  |
| 1.
 | Do you usually maintain and manage the plant room equipment/assets on your contracts? Does this also include responsibility for repairs / replacement of assets?  |  |
|  | If the Authority was responsible for overall maintenance of the facility, would a repair threshold, where a service provider undertakes minor works under a certain value, work on this contract? and if so, what level would you recommend? |  |
| 1.
 | Do you have any suggestions for an effective price evaluation methodology and how the Authority should evaluate tenders?  |  |
| 1.
 | Is there any particular information that you would require in order to submit a competitive tender and optimise your offer to the Authority?  |  |
| 1.
 | Is there a form of contract or contractual model that you would prefer for this type of service provision?  |  |
|  | What percentage increase of memberships / or turnover year on year do you think is achievable? |  |
|  | Do any of your other similar operations use contractual KPIs or SLAs? If so, please briefly explain the rationale & methodology for these measures? |  |

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