

Invitation to Quote (ITQ) on behalf of The Science & Technology Facilities Council

**Subject Borated Wax Material** 

Sourcing reference number UK SBS PR150114

UK Shared Business Services Ltd (UK SBS) www.uksbs.co.uk

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# Section 1 – About UK Shared Business Services

Putting the business into shared services

UK Shared Business Services Ltd (UK SBS) brings a commercial attitude to the public sector; helping our customers improve efficiency, generate savings and modernise.

It is our vision to become the leading provider for our customers of shared business services in the UK public sector, continuously reducing cost and improving quality of business services for Government and the public sector.

Our broad range of expert services is shared by our customers. This allows our customers the freedom to focus resources on core activities; innovating and transforming their own organisations.

Core services include Procurement, Finance, Grants Admissions, Human Resources, Payroll, ISS, and Property Asset Management all underpinned by our Service Delivery and Contact Centre teams.

UK SBS is a people rather than task focused business. It's what makes us different to the traditional transactional shared services centre. What is more, being a not-for-profit organisation owned by its customers, UK SBS' goals are aligned with the public sector and delivering best value for the UK taxpayer.

UK Shared Business Services Ltd changed its name from RCUK Shared Services Centre Ltd in March 2013.

**Our Customers** 

#### **Our Customers**

Growing from a foundation of supporting the Research Councils, 2012/13 saw Business Innovation and Skills (BIS) transition their procurement to UK SBS and Crown Commercial Services (CCS – previously Government Procurement Service) agree a Memorandum of Understanding with UK SBS to deliver two major procurement categories (construction and research) across Government.

UK SBS currently manages £700m expenditure for its Customers.

Our Customers who have access to our services and Contracts are detailed here.

#### Our Procurement ambition

Our vision is to be recognised as a centre of excellence and deliver a broad range of procurement services across the public sector; to maintain and grow a procurement service unrivalled in public sector.

Procurement is a market-shaping function. Industry derived benchmarks indicate that UK SBS is already performing at or above "best in class" in at least three key measures (percentage savings, compliant spend, spend under management) and compare well against most other measures.

Over the next five years, it is the function's ambition to lead a cultural change in procurement in the public sector. The natural extension of category management is to bring about a fundamental change in the attitude to supplier relationship management.

Our philosophy sees the supplier as an asset to the business and the route to maximising value from supply. This is not a new concept in procurement generally, but it is not a philosophy which is widely employed in the public sector.

We are ideally positioned to "lead the charge" in the government's initiative to reform procurement in the public sector.

UK SBS Procurement's unique selling points are:

- Focus on the full procurement cycle
- Leaders in category management in common and specialised areas
- Expertise in the delivery of major commercial projects
- That we are leaders in procurement to support research
- Use of cutting edge technologies which are superior to those used generally used across the public sector.
- Use of market leading analytical tools to provide comprehensive Business Intelligence
- Active customer and supplier management

'UK SBS' contribution to the Government Procurement Agenda has been impressive. Through innovation and leadership UK SBS has built an attractive portfolio of procurement services from P2P to Strategy Category Management.'

**John Collington** 

Former Government Chief Procurement Officer

# Section 2 - About Our Customer

#### Science and Technology Facilities Council

STFC is a world-leading multi-disciplinary science organisation, whose goal is to deliver economic, societal, scientific and international benefits to the UK and its people – and more broadly to the world.

STFC support an academic community of around 1,700 in particle physics, nuclear physics, and astronomy including space science, who work at more than 50 universities and research institutes in the UK, Europe, Japan and the United States, including a rolling cohort of more than 900 PhD students.

The organisation's large-scale scientific facilities in the UK and Europe are used by more than 3,500 users each year, carrying out more than 2,000 experiments and generating around 900 publications.

The combination of access to world-class research facilities and scientists, office and laboratory space, business support, and an environment which encourages innovation has proven a compelling combination, attracting start-ups, SMEs and large blue chips such as IBM and Unilever.

#### **Examples of funded research**

- STFC is providing the design infrastructure for the £23bn UK microelectronics sector that underpins strategically important industries worth £78bn to the UK economy
- STFC's ISIS facility and its users, working in partnership with the NHS, developed a
  novel material to improve the treatment of cleft lip and palate, speeding up healing
  times and reducing operating costs
- STFC's Synchrotron Radiation Source was used to understand how conventional anti-malarial drugs work, allowing the development of more effective treatment to reduce the devastating global impact of malaria
- STFC's ISIS facility is identifying new materials that can safely and conveniently store hydrogen, enabling the development of hydrogen-fuelled cars reducing reliance on fossil fuels and cutting carbon emissions

www.stfc.ac.uk

# **Section 3 - Working with UK Shared Business Services Ltd.**

In this section you will find details of your Procurement contact point and the timescales relating to this opportunity.

Sect	Section 3 – Contact details		
3.1	Customer Name and address	Science & Technology Facilities Council Rutherford Appleton Laboratory Harwell Oxford OX11 0QX	
3.2	Buyer name	Jonathan Smith	
3.3	Buyer contact details	jonathan.smith@uksbs.co.uk phone: +44 (0) 1235 - 446394	
3.4	Estimated value of the Opportunity	£55,000.00 - £95,000.00	
3.5	Process for the submission of clarifications and Bids	All correspondence shall be submitted within the Emptoris e-sourcing tool. Guidance Notes to support the use of Emptoris is available here.  Please note submission of a Bid to any email address including the Buyer will result in the Bid not being considered.	

Secti	on 3 - Timescales	
3.6	Date of Issue of Contract Advert and location of original Advert	1/12/2015 Contracts Finder
3.7	Latest date/time ITQ clarification questions should be received through Emptoris messaging system	10/12/2015 14:00
3.8	Latest date/time ITQ clarification answers should be sent to all potential Bidders by the Buyer through Emptoris	11/12/2015 14:00
3.9	Latest date/time ITQ Bid shall be submitted through Emptoris	14/12/2015 14:00
3.10	Date/time Bidders should be available if face to face clarifications are required	N/A
3.11	Anticipated rejection of unsuccessful Bids date	18/12/2015

3.12	Anticipated Award date	18/12/2015
3.13	Anticipated Contract Start date	04/01/2016
3.14	Anticipated Contract End date	11/03/2016
3.15	Bid Validity Period	60 Days

# Section 4 – Specification

#### Technical Specification for the supply of Borated Wax material for the ISIS neutron facility

#### **Abstract**

This Technical Specification describes the technical requirements and procedures for the bulk procurement and a borated wax for the ISIS neutron facility www.isis.stfc.ac.uk. The procured wax is to be delivered and put in storage ready for use by 15<sup>th</sup> March 2016. The storage will be required over a potential period of 4 years.

#### 1. Introduction

#### Introduction to STFC, ISIS and the Second Target Station Project

STFC is the Science and Technology Facilities Council. One of its objectives is to be the UK portal for access to major facilities for scientific research. To this end it operates ISIS, a powerful spallation neutron source. At present more than 1600 scientists from research institutes in the UK and worldwide use ISIS for their experiments.

#### **Introduction to the Shielding Tanks**

One of the principal shielding methods used at ISIS is steel fabrications filled with a borated wax. The combination of paraffin wax and ortho-boric acid provides a very effective medium for slowing down and stopping neutrons. This then provides effective shielding for both biological protection and reducing the background noise within scientific instruments.

#### 2. Scope of the Tender

The supply shall include the following:

- Supply of borated wax component parts
- Storage of borated wax component parts

All the contractual and technical documentation shall be provided in English.

#### 3. General Conditions for Tendering and Contracting

Please refer to the commercial bidding documents for more complete information.

#### **Alternative solutions**

If the Bidder finds that any part of the Technical Specification is difficult, or costly to meet, the Bidder is free to propose an alternative solution, provided that the deviations from this Technical Specification, together with the reasons and advantages, are clearly indicated in the tender. Such alternative solutions shall always be made in addition to the basic offer, which must comply fully with this Technical Specification.

STFC reserves the right to accept or reject the proposed alternative solutions without justification.

#### **Contract Technical Liaison**

The Contractor shall assign a single person to be responsible for the technical execution of the Contract and its follow-up throughout the duration of the Contract.

#### **Deviations from this Technical Specification**

If, after the Contract is placed, the Contractor discovers that he has misinterpreted this Technical Specification, this will not be accepted as an excuse for deviation from it and the Contractor shall deliver equipment in conformity with this Technical Specification at no extra cost to STFC.

During execution of the Contract, all deviations from this Technical Specification, the tender, or any other subsequent contractual agreement, proposed by the Contractor, shall be submitted to STFC in writing for the latter's approval.

STFC reserves the right to modify the Technical Specification during execution of the Contract. The consequences of such modifications shall be mutually agreed between STFC and the Contractor. The Contractor shall not unreasonably withhold their agreement to such modifications which shall take the form of formal amendments to the contract, to be issued *only* by STFC Procurement staff.

#### 4. Technical Requirements

#### 4.1. Supply of Borated Wax

The quantity to be procured will be confirmed when the contract is placed. To facilitate this please provide a firm price per tonne for the supply of between 10 and 50 tonnes of borated wax material.

The contract will be placed in December 2015. The Borated wax is to be delivered to the storage site and ready for use by 15<sup>th</sup> March 2016. The price per tonne is to include all transportation and material handling costs.

#### **Borated Wax Constituents**

The borated wax shall consist mainly of paraffin wax and ortho-boric acid (H<sub>3</sub>BO<sub>3</sub>). The two main constituents will be mixed in the following proportions by weight:

Paraffin wax 70%Boric acid ( $H_3BO_{3}$ ) 30%

This mixture will ensure a final boron content of approximately 5% by weight.

To keep the ortho-boric acid in suspension while the wax is molten, it might be necessary to include some additives in the mixture. These additives are acceptable if they are either high in hydrogen or not a high proportion of the final mixture volume (5% by volume).

#### 4.2. Storage of Borated wax

The borated wax component materials are to be stored in suitable dry conditions by the supplier. The materials are to be stored in their raw (un-blended) state. The materials are to be labelled as STFC property and available for inspection by STFC. The supplier is to provide insurance to cover the material against damage or loss. The supplier will bear the cost of all material handling including delivery and transport between the storage site and the wax filling site.

A firm storage charge per tonne/year is to be provided in the tender response. The charge is to cover both storage and insurance of the stored goods. This charge will be paid annually at the start of each storage period. It will be based on the tonnage of material in storage at the time. The storage charge per tonne is fixed for the first 2 years. After 2 years STFC anticipates a renegotiated 2 year extension to the contract but reserves to the right to terminate the contract and remove its remaining wax stocks.

#### 5. Quality Assurance

The Contractor must plan, establish, implement and adhere to a documented quality assurance program that fulfils all the requirements described in this Technical Specification.

The list of relevant topics to be covered by the Quality Assurance Plan is given in Table 1 below.

Table 1 – QAP topics and documents

Topic	Relevant Areas
Policy and Organisation	Quality Assurance Policy and Project Organisation
	Health and Safety Policy
Planning Planning, Monitoring and Reporting	
Manufacturing and Inspection	Manufacturing and Inspection of Equipment

#### 6. Qualifications, Inspections and Tests

#### Inspections and tests to be carried out at the Contractor's premises

STFC reserves the right to be present of to be represented by an organisation of its choice, to witness any productions or tests carried out at the Contractor's or the Contractor's subcontractor's premises.

#### 7. Persons Technically Responsible at STFC

Name	Telephone	Email
David Turner	+44 (0)1235 778255	david.turner@stfc.ac.uk

#### 8. Tender Response

The following information is required:

- 1. Please provide a firm price per tonne for the procurement of the material required to produce the STFC boron loaded wax. The quantity to be procured will be confirmed when the contract is placed. To facilitate this please provide a firm price per tonne for the supply of between 10 and 50 tonnes of borated wax material.
- 2. A firm storage charge per tonne/year. The charge is to cover both storage and insurance of the stored goods. This charge will be paid annually at the start of each storage period. It will be based on the tonnage of material in storage at the time.

# Section 5 – Evaluation model

The evaluation model below shall be used for this ITQ, which will be determined to two decimal places.

Where a question is 'for information only' it will not be scored.

The evaluation team may comprise staff from UK SBS, the Customer and any specific external stakeholders UK SBS deem required. After evaluation the scores will be finalised by performing a calculation to identify (at question level) the mean average of all evaluators (Example – a question is scored by three evaluators and judged as scoring 5, 5 and 6. These scores will be added together and divided by the number of evaluators to produce the final score of 5.33 ( $5+5+6=16\div 3=5.33$ )

Pass / fail criter	ia		
Questionnaire	Q No.	Question subject	
Commercial	FOI1.1	Freedom of Information Exemptions	
Commercial	AW1.1	Form of Bid	
Commercial	AW1.3	Certificate of Bona Fide Bid	
Commercial	AW3.1	Validation check	
Commercial	AW4.1	Contract Terms	
Price	AW5.5	E Invoicing	
Price	AW5.6	Implementation of E-Invoicing	
Quality	AW6.1	Compliance to the Specification	
Quality	AW6.6	Contractual Responsibilities Acceptance	
-	-	Invitation to Quote – received on time within e-sourcing tool	

### Scoring criteria

#### **Evaluation Justification Statement**

In consideration of this particular requirement UK SBS has decided to evaluate Potential Providers by adopting the weightings/scoring mechanism detailed within this ITQ. UK SBS considers these weightings to be in line with existing best practice for a requirement of this type.

Questionnaire	Q No.	Question subject	Maximum Marks
Price	AW5.2	Price	60.00%
Quality	AW6.2	Proposal	20.00%
Quality	AW6.3	Delivery	16.00%
Quality	AW6.4	Quality Assurance	4.00%

#### **Evaluation of criteria**

#### **Non-Price elements**

Each question will be judged on a score from 0 to 100, which shall be subjected to a multiplier to reflect the percentage of the evaluation criteria allocated to that question.

Where an evaluation criterion is worth 20% then the 0-100 score achieved will be multiplied by 20.

**Example** if a Bidder scores 60 from the available 100 points this will equate to 12% by using the following calculation: Score/Total Points available multiplied by 20 ( $60/100 \times 20 = 12$ )

Where an evaluation criterion is worth 10% then the 0-100 score achieved will be multiplied by 10.

**Example** if a Bidder scores 60 from the available 100 points this will equate to 6% by using the following calculation: Score/Total Points available multiplied by 10 ( $60/100 \times 10 = 6$ )

The same logic will be applied to groups of questions which equate to a single evaluation criterion.

The 0-100 score shall be based on (unless otherwise stated within the question):

0	The Question is not answered or the response is completely unacceptable.
10	Extremely poor response – they have completely missed the point of the question.
20	Very poor response and not wholly acceptable. Requires major revision to the response to make it acceptable. Only partially answers the requirement, with major deficiencies and little relevant detail proposed.
40	Poor response only partially satisfying the selection question requirements with deficiencies apparent. Some useful evidence provided but response falls well short of expectations. Low probability of being a capable supplier.
60	Response is acceptable but remains basic and could have been expanded upon.

	Response is sufficient but does not inspire.
80	Good response which describes their capabilities in detail which provides high
	levels of assurance consistent with a quality provider. The response includes a
	full description of techniques and measurements currently employed.
100	Response is exceptional and clearly demonstrates they are capable of meeting
	the requirement. No significant weaknesses noted. The response is compelling
	in its description of techniques and measurements currently employed, providing
	full assurance consistent with a quality provider.

All questions will be scored based on the above mechanism. Please be aware that the final score returned may be different as there may be multiple evaluators and their individual scores will be averaged (mean) to determine your final score.

#### **Example**

Evaluator 1 scored your bid as 60

Evaluator 2 scored your bid as 60

Evaluator 3 scored your bid as 50

Evaluator 4 scored your bid as 50

Your final score will  $(60+60+50+50) \div 4 = 55$ 

### Price elements will be judged on the following criteria.

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 score is then subject to a multiplier to reflect the percentage value of the price criterion.

For example - Bid 1 £100,000 scores 100.

Bid 2 £120,000 differential of £20,000 or 20% remove 20% from price scores 80

Bid 3 £150,000 differential £50,000 remove 50% from price scores 50.

Bid 4 £175,000 differential £75,000 remove 75% from price scores 25.

Bid 5 £200,000 differential £100,000 remove 100% from price scores 0.

Bid 6 £300,000 differential £200,000 remove 100% from price scores 0.

Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50.

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 ( $80/100 \times 50 = 40$ )

The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.

# 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 <a href="http://www.uksbs.co.uk/services/procure/Pages/supplier.aspx">http://www.uksbs.co.uk/services/procure/Pages/supplier.aspx</a>

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

### Section 7 – General Information

# What makes a good bid – some simple do's ©

#### DO:

- 7.1 Do comply with Procurement document instructions. Failure to do so may lead to disqualification.
- 7.2 Do provide the Bid on time, and in the required format. Remember that the date/time given for a response is the last date that it can be accepted; we are legally bound to disqualify late submissions.
- 7.3 Do ensure you have read all the training materials to utilise e-sourcing tool prior to responding to this Bid. If you send your Bid by email or post it will be rejected.
- 7.4 Do use Microsoft Word, PowerPoint Excel 97-03 or compatible formats, or PDF unless agreed in writing by the Buyer. If you use another file format without our written permission we may reject your Bid.
- 7.5 Do ensure you utilise the Emptoris messaging system to raise any clarifications to our ITQ. You should note that typically we will release the answer to the question to all bidders and where we suspect the question contains confidential information we may modify the content of the question to protect the anonymity of the Bidder or their proposed solution
- 7.6 Do answer the question, it is not enough simply to cross-reference to a 'policy', web page or another part of your Bid, the evaluation team have limited time to assess bids and if they can't find the answer, they can't score it.
- 7.7 Do consider who your customer is and what they want a generic answer does not necessarily meet every customer's needs.
- 7.8 Do reference your documents correctly, specifically where supporting documentation is requested e.g. referencing the question/s they apply to.
- 7.9 Do provide clear and concise contact details; telephone numbers, e-mails and fax details.
- 7.10 Do complete all questions in the questionnaire or we may reject your Bid.
- 7.11 Do check and recheck your Bid before dispatch.

# What makes a good bid – some simple do not's ⊗

#### DO NOT

- 7.12 Do not cut and paste from a previous document and forget to change the previous details such as the previous buyer's name.
- 7.13 Do not attach 'glossy' brochures that have not been requested, they will not be read unless we have asked for them. Only send what has been requested and only send supplementary information if we have offered the opportunity so to do.
- 7.14 Do not share the Procurement documents, they are confidential and should not be shared with anyone without the Buyers written permission.
- 7.15 Do not seek to influence the procurement process by requesting meetings or contacting UK SBS or the Customer to discuss your Bid. If your Bid requires clarification the Buyer will contact you.
- 7.16 Do not contact any UK SBS staff or Customer staff without the Buyers written permission or we may reject your Bid.
- 7.17 Do not collude to fix or adjust the price or withdraw your Bid with another Party as we will reject your Bid.
- 7.18 Do not offer UK SBS or Customer staff any inducement or we will reject your Bid.
- 7.19 Do not seek changes to the Bid after responses have been submitted and the deadline for Bids to be submitted has passed.
- 7.20 Do not cross reference answers to external websites or other parts of your Bid, the cross references and website links will not be considered.
- 7.21 Do not exceed word counts, the additional words will not be considered.
- 7.22 Do not make your Bid conditional on acceptance of your own Terms of Contract, as your Bid will be rejected.

# Some additional guidance notes 🗹

- 7.23 All enquiries with respect to access to the e-sourcing tool and problems with functionality within the tool may be submitted to Crown Commercial Service (previously Government Procurement Service), Telephone 0345 010 3503.
- 7.24 Bidders will be specifically advised where attachments are permissible to support a question response within the e-sourcing tool. Where they are not permissible any attachments submitted will not be considered.
- 7.25 Question numbering is not sequential and all questions which require submission are included in the Section 6 Evaluation Questionnaire.
- 7.26 Any Contract offered may not guarantee any volume of work or any exclusivity of supply.
- 7.27 We do not guarantee to award any Contract as a result of this procurement
- 7.28 All documents issued or received in relation to this procurement shall be the property of UK SBS.
- 7.29 We can amend any part of the procurement documents at any time prior to the latest date / time Bids shall be submitted through Emptoris.
- 7.30 If you are a Consortium you must provide details of the Consortiums structure.
- 7.31 Bidders will be expected to comply with the Freedom of Information Act 2000 or your Bid will be rejected.
- 7.32 Bidders should note the Government's transparency agenda requires your Bid and any Contract entered into to be published on a designated, publicly searchable web site. By submitting a response to this ITQ Bidders are agreeing that their Bid and Contract may be made public
- 7.33 Your bid will be valid for 60 days days or your Bid will be rejected.
- 7.34 Bidders may only amend the Contract terms if you can demonstrate there is a legal or statutory reason why you cannot accept them. If you request changes to the Contract and UK SBS fail to accept your legal or statutory reason is reasonably justified we may reject your Bid.
- 7.35 We will let you know the outcome of your Bid evaluation and where requested will provide a written debrief of the relative strengths and weaknesses of your Bid.
- 7.36 If you fail mandatory pass / fail criteria we will reject your Bid.
- 7.37 Bidders are required to use IE8, IE9, Chrome or Firefox in order to access the functionality of the Emptoris e-sourcing tool.

- 7.38 Bidders should note that if they are successful with their proposal UK SBS reserves the right to ask additional compliancy checks prior to the award of any Contract. In the event of a Bidder failing to meet one of the compliancy checks UK SBS may decline to proceed with the award of the Contract to the successful Bidder.
- 7.39 All timescales are set using a 24 hour clock and are based on British Summer Time or Greenwich Mean Time, depending on which applies at the point when Date and Time Bids shall be submitted through Emptoris.
- 7.40 All Central Government Departments and 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, UK SBS may disclose within Government any of the Bidders documentation/information (including any that the Bidder considers to be confidential and/or commercially sensitive such as specific bid information) submitted by the Bidder to UK SBS during this Procurement. The information will not be disclosed outside Government. Bidders taking part in this ITQ consent to these terms as part of the competition process.

7.41 From 2nd April 2014 the Government is introducing its new Government Security Classifications (GSC) classification scheme to replace the current Government Protective Marking System (GPMS). A key aspect of this is the reduction in the number of security classifications used. All Bidders are encouraged to make themselves aware of the changes and identify any potential impacts in their Bid, as the protective marking and applicable protection of any material passed to, or generated by, you during the procurement process or pursuant to any Contract awarded to you as a result of this tender process will be subject to the new GSC from 2nd April 2014. The link below to the Gov.uk website provides information on the new GSC:

#### https://www.gov.uk/government/publications/government-security-classifications

UK SBS reserves the right to amend any security related term or condition of the draft contract accompanying this ITQ to reflect any changes introduced by the GSC. In particular where this ITQ is accompanied by any instructions on safeguarding classified information (e.g. a Security Aspects Letter) as a result of any changes stemming from the new GSC, whether in respect of the applicable protective marking scheme, specific protective markings given, the aspects to which any protective marking applies or otherwise. This may relate to the instructions on safeguarding classified information (e.g. a Security Aspects Letter) as they apply to the procurement as they apply to the procurement process and/or any contracts awarded to you as a result of the procurement process.

#### **USEFUL INFORMATION LINKS**

- Emptoris Training Guide
- Emptoris e-sourcing tool
- Contracts Finder

- **Tenders Electronic Daily**
- **Equalities Act introduction**
- Bribery Act introduction
  Freedom of information Act