# Soft Market Testing Questions

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| **DWP Water Hygiene Maintenance** | **Supplier response** |
| **Question No.** | **Question** | **[Insert Supplier Name]**  |
| 1.
 | What is your current client base for this type of service (type/ number/ scope)?  |  |
|  | What geographical coverage are you able to provide for this type of service? Do you have the capacity to cover the whole DWP Estate? |  |
| 1.
 | Please describe why this contract is or is not an attractive proposition to your company.  |  |
|  | Can you self-deliver these services, or would you need to sub-contract? |  |
| 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 2023/4?  |  |
| 1.
 | In order to increase efficiency, improve outcomes, minimise resource requirements and reduce costs, would you recommend developing the scope of the service in any way? If yes, please provide details of what developments you would recommend and why.  |  |
| 1.
 | On the basis of your response to Q6, which of your recommendations are already employed by your company and what is the quantified, positive impact of their use?  |  |
| 1.
 | What payment structure would you suggest for this contract?  |  |
| 1.
 | Do you have any suggestions for an effective price evaluation methodology and how the Authority should evaluate tendered prices?  |  |
| 1.
 | Is there any particular information that you would require in order to submit a competitive tender and optimise your tendered price?  |  |
|  | Approximately how many “responsible persons” would be appropriate for a requirement of this size and scale? Or, how many sites would be appropriate for one “responsible person” to manage? |  |
| 1.
 | Is there a type of contract form that you would prefer for this type of requirement? What length of contract would be suitable? |  |
| 1.
 | What would be an appropriate length of set-up and mobilisation period for this type of requirement? |  |