**National Traffic Information Service (NTIS) 2021+**

**Invitation to Submit Final Tenders Appendix A: Final Tender Assessment Methodology**

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1. **Approach to assessment of Final Tenders**
	1. Purpose of the document
		1. The purpose of this document is to provide Tenderers with details of the assessment approach for Final Tenders for the National Traffic Information Service (NTIS) 2021+ procurement exercise. This document should be read in conjunction with the Invitation to Submit Final Tenders.
	2. Assessment process
		1. Highways England’s assessment of Final Tenders will be carried out as outlined in Figure 1 against the award criteria in Annex 1.



Figure 1: Final Tender assessment process

1. Stage 1: Compliance
	* 1. In this stage Highways England will undertake an initial check for completeness and compliance, confirming that the correct documents and submissions have been made in accordance with the Invitation to Submit Final Tenders, including that Final Tenders are on the basis of the solution presented and specified by the Tenderer during dialogue.
		2. Highways England will also undertake an assessment of the insurance response using the assessment criteria in Annex 6.
		3. A Final Tender that does not meet the conditions in the Invitation to Submit Final Tenders or achieve a pass in the assessment of the insurance response may result in the Final Tender being rejected. Highways England’s decision in the matter will be final.
		4. Final Tenders that have passed the compliance check will proceed to Stages 2a and 2b, which run concurrently.
2. Stage 2a: Technical assessment
	* 1. The Procurement Officer will issue all documents forming the Quality Submission, (the **“Technical Submission”**) to a panel of assessors (the **“Technical Panel”**) for individual assessment.
		2. Each member of the Technical Panel will work independently from each other and from those who are assessing Commercial Submissions.
		3. Each assessor, working independently, will note down marks out of 10 and supporting rationale against the description of each of the individual Areas of Assessment in Annex 2 using the scoring matrix in Annex 3.Marks will be allocated to the Tenderers response to each Area of Assessment as a whole rather than by reference to each aspect of the description for the Area of Assessment. The assessors will use the table in Annex 4 to record their marks.
		4. Following completion of individual assessments, a consensus meeting which is independently facilitated by the Procurement Officer will be held with the Technical Panel to reach consensus on a final mark for each Area of Assessment.
		5. The Procurement Officer will use the table in Annex 4 to record the marks and rationale for each Area of Assessment agreed at the consensus meeting. The consensus marks shall be the final mark for each Tenderer and individual assessor scores are no longer applicable.
		6. The minimum quality threshold to reach is a minimum final mark of 4 for each Area of Assessment. A Tenderer that has failed to achieve the minimum quality threshold will not be considered in any subsequent stages of the assessment process. If the Tenderer is not excluded then the marks achieved for the Technical Submission will be used in subsequent calculations and rankings in any subsequent stages of the assessment process.
		7. Any uncertainty over the meaning of any sections of Technical Submissions will be clarified, via clarification queries, before the Technical Panel reach consensus on the final marks. No further clarification queries will be made after consensus has been reached on the final marks.
		8. The total weighted marks (i.e. the total of all scores in the “Weighted mark” column in Annex ) for each Technical Submission will be converted into a score (the **“Quality Score”**) using the formula below, expressed to one decimal place using the traditional rounding method (i.e. if the digit in the second decimal place is more than five, the first decimal place will be rounded up to the next value by one (+1); if the digit in the second decimal place is less than five, then there is no rounding for the first decimal place).

$$Quality Score=\left(Qw\right)×\left(\frac{Qi}{Qmax}\right)$$

*(Qw* = Quality weighting (70), *Qi* = Individual Tenderers total weighted marks, *Qmax* = Total weighted marks available)

*Figure 2: Quality Score formula*

1. Stage 2b: Financial assessment
	* 1. The Procurement Officer will issue the Commercial Submission to a panel of assessors (the **“Finance Panel”**) for individual assessment.
		2. Each member of the Finance Panel will work independently from each other and from those who are assessing Technical Submissions.
		3. Based on the Commercial Submission provided, the Finance Panel will determine the score for each Tenderer. This will consist of the following two stages:
2. calculating the total cost to Highways England; and
3. converting the total cost to a price score.

*Use of price adjustments*

* + 1. During the Dialogue Phase, price adjustments may have been identified and agreed with the Tenderer to accommodate Tenderer specific amendments to the Contract. If so, Highways England will include any price adjustments (arising from any Tenderer specific amendments to the Contract which are issued to the Tenderer alongside the Invitation to Submit Final Tenders) in the Whole Life Costs (**“WLC”**) assessment for that Tenderer.

*Calculating the total cost to Highways England*

* + 1. In line with the HM Treasury Green Book[[1]](#footnote-2) the total cost to Highways England used to assess each Tenderer’s Commercial Submission will be based on Discounted Whole Life Costs (**“DWLC”**) over the initial term of five years and the extension options.
		2. The WLC will be discounted to take account of the value of money over time (i.e. discounted by 3.5% per annum) to provide a DWLC. The discounting of prices submitted by Tenderers in the Financial Model (as referred to in 4.1.7) is automatic (i.e. no further calculations are undertaken).
		3. The WLC will comprise of the costs to Highways England for the delivery of the Contract, consisting of both milestone payments and monthly service charges. These costs will be the sum of a) prices submitted by Tenderers in the Financial Model as part of their Commercial Submission, and b) any price adjustments made in accordance with paragraph 4.1.4.

*Converting the total cost to a price score to determining the score for the Commercial Submission (the* ***“Price Score”****)*

* + 1. The DWLC for each Commercial Submission will be converted into a score (the **“Price Score”**) using the formula below, expressed to one decimal place (i.e. if the digit in the second decimal place is five or more, the first decimal place will be rounded up to the next value by one (+1); if the digit in the second decimal place is less than five, then there is no rounding for the first decimal place). Any negative scores will lead to the Tender being rejected.

$$Price Score= \left(Pw\right)×\left(2- \frac{Pi}{Pmin}\right)$$

*(Pw* = Price weighting (30), *Pi* = Individual Tenderers total DWLC, *Pmin* = Lowest DWLC obtained by any Tenderer)

Figure 3: Price Score formula

1. Stage 3: Combining scores
	* 1. For each Tenderer that has passed Stage 1, Stage 2a, and Stage 2b, the overall Quality Score and overall Price Score are combined by the Procurement Officer to obtain a total score for each Final Tender. This overall total score will be out of 100, to one decimal place (the **“Total Score”**).
		2. If any two (or more) Final Tenders have the same overall Total Score, they will be ranked in order of highest Quality Score. If any two (or more) Final Tenders have the same Quality Score, they will be ranked in order of highest score against the Areas of Assessment below (in ascending order).

|  |  |  |
| --- | --- | --- |
| **Ref** | **Area of Assessment** | **Ranking** |
| AoA 3.2 | Deliver successful transformation | **1** |
| AoA 4.1 | Organisational change, workforce & talent management & Supplier Relationship Management | **2** |
| AoA 4.3 | Service Management | **3** |
| AoA 4.4 | Technology Management | **4** |
| AoA 3.1 | Deliver successful transition | **5** |
| AoA 4.2 | Continual Improvement & Knowledge Management | **6** |
| AoA 2.1 | Deliver flexible, interoperable and increasingly automated service | **7** |
| AoA 1.7 | Disseminate Information | **8** |
| AoA 1.5 | Identify Abnormal Events and measure and predict impacts | **9** |
| AoA 1.4 | Aggregate, Translate, Check and Validate Collected Data | **10** |
| AoA 1.6 | Generate Responses | **11** |
| AoA 1.1 | Collect Traffic Data and Traffic Images | **12** |
| AoA 1.2 | Collect Events Data and Information | **13** |
| AoA 1.3 | Collect Asset Data | **14** |

Table 1: Area of Assessment ranking

* + 1. A worked example of Stage 2 and Stage 3 of the Assessment process is included in Annex 5.
1. Stage 4: Verification and sustainability
	* 1. Highways England intends to verify information provided within Final Tenders. The Technical Panel and Finance Panel (the **“Panels”**) will work together during verification. Failure to provide satisfactory evidence to support any part of this stage of the Final Tender assessment may result in the Final Tender being rejected.
		2. Verification and sustainability is in addition to and without prejudice to Highways England’s rights to undertake due diligence in relation to a potentially abnormally low tender under the Public Contracts Regulations 2015. If Highways England considers that a Final Tender appears to be abnormally low, Highways England will require a Tenderer to explain the price or costs proposed (as required in regulation 69 of the Public Contracts Regulations 2015) which may include explanations of the following:
2. the economics of the solution provided;
3. the technical solutions suggested by the Tenderer in question or the exceptionally favourable conditions available to a Tenderer for the provision of the technical solutions;
4. the originality of the solution;
5. compliance with the provisions relating to environmental, social, labour laws referred to in regulation 56 (2) of the Public Contracts Regulations 2015;
6. compliance with the sub-contracting obligations referred to in regulation 71 of the Public Contracts Regulations 2015; and/or
7. the possibility of Tenderer obtaining state aid.
	* 1. Highways England will take account of the evidence the Tenderer provides and investigate further if necessary to ensure that the Final Tender is sustainable for the duration of the Contract. If Highways England concludes that a Tenderer’s costs are abnormally low and the evidence provided does not (in Highways England’s opinion) satisfactorily account for the low level of price or costs proposed, then the Final Tender will be rejected and excluded from the procurement exercise. Highways England will inform Tenderers if their Final Tender has been excluded and provide the reason why. Highways England will then recalculate the Price Score for the remaining Final Tenders and repeat Stage 3 and Stage 4.
		2. Highways England will undertake verification of the Final Tender with the highest Total Score, or where paragraph 5.1.2 applies, the Final Tender that is ranked first (the **“Highest Ranking Final Tender”**).

*Technical Submission*

* + 1. The Panels will review the Technical Submission of the Highest Ranking Final Tender and may verify all or part of it. The Technical and Commercial Panels may collaborate on the items to be verified.
		2. In verifying the Technical Submission of the Highest Ranking Final Tender, the Panels may use any reasonable means, and may approach any person or organisation named in the Technical Submission as part of the verification. The verification may include undertaking client references and visits to the Tenderer’s or client site (for those references listed in the Evidence Statement in the Technical Submission).
		3. Following verification, a respective mark may only remain unchanged or be reduced in light of the Panel’s findings, thus reducing the Quality Score. If, following verification of the Technical Submission, the Total Score of the Highest Ranking Final Tender is reduced such that it is no longer the Highest Ranking Final Tender, or does not meet the minimum quality threshold (as stated in paragraph 3.1.6, and therefore the Tenderer that has failed to achieve the minimum quality threshold is rejected from this procurement exercise), then the Panels will recalculate the Quality Score, Price Score, and Total Score (using the methodologies described in paragraphs 3.1.8, 4.1.8, and 5.1.1) and then proceed to verify the next highest scoring Tenderer (which then becomes the Highest Ranking Final Tender). This process continues until a Final Tender with a verified Total Score higher than other Tenderers has been identified.

*Determining the Preferred Tenderer*

* + 1. Following verification of the Highest Ranking Final Tender, if that Tenderer’s Total Score remains the highest or where paragraph 5.1.2 applies and the Final Tender is still ranked the highest, then that Tenderer becomes the **“Preferred Tenderer”**.
		2. Finally, Highways England will undertake verification of the declarations of both the exclusion grounds and the selection information submitted at the beginning of this procurement exercise by requesting all necessary documentation from the Preferred Tenderer. This shall include (but is not limited to):
1. Conducting additional checks of persons of significant control (PSC) (e.g. verifying the PSC against the PSC Register[[2]](#footnote-3));
2. Verifying the proposed legal structure for any incorporated special purpose vehicles or joint ventures (if applicable) (e.g. reviewing a shareholders agreement);
3. Confirming all grounds for mandatory or discretionary exclusions have been passed;
4. Performing economic and financial standing tests on all of the Tenderer and any guarantors;
5. Verifying that the Tenderer has met its Modern Slavery Act obligations;
6. Confirming that the relevant insurances are in place;
7. Confirming that the relevant health and safety, cyber security, and quality management accreditations are in place;
8. Confirming that the necessary skills and apprenticeships arrangements are in place through reviewing documentary evidence;
9. Gathering evidence to support verification of the Tenderer’s past performance and their approach to payment through reviewing documentary evidence; and
10. Obtaining confirmation from the Preferred Tenderer identified for award that there have been no material changes that could affect the assessments undertaken at any stage of this procurement exercise confirmation which means that information submitted by the Preferred Tenderer is no longer correct, or the Preferred Tenderer’s ability to perform the contract has materially deteriorated.
	* 1. Should the Preferred Tenderer fail any verification checks listed in paragraph 6.1.9 then that Tenderer shall be excluded from the procurement exercise and Highways England would then recalculate the Price Score for the remaining Final Tenders and repeat Stage 3 and Stage 4.

**Annex 1: Award criteria**

| **Award criteria** | **Weighting** | **Sub-criteria** | **Weighting** | **Ref** | **Area of Assessment** | **Weighting** |
| --- | --- | --- | --- | --- | --- | --- |
| Quality | 70% | Collect, Process and Disseminate Operational Services. | 21% | AoA 1.1  | Collect Traffic Data, Camera Streams and Camera Images  | 2% |
| AoA 1.2  | Collect Event Data and Event Updates | 2% |
| AoA 1.3  | Collect Asset Data  | 2% |
| AoA 1.4  | Translate, Aggregate and Validate Collected Data  | 3% |
| AoA 1.5  | Identify Abnormal Events, Calculate and Predict impacts  | 4% |
| AoA 1.6  | Generate Responses  | 4% |
| AoA 1.7  | Disseminate Data and Operational Intelligence | 4% |
| Improve Operational Services | 8% | AoA 2.1  | Deliver flexible, interoperable and increasingly automated Operational Services  | 8% |
| Deliver Transition and Transformation Services | 20% | AoA 3.1  | Deliver successful Transition  | 5% |
| AoA 3.2  | Deliver successful Transformation  | 15% |
| Management of the Services | 21% | AoA 4.1  | Organisational change, workforce and talent management and supplier relationship management  | 6% |
| AoA 4.2  | Continual improvement and knowledge management  | 5% |
| AoA 4.3  | Service management  | 5% |
| AoA 4.4  | Technology management  | 5% |
| Price | 30% |  |  |  |  |  |

Table 2: Award criteria

**Annex 2: Description of the areas of assessment and relevant requirements**

| **Ref** | **Area of Assessment** | **Description[[3]](#footnote-4)** | **Relevant Requirements** |
| --- | --- | --- | --- |
| AoA 1.1 | Collect Traffic Data, Camera Streams and Camera Images  | Approach to collecting Traffic Data, Camera Streams and Camera Images in the Transitioned and Transformed solution. Particular emphasis is placed on the Collection, granularity and coverage of In-vehicle On-network Sensor Traffic Data using open standards in the Transformed solution. | Schedule 2.1 C2 and C5. |
| AoA 1.2 | Collect Event Data and Event Updates | Approach to Collecting Event Data and Event Updates in the Transitioned and Transformed solution. Particular emphasis is placed on the Systematic Collection of Event Data and Event Updates and the interactions between the Service Provider and the NILOs, CCC and Regional Operations Centres required to facilitate this Collection. | Schedule 2.1 C3. |
| AoA 1.3 | Collect Asset Data | Approach to collecting road network mapping and Asset Data from the Customer System and mapping providers in the Transitioned and Transformed solution. Particular emphasis is placed on the Systematic Collection of this mapping and Asset Data, and achieving an accurate representation of the NTIS Network and the Locations of Civil Assets and Electronic Assets in the Transformed solution via timely and efficient updates. | Schedule 2.1 C4. |
| AoA 1.4 | Translate, Aggregate and Validate Collected Data  | Approach to Translating, Aggregating and Validating Collected Data in the Transitioned and Transformed solution to provide a single, trusted view of NTIS Network conditions. Particular emphasis is placed on the Translation and Validation of Events and the integration of In-vehicle On-network Sensor Data in the Transformed solution. | Schedule 2.1 C6 and C7. |
| AoA 1.5 | Identify Abnormal Events, Calculate and Predict impacts | Approach to identifying Abnormal Events and Calculating and Predicting their impacts in the Transitioned and Transformed solution. Particular emphasis is placed on the timely and Systematic identification of Events and the Calculation of their impact using Data from various sources, the objective being to reduce the operational workload and reduce the impact of Events. | Schedule 2.1 C8 and C9. |
| AoA 1.6 | Generate Responses | Approach to identifying, evaluating and recommending Responses in the Transitioned and Transformed solution. Particular emphasis is placed on the automation of Responses, incorporating Diversions, and interactions between the Service Provider and NILOs, CCC and ROCs to minimise delays and improve Road Users’ experiences in the Transformed solution. | Schedule 2.1 C10. |
| AoA 1.7 | Disseminate Data and Operational Intelligence | Approach to Disseminating Data and Operational Intelligence to all Users in the Transitioned and Transformed solution. Particular emphasis is placed on the Publication and Presentation of Personalised information for Internal Customer Users and External Users in the Transformed Service Provider System, this being important for supporting the Service Outcomes of informed Road Users and delivery of Data to Corporate Users to measure company performance. | Schedule 2.1 sections 2.2.1, 2.2.3, 3.3, C11, C12 and C13. |
| AoA 2.1 | Deliver flexible, interoperable and increasingly automated Operational Services | Approach to delivering flexible, interoperable and increasingly automated Operational Services. Particular emphasis is placed on delivering Transformed User-centric Operational Services for all Users; a Transformed architecture that is scalable, interoperable and compliant with open standards as well as delivering an Operator Interface that can be easily accessed and used across the Customer’s operational teams, hence representing a modern IT platform for NTIS.  | Schedule 2.1 section 4.2.1 requirements T2‑004 to T2-015 (inclusive);Schedule 2.3. |
| AoA 3.1 | Deliver successful Transition | Approach to Transition. Particular emphasis is placed on collaborative, open and transparent ways of working with the Customer and Outgoing Service Provider throughout Transition; achieving on-time delivery of the Transition; and maintaining delivery of the Operational Services through the post Transition period. | Schedule 2.1 section 4.1.1;Schedule 6.1A |
| AoA 3.2 | Deliver successful Transformation | Approach to Transformation. Particular emphasis is placed on collaborative, open and transparent ways of working with the Customer and the on-time delivery of the new Service Provider System. This includes the approach to transferring, implementing and securing applications in the cloud, and delivering and testing Software that is fit for purpose and delivered on time.  | Schedule 2.1 sections 4.2.1 requirements T2‑001 to T2-003 (inclusive) and T2-016 to T2-028 (inclusive);Schedule 6.1B. |
| AoA 4.1 | Organisational change, workforce and talent management and supplier relationship management | Approach to ensuring that the Service Provider will have sufficient, suitably qualified staff to deliver the Services and a supply chain that augments the delivery of the Services, including the skills and experience of Key Personnel. Particular emphasis is placed on the delivery of organisational change to deliver more efficient Services with increased focus on Users. | Clauses 7.7.1, 20 and 21;Schedule 2.1 section 2.2.6 and C14 requirements C14-001 to C14-009 (inclusive);Schedule 9.2.  |
| AoA 4.2 | Continual improvement and knowledge management | Approach to the delivery of service improvements and knowledge management. Particular emphasis is placed on the generation of ideas linked to improved Service Outcomes and improvement initiatives that recognise the variety and differing needs of the Internal Customer Users and External Users. | Schedule 2.1 C14 requirements C14‑010 to C14-018 (inclusive);Schedule 2.6;Schedule 8.4;Schedule 12. |
| AoA 4.3 | Service management | Approach to delivering a service which remains up-to-date, secure and available and one where issues are addressed and service performance is accurately monitored within the required governance regime.  | Schedule 2.1 C15; Schedule 2.4 sections 4 to 10 and Annex 1 sections 4-6;Schedule 2.2;Schedule 8.1;Schedule 8.6;Schedule 12. |
| AoA 4.4 | Technology management | Approach to ensuring that the technology used to deliver the Services remains fit for purpose throughout the Term. Particular emphasis is placed on management of Pre-Production Environments and live environments; deployment of software changes to fix bugs and enhance the Service Provider System within the Transitioned and Transformed solution, and keeping the post Transition Service Provider System in operation until the Transformed solution is in place.  | Clause 7.7.5, 7.8 and 7.12; Schedule 2.1 C16; Schedule 2.4 sections 3, 9 and 11 and Annex 1 sections 1 to 3 and 5 to 9.  |

**Annex 3: Technical Submission scoring matrix**

| **Mark** | **Scoring criteria** |
| --- | --- |
| 1 | The response contains no or very limited detail to demonstrate how the proposed solution will meet the relevant requirements for this Area of Assessment. |
| 2 | The response contains a partial and/or limited level of detail to demonstrate how the proposed solution will meet the relevant requirements for this Area of Assessment. |
| 3 | The response meets the requirements for a mark of 2 and provides limited evidence from previous projects to demonstrate[[4]](#footnote-5) that the proposed solution is deliverable. |
| 4 | The response contains a satisfactory level of detail to demonstrate how the proposed solution will meet the relevant requirements for this Area of Assessment. |
| 5 | The response meets the requirements for a mark of 4 and provides reasonable evidence from previous projects to demonstrate that the proposed solution is deliverable. |
| 6 | The response contains a good level of detail to demonstrate how the proposed solution will meet the relevant requirements for this Area of Assessment. |
| 7 | The response meets the requirements for a mark of 6 and provides reasonable evidence from previous projects to demonstrate that the proposed solution is deliverable. |
| 8 | The response contains an excellent level of detail to demonstrate how the proposed solution will meet the relevant requirements for this Area of Assessment. |
| 9 | The response meets the requirements for a mark of 8 and provides reasonable evidence from previous projects to demonstrate that the proposed solution is deliverable. |
| 10 | The response meets the requirements for a mark of 8 and provides excellent evidence from previous projects to demonstrate that the proposed solution is deliverable. |

Table 3: Technical Submission scoring matrix

**Annex 4: Technical Submission marking table**

| **Quality sub-criteria** | **Quality sub-criteria weighting** | **Ref** | **Area of Assessment** | **Weighting** | **Mark** | **Weighted mark** | **Total marks available** | **Rationale** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Collect, Process and Disseminate Operational Services | 21% | AoA 1.1  | Collect Traffic Data, Camera Streams and Camera Images  | 2% |  |  | 20 |  |
| AoA 1.2  | Collect Event Data and Event Updates | 2% |  |  | 20 |  |
| AoA 1.3  | Collect Asset Data  | 2% |  |  | 20 |  |
| AoA 1.4  | Translate, Aggregate and Validate Collected Data  | 3% |  |  | 30 |  |
| AoA 1.5  | Identify Abnormal Events, Calculate and Predict impacts  | 4% |  |  | 40 |  |
| AoA 1.6  | Generate Responses  | 4% |  |  | 40 |  |
| AoA 1.7  | Disseminate Data and Operational Intelligence | 4% |  |  | 40 |  |
| Improve Operational Services | 8% | AoA 2.1  | Deliver flexible, interoperable and increasingly automated Operational Services  | 8% |  |  | 80 |  |
| Deliver Transition and Transformation Services | 20% | AoA 3.1  | Deliver successful Transition  | 5% |  |  | 50 |  |
| AoA 3.2  | Deliver successful Transformation  | 15% |  |  | 150 |  |
| Management of the Services | 21% | AoA 4.1  | Organisational change, workforce and talent management and supplier relationship management  | 6% |  |  | 60 |  |
| AoA 4.2  | Continual improvement and knowledge management  | 5% |  |  | 50 |  |
| AoA 4.3  | Service management  | 5% |  |  | 50 |  |
| AoA 4.4  | Technology management  | 5% |  |  | 50 |  |
| **TOTAL** |  | **700** |  |

Table 4: Technical Submission marking table

**Annex 5: Worked example**

The tables below provide an example of a theoretical Final Tender assessment. This annex has been included for demonstration purposes only.

|  |  |
| --- | --- |
| **Award criteria** | **Weighting** |
| Quality | 70% |
| Price | 30% |

Table 5: Award criteria worked example

|  |  |  |
| --- | --- | --- |
| **Tenderer** | **DWLC** | **Total weighted marks** |
| A | £810,900 | 420 |
| B | £795,900 | 340 |
| C | £742,100 | 390 |

Table 6: Theoretical DWLC and total weighted marks

|  |  |  |
| --- | --- | --- |
| **Tenderer** | **Calculation** | **Price Score** |
| A | $$30×\left(2- \frac{£810,900}{£742,100}\right)$$ | 27.2 |
| B | $$30×\left(2- \frac{£795,900}{£742,100}\right)$$ | 27.8 |
| C | $$30×\left(2- \frac{£742,100}{£742,100}\right)$$ | 30.0 |

Table 7: Conversion of DWLC to a Price Score

|  |  |  |
| --- | --- | --- |
| **Tenderer** | **Calculation** | **Quality Score** |
| A | $$70×\left(\frac{420}{700}\right)$$ | 42.0 |
| B | $$70×\left(\frac{340}{700}\right)$$ | 34.0 |
| C | $$70×\left(\frac{390}{700}\right)$$ | 39.0 |

Table 8: Conversion of total weighted marks to a Quality Score

|  |  |  |
| --- | --- | --- |
| **Tenderer** | **Total Score** | **Ranking** |
| A | 69.2 | 1st |
| B | 61.8 | 3rd |
| C | 69 | 2nd |

Table 9: Theoretical Total Scores

**Annex 6: Assessment of the insurance response**

**Marking scheme for insurer identity** The insurer or insurers proposed by the Service Provider against each class of insurance in the column headed “Insurer identity (including any excess layer insurers)” in the Insurance Requirements Table are considered by the Customer based on its professional judgement to be of good financial standing, appropriately regulated and of good repute in the international insurance market.(a “Reputable Insurer”) as required by Clause 34.3 of the Contract. This will be evaluated on a **Pass/Fail** basis and the insurer proposed by the Service Provider in the Insurance Requirements Table for each category of insurance must be a Reputable Insurer to constitute a Pass.

**Agreement to Clause 34 and Schedule 2.5 (Insurance Requirements)** This will be evaluated on a **Pass/Fail** basis and Tenderer’s must confirm ‘Yes’ in agreement to Clause 34 and Schedule 2.5 to constitute a Pass.

1. <https://www.gov.uk/government/publications/the-green-book-appraisal-and-evaluation-in-central-governent> [↑](#footnote-ref-2)
2. The PSC Register is a register of all persons and corporate entities with significant control of UK registered businesses as required under the Register of People with Significant Control Regulations 2016.(2) . [↑](#footnote-ref-3)
3. The capitalised terms used in this table have the meanings given to them in the draft contract and the Descriptive Document. [↑](#footnote-ref-4)
4. Please refer to paragraph 3.3.4 to 3.3. of the Invitation to Submit Final Tenders. [↑](#footnote-ref-5)