

Enterprise Cheshire and Warrington (ECW)

INVITATION TO TENDER

FOR

**The Delivery of Decarbonisation Training Needs Analysis
in support of Regional Skills Mapping**

29th January 2025

ECW REF: RSM_TNA

Return Date of ITT: 12th February 2025

Enterprise Cheshire + Warrington

SECTION 1 – The ECW Profile

Our ambition is for Cheshire and Warrington to be the UK's healthiest, most sustainable, inclusive and growing economy.

Working in collaboration with local government, businesses, educational institutes and other public, private and community sector organisations, we help keep Cheshire and Warrington firmly on the map.

SECTION 2 – Scope of Procurement

Enterprise Cheshire and Warrington (ECW) is seeking a provider or consortium to deliver Training Needs Analysis and Plans (TNAPs) for employers in energy-intensive industries across Cheshire West and Chester and the surrounding area. This work forms part of the North West Regional Skills Pilot, which supports businesses transitioning to clean energy solutions such as hydrogen, carbon capture, and renewable energy. Please note that a SIC code definition of Energy Intensive Industries can be found at Annex A. This definition will be a starting point for defining the beneficiary companies. We expect to work with the successful bidder to further refine and triangulate this definition.

The North West industrial cluster, particularly around Ellesmere Port, has a high concentration of energy-intensive industries critical to the region's economy. These businesses must adapt to meet net-zero targets, which will require significant changes to their operations and workforce skills. The appointed provider will work with up to 20 employers (including at least five with over 100 employees). The TNAP for each organisation will:

- For existing job roles, identify and quantify the job roles that should receive support/professional development/retraining to facilitate the company's clean energy transition.
- Where the need for such support is current, identify the provider(s) that can fulfil these training requirements and broker a relationship between the employer and the relevant provider(s)
- For new job roles, identify those that might best be filled.

Enterprise Cheshire + Warrington

- Propose a realistic timeline for the upskilling/retraining of all existing staff in scope.
- Identify training needs gaps that could be met through Phase 2 of the DESNZ Regional Skills Pilot.

A key focus will be connecting employers to publicly funded training options where possible, such as Further Education (FE) courses or Sector-Based Work Academy Programmes (SWAPs). Where gaps in provision exist, the provider will propose solutions working alongside ECW, stakeholders, and other associated consultants, to identify new interventions that could be delivered through Phase 2 of the Office for Clean Energy Jobs (OCEJ) Regional Skills Pilot, subject to funding approval.

All participating employers are expected to agree to engage in the programme of work by the first week of March 2025, with early stakeholder mapping undertaken by ECW during early February ahead of appointment of this tender. Training Needs Analyses will be completed by March 2025, with finalised Training Plans by April 2025 and connections to training providers in place by May 2025. Outcomes will be shared with the North West Net Zero Hub, OCEJ, DESNZ, and regional stakeholders to support the North West's transition to clean energy. These partners, alongside other critical organisations that will be required to be consulted to ensure the success of this project such as the ECITB, EET, and Progressive Energy have been consulted whilst developing this brief and would also need to be engaged by the successful tenderer for this project.

The successful provider must demonstrate experience in engaging employers and training providers, delivering training needs assessments at pace, and navigating publicly funded skills programmes. Familiarity with industrial decarbonisation challenges and the North West's clean energy priorities will be advantageous.

Project management

Day to day project management will be provided by Michael Wolffe, Net Zero Programme Manager at ECW.

The appointed provider should make allowance for regular check-ins with the lead officer/s, and liaison via telephone and e-mail with officers and key stakeholders as necessary.

Enterprise Cheshire + Warrington

Budget

A budget of up to £55,000 excl. VAT is available.

Suppliers should quote against each activity in the pricing form provided, which must also show the daily rates for key members of staff / key delivery roles.

Consortium bids are welcomed provided there is a clear division of roles and responsibilities, and confirmation of which party will be the nominated lead.

We envision that all employer beneficiaries will have agreed to participate by the first week of March 2025, with Training Needs Analyses completed by end March 2025, and completion of Training Plans and brokerage support completed by the end of April 2025.

SECTION 4 – Award Criteria

4.1 Award Criteria

The Contract will be awarded on the basis of the following weighted award criteria:

	Award Criteria	Weighting
4.1.1	Conformance to Specification Submissions which do not, in the opinion of ECW, adequately meet the Performance Specification will not be marked for the Technical Merit and Price Criteria outlined below and will not be taken forward to any subsequent stages of the Tender evaluation.	PASS/FAIL
4.1.2	Technical Merit (Quality)	75%
4.1.3	Value for money	25%
	TOTAL	100%

The **Technical Merit** criteria is made up of the following sub-criteria:

4.1.2.1	Approach and methodology for the commission	25%
4.1.2.2	Track record and experience with similar skills projects	15%
4.1.2.3	Capacity/capability in the delivery of TNAs in the relevant occupational areas	20%
4.1.2.4	Approach to project management and quality assurance, including a project plan and timescale	15%

Technical scores from the Tender stage will then be added together to give a total **technical score out of 75 %** which will then be added to the **Value for money score (out of 25 %)** to give an **overall score of 100%**.

The evaluation of submissions will be on the criteria listed below in **section 4**. The criteria will count for 100% of the overall evaluation with the relevant weightings listed next to each individual criterion stated below.

Evaluation criteria will be a combination of both financial and non-financial factors and will consider the following areas:

4.2.1 Value for money (25%)

The value for money criteria carries a weighting of 25% of the overall achievable score. The supplier must provide an economically sound and commercially attractive proposal offering outstanding customer service and satisfaction.

Indication of any additional outputs or outcomes as part of the project/delivery plan or other considerations regarding value for money, including highlighting any social value that will be generated in delivery of the project outputs.

Please see Appendix 2 Pricing Schedule to be completed and returned by all suppliers.

4.2.2.1 Prices submitted as part of this ITT must remain open for acceptance for a minimum of 120 days from the closing date for the receipt of offers.

4.2.2.2 Prices must be exclusive of VAT. Please see Appendix 2 for Pricing schedule that should be completed and returned as part of your tender response.

4.2.2.3 The contract price will be fixed for the duration of the contract.

4.2.2.4 Bidders must demonstrate how their proposals represent overall value for money and how they will assist ECW with cost initiatives.

4.2.2 Technical Merit (Quality) (75%)

Quality – **This carries a weighting of 75%** of the overall achievable score and is broken down into the following areas and respective weightings.

WEIGHTING

1. COMPANY DETAILS

i) – iv) Provide company details Information only

2. UNDERSTANDING THE BRIEF

Yes/No

3. APPROACH AND METHODOLOGY FOR THE COMMISSION

25%

- i) Outline your approach to this project including:
- how you will identify, engage and enrol employers for TNAPs;

Enterprise Cheshire + Warrington

- your approach to acquiring data from an employer and working with employer data;
- your approach to delivering a TNAP with a participating employer;
- how you will broker publicly funded training where this is needed;
- how you will identify gaps between existing skills provision and business need to facilitate the clean energy transition.

ii) Please describe your understanding of the impact of the clean energy transition on particular occupations and the type of skills support that is likely to be required as a consequence, and how you would ensure a consistent approach across the diverse skillsets required in different organisations to facilitate the clean energy transition..

4. TRACK RECORD AND EXPERIENCE

(15%)

i) Describe your experience with relevant similar projects with employers in these sectors

5. CAPACITY/CAPABILITY

(20%)

Please describe the staff that you will deploy to deliver this project – their qualifications, professional accreditations, skills and experience. Please describe how much staff time (by staff type/named member of staff) will be deployed to support the delivery of the project.

6. APPROACH TO PROJECT MANAGEMENT AND QUALITY ASSURANCE

(15%)

i) Describe your approach to project management, and how you will approach quality assurance for this project.

ii) Please provide your project plan and the timetable for completion of this work.

7. VALUE FOR MONEY

(25%)

i). Please indicate any additional outputs or outcomes you anticipate as part of your project/delivery plan or other considerations regarding value for money, including highlighting any social value that will be generated in delivery of the project outputs. Social value additions could promote equality, diversity, and inclusion, accounting for both protected characteristics and broader concerns such as socioeconomic background, rurality, etc.

Please see Appendix 3 Supplier Technical Questions & Answer sheet to be completed and returned by all suppliers.

Enterprise Cheshire + Warrington

The information supplied will be checked for completeness and compliance before Tenders are evaluated. Failure to comply with any of the requirements or any other specified requirements might render a tender liable to disqualification.

NOTE: If any criteria within the specification document are classed as non-compliant ECW will not be able to take your tender through to the next stage. If, however, you state that you are non-compliant and are able to provide an alternative solution, ECW reserve the right to consider the alternative solution. No guarantee will be given that the alternative solution will be accepted.

4.3 Scoring Principles

Submitted Tenders will be assessed against the above criteria and scored using the following points system principles:

Scoring criteria	Score
Failure to respond or irrelevant information which fails to meet the requirement	0
Response is inadequate, significantly failing to meet the requirements	1
Response is unsatisfactory partially meets the requirement	2
Response is acceptable and meets the minimum requirement	3
Response is good - better than merely acceptable	4
Response is excellent, exceeds the requirement and gives added value	5

Clarifications maybe sought in writing, or by interview/presentation from the suppliers and scores adjusted accordingly. Visits to reference sites may also allow for adjustments to scores.

Full or partial proposals that in the opinion of ECW are unrealistically low or not reasonable sustainable (in terms of Quality or Price) may be rejected.

Technical scores will be added together to give a total **technical score out of 75%** which will then be added to the **Value for money score (out of 25%) to give an overall score of 100%**.

SECTION 5 – Submission requirements and timetable

5.1 Closing Date & Submission

The closing date and time for the receipt of submissions and all requested documentation relating to this stage is **(16:00 hours)** 12th February 2025. Late submissions will not be accepted.

Enterprise Cheshire + Warrington

Submissions will only be accepted if they are returned via email to tenders@cheshireandwarrington.com Bidders should not send their completed submissions to/copy in any other email address.

Tenderers are advised that it is **compulsory** to complete and return **all** of the following documents in the format provided as per the instructions of this ITT. All questions must be answered, where a question does not apply please state "Not applicable". Failure to complete the documents in full and/or provide all documentation will result in a non-compliant tender submission and will mean that your tender is not considered.

1. **Form of Tender Declaration (Appendix 1)**
2. **Pricing Schedule (Appendix 2)**
3. **Supplier Technical Questions & Answer Sheet (Appendix 3)**

5.2 Tender Queries

If you have any specific questions concerning this document or the process for submission of your proposal, then please email through to: tenders@cheshireandwarrington.com no later than **5th February 2025**. Only questions submitted to this email address will be answered. Queries received after this date will not be accepted and will not be responded to.

It would be most helpful if queries could be submitted in one email rather than piecemeal. If any question or request for clarification is considered to be of material significance, both the question and the response may be issued for review by all potential providers in a suitably anonymous form. All communication received from potential providers will be treated in strict confidence but are subject to this paragraph.

5.3 Proposed Schedule of Events

The proposed schedule for the procurement process is as follows. However, the dates indicated, except for the return date should be regarded as indicative at this stage as ECW reserves the right to extend and / or amend the timetable as necessary. Any major changes will be communicated to all potential tenderers.

Activity	Date
Invitation to Tender (ITT) Live	Wednesday 29 th January 2025
Deadline for queries	Wednesday 5 th February 2025
ECW response to queries via email to all tenderers	Friday 7 th February 2025
Tender submission deadline	Wednesday 12 th February 2025
Evaluation of submissions	Thursday 13 th February 2025
Interviews	Monday 17 th February 2025
Bidders notified of contract award	Tuesday 18 th February 2025

Enterprise Cheshire + Warrington

Contract signing	Wednesday 19 th February 2025
Contract to start	Wednesday 19 th February 2025

5.4 Instructions to tenderers

Bidders:

- Shall either destroy or return all documentation related to the tender process if ECW so directs
- Shall ensure that tenders are both technically and arithmetically correct. Should ECW discover any arithmetical errors in the bidder's tender prices then these shall be pointed out to the bidder who shall immediately correct the errors or they shall be asked to withdraw its tender or hold the prices submitted, at the discretion of ECW
- Shall not alter the ITT documents. Tender proposals will be deemed to comply entirely with the terms stated therein unless the bidder states otherwise in writing. If any alteration is made or if these instructions are not fully complied with, the tender proposal may be rejected
- Will be deemed to have satisfied themselves as to the sufficiency of their tender proposal and to have included in it all costs which may be incurred in the delivery of the services. They shall also be responsible for satisfying themselves as to the accuracy of all information associated with the contract and that all eventualities have been included

The contract will be entered into on the basis of the total tender package (inclusive of VAT) which will be included as part of the Contract Documents including any amounts or additions made and agreed during the tender proposal assessment period. ECW reserves the right not to contract or contract only in part with any bidder.

The information supplied within this ITT and accompanying documents reflects ECW's current view of the services required. Whilst the information in this ITT has been prepared in good faith, it does not purport to be comprehensive or to have been independently verified. This ITT is issued on the basis that:

- ECW does not accept any liability, responsibility or duty of care to any tenderer for the adequacy, accuracy or completeness of this ITT or for anything said or done in relation to the procurement to which this ITT relates;
- ECW does not make any (express or implied) representation or warranty either about the information contained in this ITT or on which it is based, or about any written or oral information that may be made available to any bidder;
- Nothing contained in this ITT constitutes an inducement or incentive in any way to persuade an interested person to pursue its interest, submit a tender proposal or enter into any contract;
- Neither this ITT nor any information supplied by ECW should be relied on as a promise or representation as to its future requirements;

Enterprise Cheshire + Warrington

• This ITT is neither an offer capable of acceptance nor is it intended to create a binding contract nor is it capable of creating such a contract by any subsequent actions

ECW reserves the right to suspend, cancel or withdraw the tender process at any time and will not be responsible for any costs incurred to potential suppliers.

SECTION 6 – Terms and conditions of tender submissions

Please see below for the terms and conditions of this tender. Through submitting a bid on this tender, you are committing to meet and abide by these terms and conditions:

6.1 Confidentiality and Disclaimer

This ITT is not an offer capable of acceptance, but represents a definition of specific legal service requirements and an invitation to submit a response addressing such requirements.

Neither the issue of the ITT to you, your preparation and submission of a tender, or the subsequent receipt and evaluation of your tender by ECW commits ECW to award a contract to you or any other bidder, even if all requirements stated in the ITT are met. ECW is not responsible directly or indirectly for any costs incurred by your firm in responding to this ITT and participating in ECW's procurement process.

All firms shall keep strictly confidential any and all information contained in this ITT, and other information or documents made available to it by or on behalf of ECW in connection with this ITT. The firms shall not disclose, nor allow any such information to be disclosed. Submission of a formal response to this ITT will confirm your agreement to observe these confidentiality requirements.

Contact by the firms with ECW during the bidding process should only be via the contact stated within this ITT. Respondents shall not offer or give any consideration of any kind to any employee or representative of ECW as an inducement or reward for doing, or refraining from doing, any act in relation to the obtaining or execution of this or any other contract with ECW.

6.2 Material Misrepresentation

ECW shall rely on the information provided by the bidder in relation to its offer. In providing the services as specified in the Invitation to Tender documents the successful bidder/tenderer shall comply with the contents of its offer as failure in this respect may constitute a material breach of contract.

6.3 Collusive Bidding

Enterprise Cheshire + Warrington

Collusive bidding is unacceptable to ECW. Any tenderer that is caught by ECW to be circumventing rules or the law during this tender process will automatically be disqualified from the tender process.

This applies to any bidder who:

- a). Fixes or adjusts the amount of his bid by or in accordance with any agreement or arrangement with any other person, or
- b). Communicates to any person other than ECW the amount or approximate amount of his proposal (except where such disclosure is made in confidence in order to obtain quotations necessary for the preparation of the tender for instance) or,
- c). Enters into any agreement or arrangement with any other person* that he shall refrain from bidding or as to the amount of any bid to be submitted, or
- d). Offers or agrees to pay or give, or does pay or gives any sum of money, inducement or valuable consideration directly or indirectly to any person for doing or having done, or causing or having caused to be done in relation to any Offer or proposed Offer for the Services or any act or omission will be disqualified (without prejudice to any other civil remedies available to ECW and without prejudice to any criminal liability which such conduct by a bidder may attract)

*NB Sub-contracting is permissible where the bidder believes that this will enhance their proposal, however this must be clearly stated.

6.4 Bribery

Bribery means any offence under the Bribery Act 2010 or related Laws creating offences in relation to offering, promising or giving a bribe or requesting, agreeing to receive or receiving a bribe

The Contractor agrees with the Client that this Contract will operate on the basis of zero tolerance being shown towards any Fraud and/or Bribery. The Contractor shall take all reasonable steps, in accordance with Good Industry Practice, to prevent Fraud and Bribery by Staff and the Contractor (including its shareholders, members, directors) in connection with the receipt of monies from the Client and with the operation of this Contract.

6.5 TUPE

The following provisions regarding TUPE are extremely important. Please ensure that you read them carefully.

ECW expects that TUPE will **not** apply to this contract.

In cases of TUPE Tenderers are advised to seek independent professional advice on the effect of TUPE. Tenderers must be prepared to accept all liabilities which may arise as a

Enterprise Cheshire + Warrington

consequence of the application of TUPE, should it apply. ECW takes no liability in regards to inaccuracy of TUPE information provided in this tender.

When submitting a Tender, Tenderers are required to include all costs relating to TUPE in their submission.

6.6 Data Protection Act Compliance

The successful bidder must comply with the UK General Data Protection Regulations (UK GDPR) and all applicable law concerning the processing of personal data and privacy. Full contract terms can be found within the terms and conditions (see Appendix 5).

ECW's privacy notice can be found at: <https://cheshireandwarrington.com/privacy-policy/>

6.7 Social Value

ECW's vision to be the healthiest, most sustainable, inclusive and growing economy in the UK, closely aligns to the Government's social value priorities.

Under the Public Services (Social Value) Act 2012 ECW must consider:

- a) how what is being procured might improve the economic, social and environmental well-being of the area where it exercises its functions, and
- b) how, in conducting the process of procurement, it might act with a view to securing that improvement.

In addition, the National Procurement Policy Statement ([National Procurement Policy Statement.pdf \(publishing.service.gov.uk\)](#)) sets out the following national priorities that should be considered alongside individual local priorities:

- creating new businesses, new jobs and new skills;
- tackling climate change and reducing waste, and
- improving supplier diversity, innovation and resilience.

All successful suppliers must be willing to work closely with ECW throughout the contract duration to assist them in achieving both their vision and their social value obligations.

ECW reserve the right to incorporate social value commitments made by the supplier as part of their tender submission into the resultant final contract.

Enterprise Cheshire + Warrington

APPENDIX 1 - FORM OF TENDER – TO BE COMPLETED AND RETURNED

Declaration by Tenderer

ITT Title: The Delivery of Decarbonisation Training Needs Analysis in support of Regional Skills Mapping

1. I, *[insert name]*, certify that I am the person duly authorised to sign tenders for and on behalf of *[insert company name]*, the tenderer, and having read the documents, offer to supply the goods, services or works:
 - as set out in the specification and accompanying tender documents, samples and/or drawings
 - under the terms and conditions indicated
 - at the price (or prices) specified in the attached tender documentation
2. It is agreed that any or other terms and conditions of contract or any caveats, assumptions, reservations or exclusions that may be printed on correspondence emanating from the tender, or any Contract resulting from this tender, shall not be applicable to this tender or agreement.
3. I certify that this is a bona fide tender and that I have not fixed or adjusted the amount of the tender by, or under, or in accordance with any agreement with any other person. I have not done, and undertake that I will not do at any time before the hour and date specified for the return of the tender, any of the following acts:
 - Communicate to a person other than ECW, the amount or approximate amount of the proposed tender, except where the disclosure, in confidence, of the approximate amount of the tender was necessary to obtain insurance premium quotations required for the preparation of the tender
 - Enter into an agreement or arrangement with any other person that he/she will refrain from tendering or to the amount of any tender to be submitted
 - Offer, or pay, or give, or agree to pay any sum of money or valuable consideration, directly or indirectly to any person for doing, or having done, or causing to be done in relation to any tender or proposed tender, for the said work, any act or thing of the sort described above
4. I further certify that the principles described in paragraph 3 have been, or will be, brought to the attention of all subcontractors, suppliers and associated companies providing services or materials connected with the tender and any contract entered into with the subcontractors, suppliers or associated companies will be made on the basis of the compliance with the above principles by all parties.

Enterprise Cheshire + Warrington

5. I understand that ECW reserves the right, unless the tenderer stipulates to the contrary in the tender, to accept such portion thereof as ECW may decide. ECW is not bound to accept the lowest or any tender.
6. I have obeyed the rules regarding confidentiality of tenders and will continue to do so as long as they apply.
7. I can confirm that I accept that any breach of any of the conditions could lead to any tender being rejected or to the rescission of the Contract by ECW.

Authorised Signatory	
Date	
Name in BLOCK LETTERS	
Job Title	
Telephone Number	
E-mail address	

Please ensure that the form is completed and signed before being returned with any other supporting documentation requested, by the due date and time. Use the checklist to ensure that you have submitted the relevant documents.

Enterprise Cheshire + Warrington

APPENDIX 2 – PRICE SCHEDULE – TO BE COMPLETED AND RETURNED

Activities 2 and 4 (see the specification - Annex 1 - for further detail) should be priced individually below:

Activity 2:

Staff Broken down by role			
Staff role/Name	Amount of time to be spent on project	day rate	Total
Attendance at meetings	Number of meetings	Rate	

Travel and subsistence		
Other costs: please specify		
Total Tendered Price (exc of VAT)		

Activity 3:

Staff Broken down by role			
Staff role/Name	Amount of time to be spent on project	day rate	Total
Attendance at meetings	Number of meetings	Rate	

Travel and subsistence		
Other costs: please specify		
Total Tendered Price (exc of VAT)		

NB: The price schedule may be returned on an excel spreadsheet.

Enterprise Cheshire + Warrington

APPENDIX 3 - SUPPLIER TECHNICAL QUESTIONS & ANSWER SHEET - TO BE COMPLETED AND RETURNED

1. COMPANY DETAILS

Please provide company details within the table below:

Question number	Question	Response
1(i)	Full name of the potential supplier submitting the information	
1(ii)	Registered office address (if applicable)	
1(iii)	Registered website address (if applicable)	
1(iv)	Trading status a) public limited company b) limited company c) limited liability partnership d) other partnership e) sole trader f) third sector g) other (please specify your trading status)	
1(v)	Date of registration in country of origin	
1(vi)	Company registration number (if applicable)	
1(vii)	Charity registration number (if applicable)	
1(viii)	Head office DUNS number (if applicable)	
1(ix)	Registered VAT number	

2. UNDERSTANDING THE BRIEF only)

YES/NO (for use by scorer

3. APPROACH AND METHODOLOGY FOR THE COMMISSION (25%)

i)	<p>Outline your approach to this project including</p> <ul style="list-style-type: none"> • how you will identify, engage and enrol employers for TNAPs; • your approach to acquiring data from an employer and working with employer data; • your approach to delivering a TNAP with a participating employer; • how you will broker publicly funded training where this is needed; • how you will identify gaps between existing skills provision and business need to facilitate the clean energy transition.
----	--

ANSWER FEEDBACK

ii) Please describe your understanding of the impact of the clean energy transition on particular occupations and the type of skills support that is likely to be required as a consequence, and how you would ensure a consistent approach across the diverse skillsets required in different organisations to facilitate the clean energy transition.

ANSWER FEEDBACK

4. TRACK RECORD AND EXPERIENCE (15%)

I) Describe your experience with relevant similar projects with employers in these sectors

ANSWER FEEDBACK

Enterprise Cheshire + Warrington

5. CAPACITY AND CAPABILITY (20%)

i). Please describe the staff that you will deploy to deliver this project – their qualifications, professional accreditations, skills and experience. Please describe how much staff time (by staff type/named member of staff) will be deployed to support the delivery of the project.

ANSWER FEEDBACK

6. APPROACH TO PROJECT MANAGEMENT AND QUALITY ASSURANCE (15%)

i). Describe your approach to project management, and how you will approach quality assurance for this project.

ANSWER FEEDBACK

ii). Please provide your project plan and the timetable for completion of this work

ANSWER FEEDBACK

7. VALUE FOR MONEY (25%)

i). Please indicate any additional outputs or outcomes you anticipate as part of your project/delivery plan or other considerations regarding value for money, including highlighting any social value that will be generated in delivery of the project outputs.

Enterprise Cheshire + Warrington

Social value additions could promote equality, diversity, and inclusion, accounting for both protected characteristics and broader concerns such as socioeconomic background, rurality, etc.

ANSWER FEEDBACK

Enterprise Cheshire + Warrington

APPENDIX 5 – CONDITIONS OF CONTRACT

ECW contract for the Supply of Services shall form the basis of the main terms and conditions of the contract (see attached document). The successful bidder must thoroughly read, agree and comply with the Contract Terms & Conditions Agreement.

Contractors Induction Checklist provided in tender documentation will form part of the contract.

Enterprise Cheshire + Warrington

Annex 1 SIC Definition of Energy Intensive Industries

Description of activity	SIC
Mining of hard coal	5.1
Quarrying of ornamental and building stone, limestone, gypsum, chalk and slate	8.11
Operation of gravel and sand pits; mining of clays and kaolin	8.12
Other mining and quarrying not elsewhere classified	8.99
Processing and preserving of poultry meat	10.12
Manufacture of grain mill products	10.61
Manufacture of prepared feeds for farm animals	10.91
Manufacture of malt	11.06
Preparation and spinning of textile fibres	13.1
Weaving of textiles	13.2
Manufacture of knitted and crocheted fabrics	13.91
Manufacture of carpets and rugs	13.93
Manufacture of non-wovens and articles made from non-wovens, except apparel	13.95
Manufacture of other technical and industrial textiles	13.96
Manufacture of other textiles not elsewhere classified	13.99
Manufacture of other wearing apparel and accessories	14.19
Manufacture of knitted and crocheted hosiery	14.31
Manufacture of other knitted and crocheted apparel	14.39
Tanning and dressing of leather; dressing and dyeing of fur	15.11
Sawmilling and planing of wood	16.1
Manufacture of veneer sheets and wood-based panels	16.21
Manufacture of other products of wood; manufacture of articles of cork, straw and plaiting materials	16.29
Manufacture of paper and paperboard	17.12
Manufacture of corrugated paper and paperboard and of containers of paper and paperboard	17.21
Manufacture of household and sanitary goods and of toilet requisites	17.22
Manufacture of wallpaper	17.24
Manufacture of refined petroleum products	19.2
Manufacture of industrial gases	20.11
Manufacture of other inorganic basic chemicals	20.13
Manufacture of other organic basic chemicals	20.14
Manufacture of fertilisers and nitrogen compounds	20.15
Manufacture of plastics in primary forms	20.16
Manufacture of synthetic rubber in primary forms	20.17
Manufacture of man-made fibres	20.6
Manufacture of rubber tyres and tubes; retreading and rebuilding of rubber tyres	22.11
Manufacture of other rubber products	22.19

Enterprise Cheshire + Warrington

Manufacture of plastic plates, sheets, tubes and profiles	22.21
Manufacture of plastic packing goods	22.22
Manufacture of other plastic products	22.29
Manufacture of flat glass	23.11
Manufacture of hollow glass	23.13
Manufacture of glass fibres	23.14
Manufacture and processing of other glass, including technical glassware	23.19
Manufacture of refractory products	23.2
Manufacture of ceramic tiles and flags	23.31
Manufacture of bricks, tiles and construction products, in baked clay	23.32
Manufacture of other technical ceramic products	23.44
Manufacture of other ceramic products	23.49
Manufacture of cement	23.51
Manufacture of lime and plaster	23.52
Manufacture of plaster products for construction purposes	23.62
Manufacture of fibre cement	23.65
Manufacture of other non-metallic mineral products not elsewhere classified	23.99
Manufacture of basic iron and steel and of ferro-alloys	24.1
Manufacture of tubes, pipes, hollow profiles and related fittings of steel	24.2
Cold drawing of bars	24.31
Cold rolling of narrow strip	24.32
Cold drawing of wire	24.34
Aluminium production	24.42
Lead, zinc and tin production	24.43
Copper production	24.44
Other non-ferrous metal production	24.45
Casting of iron	24.51
Casting of steel	24.52
Casting of light metals	24.53
Casting of other non-ferrous metals	24.54
Manufacture of light metal packaging	25.92
Manufacture of electronic components	26.11
Manufacture of batteries and accumulators	27.2
Manufacture of other electronic and electric wires and cables	27.32
Manufacture of machinery for metallurgy	28.91