



# Invitation to Quote

Questions

**Invitation to Quote (ITQ) on behalf of UK Space Agency**

**Subject: UK SBS UKSA Space Surveillance Horizon Scanning**

**Sourcing reference number UK SBS PR18167**

## **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 <http://www.uksbs.co.uk/services/procure/Pages/supplier.aspx>

**PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY**

## COMMERCIAL QUESTIONNAIRE

<b>SEL1.1</b>	<b>Please state the full legal name and address and contact details of the organisation tendering (or organisation acting as lead contact where a consortium bid is being submitted).</b>																								
Bidder guidance	The information should be based on the details of the organisation bidding (or organisation acting as lead contact where a consortium bid is being submitted). This is the legal entity with whom we will Contract if successful.																								
Scoring criteria	For information only																								
Bidder response	<table border="1"> <tr> <td colspan="2"><b>Table</b></td> </tr> <tr> <td>Bidders full legal name</td> <td></td> </tr> <tr> <td>Address line 1</td> <td></td> </tr> <tr> <td>Address line 2</td> <td></td> </tr> <tr> <td>Address line 3</td> <td></td> </tr> <tr> <td>Address line 4</td> <td></td> </tr> <tr> <td>Town / City</td> <td></td> </tr> <tr> <td>Country</td> <td></td> </tr> <tr> <td>Post code (or equivalent)</td> <td></td> </tr> <tr> <td>Bidder contact</td> <td></td> </tr> <tr> <td>Telephone No.</td> <td></td> </tr> <tr> <td>Email</td> <td></td> </tr> </table>	<b>Table</b>		Bidders full legal name		Address line 1		Address line 2		Address line 3		Address line 4		Town / City		Country		Post code (or equivalent)		Bidder contact		Telephone No.		Email	
<b>Table</b>																									
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<b>SEL1.2</b>	<p><b>In the last three years, has any finding of unlawful discrimination been made against your organisation by an Employment Tribunal, an Employment Appeal Tribunal or any other court (or in comparable proceedings in any jurisdiction other than the UK)? And/or;</b></p> <p><b>In the last three years, has your organisation had a complaint upheld following an investigation by the Equality and Human Rights Commission or its predecessors (or a comparable body in any jurisdiction other than the UK), on grounds of alleged unlawful discrimination?</b></p>
Bidder guidance	<p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Fail</p> <p><b>No</b> – Pass</p> <p>*If you have answered “yes” please provide, as an attachment to this question, a summary of the nature of the investigation and an explanation of the outcome of the investigation to date.</p> <p>If the investigation upheld the complaint against your organisation, please use the attachment to explain what action (if any) you have taken to prevent unlawful discrimination from reoccurring.</p> <p>You may be excluded if you are unable to demonstrate to the Contracting Authority’s satisfaction that appropriate remedial action has been taken to prevent similar unlawful discrimination reoccurring.</p>
Scoring Criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>SEL3.11</b>	If you are Commercial organisation with a minimum financial turnover of £36M, please confirm that you are compliant with Section 54 of the Modern Slavery Act 2015.
Bidder guidance	The Bidder shall choose from the following options; A. N/A – our turnover is less than £36M B. Yes – information attached C. No (with justification) – we are not compliant but will be prior to commencement of a contract D. No – we are not and will not be compliant at the time of award of the contract
Scoring Criteria	Mandatory Pass/ Fail
Bidder response	Selection

<b>SEL3.14</b>	<p>Please provide details of up to three contracts that you have performed during the past five years, for a similar type of contracted research / study.</p> <p>Bidders who are unable to provide appropriate evidence that meet the above criteria will fail.</p> <p>The named contact provided should be able to provide written evidence to confirm the accuracy of the information provided below.</p> <p>Consortia bids should provide relevant examples of where the consortium has delivered similar requirements. If this is not possible (e.g. the consortium is newly formed or a Special Purpose Vehicle is to be created for this contract) then three separate examples should be provided between the principal member(s) of the proposed consortium or Special Purpose Vehicle (three examples are not required from each member).</p> <p>Where the Supplier is a Special Purpose Vehicle, or a managing agent not intending to be the main provider of the supplies or services, the information requested should be provided in respect of the main intended provider(s) or sub-contractor(s) who will deliver the contract.</p> <p>UK SBS make no commitment to contact the organisation named; it does however reserve the right to contact the organisation at any time in the procurement to validate the content of the Bidder's answer.</p> <p>Bidder Guidance - The Bidder shall ensure all reference(s) comply with the requirements of having a similar scope and value to this procurement are still running or have been completed in the last ten years to achieve a pass.</p> <p>Scoring Criteria - Mandatory Pass/Fail</p>
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	<b>Contract 1</b>	<b>Contract 2</b>	<b>Contract 3</b>
<b>Name of customer organisation</b>			
<b>Point of contact in the organisation</b>			
<b>Position in the organisation</b>			
<b>E-mail address</b>			
<b>Description of contract and the services provided</b>			
<b>Contract Start date</b>			
<b>Contract completion date</b>			
<b>Estimated contract value</b>			
	Scoring Criteria – Mandatory Pass/fail		

<b>Insurance</b>	
SEL4.4	<p>SEL4.4 Please self-certify whether you already have, or can commit to obtain, prior to the commencement of the contract, the levels of insurance cover indicated below:</p> <p>Employer's (Compulsory) Liability Insurance = £5million  Professional Indemnity Insurance = £1million</p> <p>Bidder Guidance - It is a legal requirement that all companies hold Employer's</p>

	<p>(Compulsory) Liability Insurance of £5 million as a minimum. Please note this requirement is not applicable to Sole Traders.</p> <p>The Bidder shall answer yes or no</p> <p>Yes= Pass No= Fail</p> <p>Scoring Criteria - Mandatory Pass/fail</p>
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<b>FOI1.1</b>	<p><b>FREEDOM OF INFORMATION ACT 2000 (FOI) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR)</b></p> <p>Information provided in the course of the procurement process may be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004 if requested under an FOI request or EIR request.</p> <p>Please note that some of the information provided may be protected under the FOI Act exemptions and EIR Exceptions. More information on applying the exemptions or exceptions can be found under the Information Commissioners Office (ICO) website <a href="http://ico.org.uk">http://ico.org.uk</a></p> <p>Please confirm you have been informed that information provided under this Bid may be disclosed under the FOI Act 2000 and Environmental Information Regulations 2004 and agree to it being published irrespective of submitting a successful or unsuccessful Bid.</p>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>FOI1.2</b>	<p><b>FREEDOM OF INFORMATION ACT 2000 (FOI) AND / OR ENVIRONMENTAL INFORMATION REGULATIONS 2004 (EIR) EXEMPTIONS</b></p> <p>Please complete this section <u>only</u> if you have agreed for your information to be disclosed under the FOI Act or EIR in Question FOI1.1.</p> <p>If you have not agreed to your information to be disclosed under the FOI Act or EIR in Question FOI1.1 please complete a field 'N/A' (Not applicable)</p> <p>If you have agreed for your information to be disclosed under the FOI Act or EIR in Question FOI1.1 please tell us what exemptions or exceptions may apply to your information and why? If you are not relying on any exemptions or exceptions please complete each field 'N/A' (Not applicable)</p>
Bidder guidance	<p>The Bidder shall provide details of their proposed exemptions/exception in the table below.</p> <p>The Bidder (irrespective of submitting a successful or unsuccessful Bid) shall note that if the Contracting Authority believes that the suggested Exemptions or Exceptions have not been applied properly as per the Act or Regulation, the Contracting Authority will disclose the requested information</p>

	<p>unless another exemption or exception can be applied by the Contracting Authority.          Be aware that by completing FOI1.1 and answering 'Yes' you have agreed for UK SBS to disclose the provided information under the Freedom of Information Act 2000 or Environmental Information Regulation 2004, therefore you will not be approached for consent.</p>	
Scoring criteria	For information only	
Bidder response	Confidential Information	Justification for exemption/exception under FOI Act
	Commercially sensitive information	Justification for exemption/exception under FOI Act

**Commercial Questionnaire – Lot 1: New Satellite Technologies**

AW1.1	<p><b>FORM OF BID</b></p> <p>I declare that to the best of my knowledge the answers submitted in this ITQ are correct. I understand that the information will be used in the process to assess my organisation's suitability to be invited to bid for the Contracting Authority's requirement and I am signing on behalf of my organisation. I understand that the Contracting Authority may reject this ITQ if there is a failure to answer all relevant questions fully or if I provide false/misleading information.</p> <p>I understand that the Government's transparency agenda requires that sourcing documents, including ITQ templates such as this, are published on a designated, publicly searchable web site, and, that the same applies to other sourcing documents issued by the Contracting Authority, including the ITQ, and any contract entered into by the Contracting Authority or its customers with its preferred supplier once the procurement is complete.</p> <p>By submitting a response to this ITQ I agree that our participation may be made public.</p> <p>I understand that the answers given in this response will not be published on the web site (but may fall to be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004).</p> <p>By submitting a response to this ITQ I agree and accept the justification for the Contracting Authority's evaluation criteria.</p> <p>By submitting a response to this ITQ I agreed and accept that the Contracting Authority reserves the right to change without notice the procedure for awarding the Contract, to reject any or all bids for the Contract, to stop the process and not award the Contract (in whole or in part) at any time without any liability on its part.</p> <p>By submitting a response to this ITQ I agree and accept that nothing in this process is intended to form any express or implied contractual relationship between the Parties unless and until a Contract is</p>
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	<p>awarded. The Contracting Authority is not liable for any costs resulting from cancellation of this process nor any costs incurred by Bidders taking part in this procurement process.</p> <p>I understand that where sourcing documents issued by the Contracting Authority or contracts with its suppliers fall to be disclosed the Contracting Authority will redact them as it thinks necessary, having regard (inter alia) to the exemptions/exceptions in the FOIA or EIR.</p>
Bidder guidance	<p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass</p> <p><b>No</b> – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW1.3</b>	<p><b>CERTIFICATE OF BONA FIDE BID</b></p> <p>The essence of procurement is that the customer shall receive bona fide competitive Bids, from all those Bidding. In recognition of this principle, we certify that this is a bona fide bid, intended to be competitive and that we have not fixed or adjusted the amount of bid by or under or in accordance with any agreement with any other person.</p> <p>We also certify that we have not done and we undertake that we will not do at any time before the hour and date specified for the return of this bid any of the following:</p> <ul style="list-style-type: none"> <li>(a) Communicate to a person other than the person calling for these bids the amount or approximate amount of the proposed bid, except where the disclosure, in confidence, of the approximate amount of the bid was necessary to obtain insurance premium quotations for the preparation of the bid;</li> <li>(b) Enter 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;</li> <li>(c) Offer to pay or agree to pay or give any sum of money or valuable consideration directly or indirectly to any person for doing or having done or causing or have caused to be done in relation to any other bid or proposed bid for the said supply / service any act or thing of the sort described above.</li> </ul> <p>In this certificate, the word "person" includes any persons and any body or association, corporate or unincorporated, and any "agreement or arrangement" includes any such transaction, formal or informal, and whether legally binding or not. We acknowledge that the Contracting Authority will be entitled to cancel the contract and to recover from us the amount of any loss resulting from such cancellation if we or our representatives (whether with our without our knowledge) shall have practiced collusion in Bidding for this contract or any other contract with the Contracting Authority or shall employ any corrupt or illegal practices either in the obtaining or execution of this contract or any other contract with the Contracting Authority. We agree that the Contracting Authority may disclose the Bidders information/documentation (submitted to the Contracting Authority during this Procurement) more widely within Government for the purpose of ensuring effective cross-Government procurement processes, including value for money and related purposes.</p>
Bidder guidance	<p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass</p> <p><b>No</b> – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW3.1</b>	<p><b>In the event of a Bidder successfully providing the most advantageous offer to the Contracting Authority against a procurement requirement, the Bidder is expected to provide an answer to the attached questions as a validation check prior to the award of any Contract.</b></p> <p><b>If the Bidder fails to meet the Contracting Authority's expectations we reserve the right to not award the Contract to the relevant Bidder and either award to the Bidder with the second most advantageous response or run a new procurement.</b></p>
Bidder guidance	<p>The Bidder is not required to complete the validation check at this stage but will be required to respond to the questions in the event of providing the most advantageous offer to the Contracting Authority's against a procurement requirement.</p> <p><b>Yes – Pass</b> <b>No – Fail</b></p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes I have understood that I need to complete the validation check in the event of providing the most advantageous offer to the Contracting Authority against a procurement requirement.

<b>AW4.1</b>	<b>Please confirm your acceptance of the attached Contract Terms.</b>
Bidder guidance	<p>The Bidder shall answer <b>Yes, No with justification</b> or <b>No</b></p> <p><b>Yes – Pass</b> <b>No with justification – Pass.</b> See question AW4.2 for details of what amounts to a valid justification. <b>No – Fail</b></p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes, No with justification, No

<b>AW4.2</b>	<b>Where a Bidder has answered question AW4.1 with 'no with justification' they must detail the justification and the proposed change to the clause.</b>
Bidder guidance	<p>A justification for not accepting a specific clause or series of clauses from the attached Contract Terms is that the Bidder would be in breach of legal requirements or statutory regulations by complying with that clause or series of clauses (i.e. for the avoidance of doubt, being unable to comply with a clause or series of clauses because of an internal policy reason will not be considered to be a justification for a legal requirement or statutory regulation).</p> <p>Where the Bidder has answered question AW4.1 as "no with justification", the Bidder shall provide a Contract mark-up utilising track changes detailing the relevant clause, the proposed changes to the clause and the justification for the changes. In this case, the Bidder shall score a pass if (but only if) the Contracting Authority considers both the following requirements are satisfied:</p> <ul style="list-style-type: none"> <li>the reasons stated as justifying the Bidder's statement that it cannot accept the Contract Terms due to legal requirements or statutory</li> </ul>

	<p>regulations are valid; and</p> <ul style="list-style-type: none"> <li>the changes submitted do not create significant risk for the Contracting Authority and are reasonably necessary and proportionate to ensure the Bidder complies with the legal requirements and statutory regulations.</li> </ul> <p>Where a Bidder has answered Question AW4.1 with 'Yes' or 'No' it must answer 'not applicable' to achieve a Pass to question AW4.2 (noting that an answer of 'No' to question AW4.1 has already resulted in a fail). In the event of a Bidder answering Yes or No to Question AW4.1 and then providing a proposed mark up, rejection of a clause or a justification for a change then the response will be a Fail.</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	<p>Drop down menu 'N/A' 'I have answered AW4.1 'No with justification' and attach modifications / requested / justification'.</p>

## PRICE QUESTIONNAIRE

<p><b>AW5.2</b></p>	<p><b>Bidders are required to complete the Excel Pricing Schedule attached in the Bidder Response section.</b></p> <p><b>All prices shall be exclusive of VAT. For the avoidance of doubt the Total price in column E of the pricing schedule will be used for calculations.</b></p> <p><b>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</b></p>																								
<p>Bidder guidance</p>	<p>Bidders shall confirm they have completed the Pricing Schedule. The scoring methodology for this question shall be: The lowest price for a response which meets the pass criteria shall score 100.</p> <p>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.</p> <p>Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50</p> <p>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 x 50 = 40)</p> <p>The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.</p> <p>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 lowest score possible is 0.</p> <p>For example, assuming the lowest bid is £100,000.</p> <table border="1" data-bbox="411 1435 1406 1783"> <thead> <tr> <th>Bid Price</th> <th>Differential to the lowest price which meets the mandatory pass criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>£100,000</td> <td>0</td> <td>100</td> </tr> <tr> <td>£120,000</td> <td>20%</td> <td>80</td> </tr> <tr> <td>£140,000</td> <td>40%</td> <td>60</td> </tr> <tr> <td>£150,000</td> <td>50%</td> <td>50</td> </tr> <tr> <td>£175,000</td> <td>75%</td> <td>25</td> </tr> <tr> <td>£200,000</td> <td>100%</td> <td>0</td> </tr> <tr> <td>£300,000</td> <td>200%</td> <td>0</td> </tr> </tbody> </table>	Bid Price	Differential to the lowest price which meets the mandatory pass criteria	Score	£100,000	0	100	£120,000	20%	80	£140,000	40%	60	£150,000	50%	50	£175,000	75%	25	£200,000	100%	0	£300,000	200%	0
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£175,000	75%	25																							
£200,000	100%	0																							
£300,000	200%	0																							
<p>Scoring criteria</p>	<p>Maximum Marks 30 %</p>																								
<p>Bidder response</p>	<p>Attachment</p>																								

<b>AW5.6</b>	<b>Please confirm if you are successfully awarded this contract your implementation team will work with the Contracting Authority to ensure that e-invoicing is established within 28 days of Contract award by the Contracting Authority.</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

### QUALITY QUESTIONNAIRE

<b>AW6.1</b>	<b>Please confirm your compliance in delivering the requirements outlined in Section 4 of the ITQ document</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW6.2</b>	<b>Variable Bids</b>
Bidder guidance	The Contracting Authority shall not accept variable bids as part of this Procurement. The criteria in regards to variable bids for this Procurement is outlined below.  The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> - We have provided a variable bid only – <b>Fail</b> <b>No</b> - We have chosen to only offer a main bid and have not chosen to provide an alternative bid submission – <b>Pass</b>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW6.3</b>	<b>Capacity</b>
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	Do you have the capacity to complete the deliverables within the timeframes? Please confirm your ability to have everything in place in order to start work on acceptance of the contract offer and finish no-later than 31 <sup>st</sup> March 2019.
Bidder guidance	<p>It is critical that the project is delivered within the timeframe mentioned above.</p> <p>Please confirm your ability to have everything in place in order to begin this contract on acceptance of contract and to complete the whole project no-later than 31<sup>st</sup> March 2019.</p> <p>The Bidder shall answer Yes or No</p> <p>Yes – Pass No – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes/No

<b>PROJ1.1</b>	<b>Approach/ Methodology</b>
	Please clearly explain and give reasoning for your proposed methodology and approach to achieving the objectives (as detailed in Section 4 – Specification) and delivering the outputs highlighted in the specification.
Bidder guidance	<p>Bidders are asked to provide their approach and methodology, as a minimum your response should:</p> <ul style="list-style-type: none"> <li>• Set out how your methods meet the project objectives;</li> <li>• Give a detailed description of the methods to be used in undertaking the project, indicating the resources that will be utilised, outlining a clear justification as to why your chosen methodologies will provide the best outcomes;</li> <li>• Give a detailed description of the method to be used to make a quantitative assessment of the uptake and impact of new technologies, including currently unknown disruptive technologies;</li> <li>• Explain the methodological challenges, for example access to datasets, international approaches or contributors</li> </ul> <p>An attachment is allowed for this question.</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring	Scoring will be based on 0-100 scoring methodology as stated in the ITQ

criteria	document. Maximum marks 20.00%
Bidder response	Attachment

<b>PROJ1.2</b>	<b>Staff to Deliver Project.</b>  Please provide details about the proposed team of people who will be essential to the successful delivery of this project.
Bidder guidance	Bidders are asked to provide details about the proposed team who will undertake this requirement.  As a minimum your response should include: <ul style="list-style-type: none"> <li>• Specific roles and project responsibilities of the key individuals in your organisation and the percentage of time that they will spend on the project relative to their overall work load.</li> <li>• A list of key individuals that will be involved in the project as partners or subcontractors, their roles and responsibilities and how you intend to manage these throughout the project to ensure a quality outcome.</li> <li>• Any additional support that would be needed and from whom (e.g. collaborators on the project or subject matter experts), in order to undertake and complete this project.</li> <li>• Skills and expertise of the team that may be relevant to the project</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document. Maximum marks 15.00%
Bidder response	Attachment

<b>PROJ1.3</b>	<b>Understanding the Project Topic – Space Surveillance and Tracking – Capability Study</b>  Demonstrate your understanding of the project topic, detailing any knowledge relevant to the project and policy/programme area, including any data sources or research relevant to the project.
Bidder guidance	Bidders are asked to demonstrate their understanding of the Project.  As a minimum your response should include:

	<ul style="list-style-type: none"> <li>• Interpretation of the project and what is required</li> <li>• Set out how you expect to obtain data on: <ul style="list-style-type: none"> <li>○ New technologies under development in industry and academia, including pipeline technologies</li> <li>○ Potentially disruptive technologies</li> </ul> </li> <li>• How you will ensure the successful delivery of the project, you may support this with examples.</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	<p>Scoring will be based on 0-100 scoring methodology as stated in the ITQ document.</p> <p>Maximum marks 20.00%</p>
Bidder response	Attachment

<b>PROJ1.4</b>	<p><b>Project Plan and Timescales</b></p> <p>Please outline your proposed project plan and timescales, ensuring the key deadlines outlined in the specification are met.</p>
Bidder guidance	<p>Bidders are asked to provide details of the project plan and timescales associated with it.</p> <p>As a minimum your response should cover;</p> <ul style="list-style-type: none"> <li>• A detailed timetable for carrying out the work based on the proposed approach and method</li> <li>• Highlight key milestones and deadlines, including suggested meetings and progress reports. The milestones should include at least; kick-off, mid-term review and final presentation and</li> <li>• A Gantt chart</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4 plus the Gantt chart. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	<p>Scoring will be based on 0-100 scoring methodology as stated in the ITQ document</p> <p>Maximum marks 10.00%</p>
Bidder response	Attachment

<b>PROJ1.5</b>	<b>Risk Management</b>  Please provide details of up to 5 internal and up to 5 external key risks that could affect the delivery of this project.
Bidder guidance	Bidders are asked to provide details of all key risks (both external and internal) that could affect the delivery of this project and how they will be mitigated.  As a minimum your response should include: <ul style="list-style-type: none"> <li>• Any possible risk factors</li> <li>• A demonstration of your tools and processes to mitigate risk in this project; and</li> <li>• Completion of Risk Matrix (Annex B).</li> </ul> We will be looking for details on how these risks are identified, the processes and tools used and how you intend to mitigate them.  An attachment is allowed for this question.  This question is limited to up to 3 sides of A4 plus completion of Risk Matrix Annex B. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document Maximum marks 5.00%
Bidder response	Attachment

## Commercial Questionnaire – Lot 2: Industrial and Political Landscape

<b>AW1.1</b>	<b>FORM OF BID</b> I declare that to the best of my knowledge the answers submitted in this ITQ are correct. I understand that the information will be used in the process to assess my organisation's suitability to be invited to bid for the Contracting Authority's requirement and I am signing on behalf of my organisation. I understand that the Contracting Authority may reject this ITQ if there is a failure to answer all relevant questions fully or if I provide false/misleading information. I understand that the Government's transparency agenda requires that sourcing documents, including ITQ templates such as this, are published on a designated, publicly searchable web site, and, that the same applies to other sourcing documents issued by the Contracting Authority, including the ITQ, and any contract entered into by the Contracting Authority or its customers with its preferred supplier once the procurement is complete. By submitting a response to this ITQ I agree that our participation may be made public.
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	<p>I understand that the answers given in this response will not be published on the web site (but may fall to be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004).</p> <p>By submitting a response to this ITQ I agree and accept the justification for the Contracting Authority's evaluation criteria.</p> <p>By submitting a response to this ITQ I agreed and accept that the Contracting Authority reserves the right to change without notice the procedure for awarding the Contract, to reject any or all bids for the Contract, to stop the process and not award the Contract (in whole or in part) at any time without any liability on its part.</p> <p>By submitting a response to this ITQ I agree and accept that nothing in this process is intended to form any express or implied contractual relationship between the Parties unless and until a Contract is awarded. The Contracting Authority is not liable for any costs resulting from cancellation of this process nor any costs incurred by Bidders taking part in this procurement process.</p> <p>I understand that where sourcing documents issued by the Contracting Authority or contracts with its suppliers fall to be disclosed the Contracting Authority will redact them as it thinks necessary, having regard (inter alia) to the exemptions/exceptions in the FOIA or EIR.</p>
Bidder guidance	<p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass</p> <p><b>No</b> – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW1.3</b>	<p><b>CERTIFICATE OF BONA FIDE BID</b></p> <p>The essence of procurement is that the customer shall receive bona fide competitive Bids, from all those Bidding. In recognition of this principle, we certify that this is a bona fide bid, intended to be competitive and that we have not fixed or adjusted the amount of bid by or under or in accordance with any agreement with any other person.</p> <p>We also certify that we have not done and we undertake that we will not do at any time before the hour and date specified for the return of this bid any of the following:</p> <ul style="list-style-type: none"> <li>(a) Communicate to a person other than the person calling for these bids the amount or approximate amount of the proposed bid, except where the disclosure, in confidence, of the approximate amount of the bid was necessary to obtain insurance premium quotations for the preparation of the bid;</li> <li>(b) Enter 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;</li> <li>(c) Offer to pay or agree to pay or give any sum of money or valuable consideration directly or indirectly to any person for doing or having done or causing or have caused to be done in relation to any other bid or proposed bid for the said supply / service any act or thing of the sort described above.</li> </ul> <p>In this certificate, the word "person" includes any persons and any body or association, corporate or unincorporated, and any "agreement or arrangement" includes any such transaction, formal or informal, and whether legally binding or not. We acknowledge that the Contracting Authority will be entitled to cancel the contract and to recover from us the amount of any loss resulting from such cancellation if we or our representatives (whether with our without our knowledge) shall have practiced collusion in Bidding for this contract or any other contract with the Contracting Authority or shall employ any corrupt or illegal practices either in the obtaining or</p>
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	<b>execution of this contract or any other contract with the Contracting Authority. We agree that the Contracting Authority may disclose the Bidders information/documentation (submitted to the Contracting Authority during this Procurement) more widely within Government for the purpose of ensuring effective cross-Government procurement processes, including value for money and related purposes.</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW3.1</b>	<b>In the event of a Bidder successfully providing the most advantageous offer to the Contracting Authority against a procurement requirement, the Bidder is expected to provide an answer to the attached questions as a validation check prior to the award of any Contract.</b>  <b>If the Bidder fails to meet the Contracting Authority’s expectations we reserve the right to not award the Contract to the relevant Bidder and either award to the Bidder with the second most advantageous response or run a new procurement.</b>
Bidder guidance	The Bidder is not required to complete the validation check at this stage but will be required to respond to the questions in the event of providing the most advantageous offer to the Contracting Authority’s against a procurement requirement. <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes I have understood that I need to complete the validation check in the event of providing the most advantageous offer to the Contracting Authority against a procurement requirement.

<b>AW4.1</b>	<b>Please confirm your acceptance of the attached Contract Terms.</b>
Bidder guidance	The Bidder shall answer <b>Yes, No with justification</b> or <b>No</b> <b>Yes</b> – Pass <b>No with justification</b> – Pass. See question AW4.2 for details of what amounts to a valid justification. <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes, No with justification, No

<b>AW4.2</b>	<b>Where a Bidder has answered question AW4.1 with ‘no with justification’ they must detail the justification and the proposed change to the clause.</b>
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Bidder guidance	<p>A justification for not accepting a specific clause or series of clauses from the attached Contract Terms is that the Bidder would be in breach of legal requirements or statutory regulations by complying with that clause or series of clauses (i.e. for the avoidance of doubt, being unable to comply with a clause or series of clauses because of an internal policy reason will not be considered to be a justification for a legal requirement or statutory regulation).</p> <p>Where the Bidder has answered question AW4.1 as "no with justification", the Bidder shall provide a Contract mark-up utilising track changes detailing the relevant clause, the proposed changes to the clause and the justification for the changes. In this case, the Bidder shall score a pass if (but only if) the Contracting Authority considers both the following requirements are satisfied:</p> <ul style="list-style-type: none"> <li>• the reasons stated as justifying the Bidder's statement that it cannot accept the Contract Terms due to legal requirements or statutory regulations are valid; and</li> <li>• the changes submitted do not create significant risk for the Contracting Authority and are reasonably necessary and proportionate to ensure the Bidder complies with the legal requirements and statutory regulations.</li> </ul> <p>Where a Bidder has answered Question AW4.1 with 'Yes' or 'No' it must answer 'not applicable' to achieve a Pass to question AW4.2 (noting that an answer of 'No' to question AW4.1 has already resulted in a fail).</p> <p>In the event of a Bidder answering Yes or No to Question AW4.1 and then providing a proposed mark up, rejection of a clause or a justification for a change then the response will be a Fail.</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	<p>Drop down menu  'N/A'  'I have answered AW4.1 'No with justification' and attach modifications / requested / justification'.</p>

## PRICE QUESTIONNAIRE

<p><b>AW5.2</b></p>	<p><b>Bidders are required to complete the Excel Pricing Schedule attached in the Bidder Response section.</b></p> <p><b>All prices shall be exclusive of VAT. For the avoidance of doubt the Total price in column E of the pricing schedule will be used for calculations.</b></p> <p><b>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</b></p>																								
<p>Bidder guidance</p>	<p>Bidders shall confirm they have completed the Pricing Schedule. The scoring methodology for this question shall be: The lowest price for a response which meets the pass criteria shall score 100.</p> <p>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.</p> <p>Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50</p> <p>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 (<math>80/100 \times 50 = 40</math>)</p> <p>The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.</p> <p>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 lowest score possible is 0.</p> <p>For example, assuming the lowest bid is £100,000.</p> <table border="1" data-bbox="411 1435 1391 1783"> <thead> <tr> <th>Bid Price</th> <th>Differential to the lowest price which meets the mandatory pass criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>£100,000</td> <td>0</td> <td>100</td> </tr> <tr> <td>£120,000</td> <td>20%</td> <td>80</td> </tr> <tr> <td>£140,000</td> <td>40%</td> <td>60</td> </tr> <tr> <td>£150,000</td> <td>50%</td> <td>50</td> </tr> <tr> <td>£175,000</td> <td>75%</td> <td>25</td> </tr> <tr> <td>£200,000</td> <td>100%</td> <td>0</td> </tr> <tr> <td>£300,000</td> <td>200%</td> <td>0</td> </tr> </tbody> </table>	Bid Price	Differential to the lowest price which meets the mandatory pass criteria	Score	£100,000	0	100	£120,000	20%	80	£140,000	40%	60	£150,000	50%	50	£175,000	75%	25	£200,000	100%	0	£300,000	200%	0
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<p>Scoring criteria</p>	<p>Maximum Marks 30 %</p>																								
<p>Bidder response</p>	<p>Attachment</p>																								

<b>AW5.6</b>	<b>Please confirm if you are successfully awarded this contract your implementation team will work with the Contracting Authority to ensure that e-invoicing is established within 28 days of Contract award by the Contracting Authority.</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

### QUALITY QUESTIONNAIRE

<b>AW6.1</b>	<b>Please confirm your compliance in delivering the requirements outlined in Section 4 of the ITQ document</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW6.2</b>	<b>Variable Bids</b>
Bidder guidance	The Contracting Authority shall not accept variable bids as part of this Procurement. The criteria in regards to variable bids for this Procurement is outlined below.  The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> - We have provided a variable bid only – <b>Fail</b> <b>No</b> - We have chosen to only offer a main bid and have not chosen to provide an alternative bid submission – <b>Pass</b>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW6.3</b>	<b>Capacity</b>
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	Do you have the capacity to complete the deliverables within the timeframes? Please confirm your ability to have everything in place in order to start work on acceptance of the contract offer and finish no-later than 31 <sup>st</sup> March 2019.
Bidder guidance	<p>It is critical that the project is delivered within the timeframe mentioned above.</p> <p>Please confirm your ability to have everything in place in order to begin this contract on acceptance of contract and to complete the whole project no-later than 31st March 2019.</p> <p>The Bidder shall answer Yes or No</p> <p>Yes – Pass No – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes/No

<b>PROJ1.1</b>	<b>Approach/ Methodology</b>
	Please clearly explain and give reasoning for your proposed methodology and approach to achieving the objectives (as detailed in Section 4 – Specification) and delivering the outputs highlighted in the specification.
Bidder guidance	<p>Bidders are asked to provide their approach and methodology, as a minimum your response should:</p> <ul style="list-style-type: none"> <li>• Set out how your methods meet the project objectives;</li> <li>• Give a detailed description of the methods to be used in undertaking the project, indicating the resources that will be utilised, outlining a clear justification as to why your chosen methodologies will provide the best outcomes;</li> <li>• Explain the methodological challenges, for example access to datasets, international approaches or contributors</li> </ul> <p>An attachment is allowed for this question.</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document. Maximum marks 20.00%
Bidder	Attachment

response	
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<b>PROJ1.2</b>	<b>Staff to Deliver Project.</b>
	Please provide details about the proposed team of people who will be essential to the successful delivery of this project.
Bidder guidance	<p>Bidders are asked to provide details about the proposed team who will undertake this requirement.</p> <p>As a minimum your response should include:</p> <ul style="list-style-type: none"> <li>• Specific roles and project responsibilities of the key individuals in your organisation and the percentage of time that they will spend on the project relative to their overall work load.</li> <li>• A list of key individuals that will be involved in the project as partners or subcontractors, their roles and responsibilities and how you intend to manage these throughout the project to ensure a quality outcome.</li> <li>• Any additional support that would be needed and from whom (e.g. collaborators on the project or subject matter experts), in order to undertake and complete this project.</li> <li>• Skills and expertise of the team that may be relevant to the project</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document. Maximum marks 15.00%
Bidder response	Attachment

<b>PROJ1.3</b>	<b>Understanding the Project Topic – Space Surveillance and Tracking – Capability Study</b>
	Demonstrate your understanding of the project topic, detailing any knowledge relevant to the project and policy/programme area, including any data sources or research relevant to the project.
Bidder guidance	<p>Bidders are asked to demonstrate their understanding of the Project.</p> <p>As a minimum your response should include:</p> <ul style="list-style-type: none"> <li>• Interpretation of the project and what is required</li> <li>• Set out how you expect to obtain data on: <ul style="list-style-type: none"> <li>○ Aspirations of industry and international governments to</li> </ul> </li> </ul>

	<p>utilise earth orbit over the next 25 years</p> <ul style="list-style-type: none"> <li>• How you will ensure the successful delivery of the project, you may support this with examples.</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	<p>Scoring will be based on 0-100 scoring methodology as stated in the ITQ document.</p> <p>Maximum marks 20.00%</p>
Bidder response	Attachment

<b>PROJ1.4</b>	<b>Project Plan and Timescales</b>
	<p>Please outline your proposed project plan and timescales, ensuring the key deadlines outlined in the specification are met.</p>
Bidder guidance	<p>Bidders are asked to provide details of the project plan and timescales associated with it.</p> <p>As a minimum your response should cover;</p> <ul style="list-style-type: none"> <li>• A detailed timetable for carrying out the work based on the proposed approach and method</li> <li>• Highlight key milestones and deadlines, including suggested meetings and progress reports. The milestones should include at least; kick-off, mid-term review and final presentation and</li> <li>• A Gantt chart</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4 plus the Gantt chart. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	<p>Scoring will be based on 0-100 scoring methodology as stated in the ITQ document</p> <p>Maximum marks 10.00%</p>
Bidder response	Attachment

<b>PROJ1.5</b>	<b>Risk Management</b>
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	Please provide details of up to 5 internal and up to 5 external key risks that could affect the delivery of this project.
Bidder guidance	<p>Bidders are asked to provide details of all key risks (both external and internal) that could affect the delivery of this project and how they will be mitigated.</p> <p>As a minimum your response should include:</p> <ul style="list-style-type: none"> <li>• Any possible risk factors</li> <li>• A demonstration of your tools and processes to mitigate risk in this project; and</li> <li>• Completion of Risk Matrix (Annex B).</li> </ul> <p>We will be looking for details on how these risks are identified, the processes and tools used and how you intend to mitigate them.</p> <p>An attachment is allowed for this question.</p> <p>This question is limited to up to 3 sides of A4 plus completion of Risk Matrix Annex B. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document Maximum marks 5.00%
Bidder response	Attachment

### Commercial Questionnaire – Lot 3: Future SST Capability

AW1.1	<p><b>FORM OF BID</b></p> <p><b>I declare that to the best of my knowledge the answers submitted in this ITQ are correct. I understand that the information will be used in the process to assess my organisation’s suitability to be invited to bid for the Contracting Authority’s requirement and I am signing on behalf of my organisation. I understand that the Contracting Authority may reject this ITQ if there is a failure to answer all relevant questions fully or if I provide false/misleading information.</b></p> <p><b>I understand that the Government’s transparency agenda requires that sourcing documents, including ITQ templates such as this, are published on a designated, publicly searchable web site, and, that the same applies to other sourcing documents issued by the Contracting Authority, including the ITQ, and any contract entered into by the Contracting Authority or its customers with its preferred supplier once the procurement is complete.</b></p> <p><b>By submitting a response to this ITQ I agree that our participation may be made public.</b></p> <p><b>I understand that the answers given in this response will not be published on the web site (but may fall to be disclosed under Freedom of Information Act 2000 or Environmental Information Regulations 2004).</b></p> <p><b>By submitting a response to this ITQ I agree and accept the</b></p>
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	<p>justification for the Contracting Authority's evaluation criteria.  <b>By submitting a response to this ITQ I agreed and accept that the Contracting Authority reserves the right to change without notice the procedure for awarding the Contract, to reject any or all bids for the Contract, to stop the process and not award the Contract (in whole or in part) at any time without any liability on its part.</b>  <b>By submitting a response to this ITQ I agree and accept that nothing in this process is intended to form any express or implied contractual relationship between the Parties unless and until a Contract is awarded. The Contracting Authority is not liable for any costs resulting from cancellation of this process nor any costs incurred by Bidders taking part in this procurement process.</b>  <b>I understand that where sourcing documents issued by the Contracting Authority or contracts with its suppliers fall to be disclosed the Contracting Authority will redact them as it thinks necessary, having regard (inter alia) to the exemptions/exceptions in the FOIA or EIR.</b></p>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes – Pass</b> <b>No – Fail</b>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW1.3</b>	<p><b>CERTIFICATE OF BONA FIDE BID</b></p> <p>The essence of procurement is that the customer shall receive bona fide competitive Bids, from all those Bidding. In recognition of this principle, we certify that this is a bona fide bid, intended to be competitive and that we have not fixed or adjusted the amount of bid by or under or in accordance with any agreement with any other person.</p> <p>We also certify that we have not done and we undertake that we will not do at any time before the hour and date specified for the return of this bid any of the following:</p> <ul style="list-style-type: none"> <li>(a) Communicate to a person other than the person calling for these bids the amount or approximate amount of the proposed bid, except where the disclosure, in confidence, of the approximate amount of the bid was necessary to obtain insurance premium quotations for the preparation of the bid;</li> <li>(b) Enter 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;</li> <li>(c) Offer to pay or agree to pay or give any sum of money or valuable consideration directly or indirectly to any person for doing or having done or causing or have caused to be done in relation to any other bid or proposed bid for the said supply / service any act or thing of the sort described above.</li> </ul> <p>In this certificate, the word "person" includes any persons and any body or association, corporate or unincorporated, and any "agreement or arrangement" includes any such transaction, formal or informal, and whether legally binding or not. We acknowledge that the Contracting Authority will be entitled to cancel the contract and to recover from us the amount of any loss resulting from such cancellation if we or our representatives (whether with our without our knowledge) shall have practiced collusion in Bidding for this contract or any other contract with the Contracting Authority or shall employ any corrupt or illegal practices either in the obtaining or execution of this contract or any other contract with the Contracting Authority. We agree that the Contracting Authority may disclose the Bidders information/documentation (submitted to the Contracting Authority during this Procurement) more widely within Government for the purpose of ensuring effective cross-Government procurement processes, including value for money and related purposes.</p>
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Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW3.1</b>	<b>In the event of a Bidder successfully providing the most advantageous offer to the Contracting Authority against a procurement requirement, the Bidder is expected to provide an answer to the attached questions as a validation check prior to the award of any Contract.</b>  <b>If the Bidder fails to meet the Contracting Authority’s expectations we reserve the right to not award the Contract to the relevant Bidder and either award to the Bidder with the second most advantageous response or run a new procurement.</b>
Bidder guidance	The Bidder is not required to complete the validation check at this stage but will be required to respond to the questions in the event of providing the most advantageous offer to the Contracting Authority’s against a procurement requirement. <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes I have understood that I need to complete the validation check in the event of providing the most advantageous offer to the Contracting Authority against a procurement requirement.

<b>AW4.1</b>	<b>Please confirm your acceptance of the attached Contract Terms.</b>
Bidder guidance	The Bidder shall answer <b>Yes, No with justification</b> or <b>No</b> <b>Yes</b> – Pass <b>No with justification</b> – Pass. See question AW4.2 for details of what amounts to a valid justification. <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu - Yes, No with justification, No

<b>AW4.2</b>	<b>Where a Bidder has answered question AW4.1 with ‘no with justification’ they must detail the justification and the proposed change to the clause.</b>
Bidder guidance	A justification for not accepting a specific clause or series of clauses from the attached Contract Terms is that the Bidder would be in breach of legal requirements or statutory regulations by complying with that clause or series of clauses (i.e. for the avoidance of doubt, being unable to comply with a clause or series of clauses because of an internal policy reason will not be considered to be a justification for a legal requirement or statutory regulation).

	<p>Where the Bidder has answered question AW4.1 as "no with justification", the Bidder shall provide a Contract mark-up utilising track changes detailing the relevant clause, the proposed changes to the clause and the justification for the changes. In this case, the Bidder shall score a pass if (but only if) the Contracting Authority considers both the following requirements are satisfied:</p> <ul style="list-style-type: none"> <li>• the reasons stated as justifying the Bidder's statement that it cannot accept the Contract Terms due to legal requirements or statutory regulations are valid; and</li> <li>• the changes submitted do not create significant risk for the Contracting Authority and are reasonably necessary and proportionate to ensure the Bidder complies with the legal requirements and statutory regulations.</li> </ul> <p>Where a Bidder has answered Question AW4.1 with 'Yes' or 'No' it must answer 'not applicable' to achieve a Pass to question AW4.2 (noting that an answer of 'No' to question AW4.1 has already resulted in a fail). In the event of a Bidder answering Yes or No to Question AW4.1 and then providing a proposed mark up, rejection of a clause or a justification for a change then the response will be a Fail.</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	<p>Drop down menu 'N/A' 'I have answered AW4.1 'No with justification' and attach modifications / requested / justification'.</p>

## PRICE QUESTIONNAIRE

<p><b>AW5.2</b></p>	<p><b>Bidders are required to complete the Excel Pricing Schedule attached in the Bidder Response section.</b></p> <p><b>All prices shall be exclusive of VAT. For the avoidance of doubt the Total price in column E of the pricing schedule will be used for calculations.</b></p> <p><b>All costs appearing elsewhere in the Bid but not mentioned in this Pricing Schedule shall be presumed waived.</b></p>																								
<p>Bidder guidance</p>	<p>Bidders shall confirm they have completed the Pricing Schedule. The scoring methodology for this question shall be: The lowest price for a response which meets the pass criteria shall score 100.</p> <p>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.</p> <p>Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50</p> <p>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 (<math>80/100 \times 50 = 40</math>)</p> <p>The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.</p> <p>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 lowest score possible is 0.</p> <p>For example, assuming the lowest bid is £100,000.</p> <table border="1" data-bbox="411 1435 1406 1783"> <thead> <tr> <th>Bid Price</th> <th>Differential to the lowest price which meets the mandatory pass criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>£100,000</td> <td>0</td> <td>100</td> </tr> <tr> <td>£120,000</td> <td>20%</td> <td>80</td> </tr> <tr> <td>£140,000</td> <td>40%</td> <td>60</td> </tr> <tr> <td>£150,000</td> <td>50%</td> <td>50</td> </tr> <tr> <td>£175,000</td> <td>75%</td> <td>25</td> </tr> <tr> <td>£200,000</td> <td>100%</td> <td>0</td> </tr> <tr> <td>£300,000</td> <td>200%</td> <td>0</td> </tr> </tbody> </table>	Bid Price	Differential to the lowest price which meets the mandatory pass criteria	Score	£100,000	0	100	£120,000	20%	80	£140,000	40%	60	£150,000	50%	50	£175,000	75%	25	£200,000	100%	0	£300,000	200%	0
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<p>Scoring criteria</p>	<p>Maximum Marks 30 %</p>																								
<p>Bidder response</p>	<p>Attachment</p>																								

<b>AW5.6</b>	<b>Please confirm if you are successfully awarded this contract your implementation team will work with the Contracting Authority to ensure that e-invoicing is established within 28 days of Contract award by the Contracting Authority.</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

### QUALITY QUESTIONNAIRE

<b>AW6.1</b>	<b>Please confirm your compliance in delivering the requirements outlined in Section 4 of the ITQ document</b>
Bidder guidance	The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> – Pass <b>No</b> – Fail
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW6.2</b>	<b>Variable Bids</b>
Bidder guidance	The Contracting Authority shall not accept variable bids as part of this Procurement. The criteria in regards to variable bids for this Procurement is outlined below.  The Bidder shall answer <b>Yes</b> or <b>No</b> <b>Yes</b> - We have provided a variable bid only – <b>Fail</b> <b>No</b> - We have chosen to only offer a main bid and have not chosen to provide an alternative bid submission – <b>Pass</b>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW6.3</b>	<b>Capacity</b>
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	Do you have the capacity to complete the deliverables within the timeframes? Please confirm your ability to have everything in place in order to start work on acceptance of the contract offer and finish no-later than 31 <sup>st</sup> March 2019.
Bidder guidance	<p>It is critical that the project is delivered within the timeframe mentioned above.</p> <p>Please confirm your ability to have everything in place in order to begin this contract on acceptance of contract and to complete the whole project no-later than 31st March 2019.</p> <p>The Bidder shall answer Yes or No</p> <p>Yes – Pass No – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes/No

<b>PROJ1.1</b>	<b>Approach/ Methodology</b>
	Please clearly explain and give reasoning for your proposed methodology and approach to achieving the objectives (as detailed in Section 4 – Specification) and delivering the outputs highlighted in the specification.
Bidder guidance	<p>Bidders are asked to provide their approach and methodology, as a minimum your response should:</p> <ul style="list-style-type: none"> <li>• Set out how your methods meet the project objectives;</li> <li>• Give a detailed description of the methods to be used in undertaking the project, indicating the resources that will be utilised, outlining a clear justification as to why your chosen methodologies will provide the best outcomes;</li> <li>• Give a detailed description of the method to be used to make a quantitative assessment of the uptake and impact of new technologies, including currently unknown disruptive technologies;</li> <li>• Explain the methodological challenges, for example access to datasets, international approaches or contributors</li> </ul> <p>An attachment is allowed for this question.</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring	Scoring will be based on 0-100 scoring methodology as stated in the ITQ

criteria	document. Maximum marks 20.00%
Bidder response	Attachment

<b>PROJ1.2</b>	<b>Staff to Deliver Project.</b>  Please provide details about the proposed team of people who will be essential to the successful delivery of this project.
Bidder guidance	Bidders are asked to provide details about the proposed team who will undertake this requirement.  As a minimum your response should include: <ul style="list-style-type: none"> <li>• Specific roles and project responsibilities of the key individuals in your organisation and the percentage of time that they will spend on the project relative to their overall work load.</li> <li>• A list of key individuals that will be involved in the project as partners or subcontractors, their roles and responsibilities and how you intend to manage these throughout the project to ensure a quality outcome.</li> <li>• Any additional support that would be needed and from whom (e.g. collaborators on the project or subject matter experts), in order to undertake and complete this project.</li> <li>• Skills and expertise of the team that may be relevant to the project</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document. Maximum marks 15.00%
Bidder response	Attachment

<b>PROJ1.3</b>	<b>Understanding the Project Topic – Space Surveillance and Tracking – Capability Study</b>  Demonstrate your understanding of the project topic, detailing any knowledge relevant to the project and policy/programme area, including any data sources or research relevant to the project.
Bidder guidance	Bidders are asked to demonstrate their understanding of the Project.  As a minimum your response should include:

	<ul style="list-style-type: none"> <li>• Interpretation of the project and what is required</li> <li>• Set out how you expect to obtain data on: <ul style="list-style-type: none"> <li>○ New technologies under development in industry and academia, including pipeline technologies</li> <li>○ Potentially disruptive technologies</li> </ul> </li> <li>• How you will ensure the successful delivery of the project, you may support this with examples.</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	<p>Scoring will be based on 0-100 scoring methodology as stated in the ITQ document.</p> <p>Maximum marks 20.00%</p>
Bidder response	Attachment

<b>PROJ1.4</b>	<p><b>Project Plan and Timescales</b></p> <p>Please outline your proposed project plan and timescales, ensuring the key deadlines outlined in the specification are met.</p>
Bidder guidance	<p>Bidders are asked to provide details of the project plan and timescales associated with it.</p> <p>As a minimum your response should cover;</p> <ul style="list-style-type: none"> <li>• A detailed timetable for carrying out the work based on the proposed approach and method</li> <li>• Highlight key milestones and deadlines, including suggested meetings and progress reports. The milestones should include at least; kick-off, mid-term review and final presentation and</li> <li>• A Gantt chart</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to up to 4 sides of A4 plus the Gantt chart. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	<p>Scoring will be based on 0-100 scoring methodology as stated in the ITQ document</p> <p>Maximum marks 10.00%</p>
Bidder response	Attachment

<b>PROJ1.5</b>	<b>Risk Management</b>  Please provide details of up to 5 internal and up to 5 external key risks that could affect the delivery of this project.
Bidder guidance	<p>Bidders are asked to provide details of all key risks (both external and internal) that could affect the delivery of this project and how they will be mitigated.</p> <p>As a minimum your response should include:</p> <ul style="list-style-type: none"> <li>• Any possible risk factors</li> <li>• A demonstration of your tools and processes to mitigate risk in this project; and</li> <li>• Completion of Risk Matrix (Annex B).</li> </ul> <p>We will be looking for details on how these risks are identified, the processes and tools used and how you intend to mitigate them.</p> <p>An attachment is allowed for this question.</p> <p>This question is limited to up to 3 sides of A4 plus completion of Risk Matrix Annex B. Any additional content provided beyond this will not be considered or scored during the evaluation process. Responses should be submitted in Font Arial 11pt using single line spacing.</p>
Scoring criteria	Scoring will be based on 0-100 scoring methodology as stated in the ITQ document Maximum marks 5.00%
Bidder response	Attachment