

Section D – Tender Evaluation

Introduction

- D1. This section contains further detail on the Tender Evaluation process as well as the specific marking criteria, scores, and applicable weightings.
- D2. Tenderers are reminded that all Tender submissions will ONLY be evaluated on the information and evidence provided within the Tender. Tenderers must not assume any prior knowledge that the Authority may have, as this will not be considered in the evaluation process. In addition, Tenderers are to note that different elements of all Tender submissions will be evaluated by different members of the Authority's evaluation team in isolation. Therefore, the Tenderer must ensure all cross-references to other sections within its Tender are clear and accurate, and not assume that an evaluator has had sight of other sections of its Tender. Where sections of the Tender rely on or are linked to information included within other sections the Tenderer is to clearly identify these relationships within all sections.

Accelerated Restricted Procedure

- D3. This Contract will be awarded using the accelerated restricted procedure under Regulation 17 of the Defence and Security Public Contract Regulations (DSPCR) 2011 (the "Restricted Procedure").
- D4. The award of the contract shall be based on the offer which is the most economically advantageous tender from the point of view of the Authority ("MEAT") using the Value for Money Index method to five decimal places. This Value for Money Index will be multiplied by 1000000 to two decimal places to get a readable score.
- D5. The Value for Money Index divides the total score of the non-cost (quality) criteria by the tender cost. It ranks tenders on the quality (represented by the non-cost score) for each £ (or £k or £m) of cost. This is referred to as the absolute method which evaluates an individual tender exclusively on its own merits.
- D6. An example of a Value for Money Index calculation gives the following results:

Tender	Non-Cost score						Cost Ex VAT	VFM Index	Rank
	Comm	SoTR	IPMP (70%)	Social Value (10%)	Reports (20%)	Total			
A	Pass	Pass	54.25	4	4.8	63.05	£4,450,000	14.17	2
B	Pass	Pass	61.60	10	11.2	82.80	£4,650,000	17.81	1
C	Pass	Pass	16.8*	6	13.6	36.40	£3,900,000	N/A	N/A
D	Pass	Fail	N/A	N/A	N/A	N/A	N/A	N/A	N/A

* = did not meet minimum threshold score for IPMP

The highest VFM Index provides more 'quality' / non-cost score per £ and is therefore the winning tender.

Evaluation of Tenderers Responses in Defence Sourcing Portal (DSP)

- D7. The Authority will evaluate the Tenderer's proposal in the Defence Sourcing Portal (DSP) under three envelopes:

- a. **Qualification Envelope** – refer to paragraph D8 below
- b. **Technical Envelope – non-cost (quality) criteria** *(this refers to all 'non-cost' elements of the tender evaluation including; technical evaluation, engineering evaluation, commercial evaluation (excluding cost or price), safety evaluation, quality evaluation etc. Essentially it includes all aspects of the tender evaluation other than the cost or price).*
- i. Question Section 2.1 – Commercial Deliverables
This Question Section is Pass/Fail criteria.
- ii. Question Section 2.2 – Statement of Technical Requirements Compliance
This Question Section is Pass/Fail criteria.
- iii. Question Section 2.3 – Integrated Project Management Plan (IPMP)
This Question Section is weighted and equates to 70% of the overall non-cost (quality) score.
- iv. Question Section 2.4 – Social Value
This Question Section is weighted equates to 10% of the overall non-cost (quality) score.
- v. Question Section 2.5 – Reports
This Question Section is weighted equates to 20% of the overall non-cost (quality) score.
- c. **Commercial Envelope – tender cost** *(this refers to the 'cost' or pricing elements of the evaluation only. This does not include commercial aspects of the tender evaluation which are considered as part of the 'technical' or non-cost evaluation).*

Qualification Envelope

- D8. The Tenderer is requested to confirm that under the Qualification Envelope on the DSP, you can download and open the attached Tender Documents.

Technical Envelope

Question Section 2.1 - Commercial Deliverables

- D9. This Question Section is Pass / Fail criteria and is included in the overall non-cost (quality) score.
- D10. In order for the Tenderer's Tender to meet the requirements of this Question Section 2.1 – Commercial Deliverables and to progress to the MEAT Value for Money Index calculation undertaken in the Commercial Envelope in accordance with paragraph D56 below, the Tenderer shall have met all of the evaluation criteria listed below in Table 1 (Section 2.1 Commercial Deliverables):

Table 1 – Section 2.1 Commercial Deliverables

DSP Ref	Tender Document	Evaluation Criteria	Evaluation Marking
2.1.1	UNPRICED DEFFORM 47 Annex A – Tender Submission Document (Offer)	<p>The Tender shall submit an UNPRICED DEFFORM 47 Annex A – Tender Submission Document (Offer) for the Workboats In-Service Support Requirement. Including all of the Mandatory Declarations (further details are contained in in Appendix 1 to DEFFORM 47 Annex A (offer).</p> <p>Tenderers are to note that Defence Sourcing Portal (DSP) only allows one attachment to be uploaded per question. Therefore, Tenderer's are to upload one zipped file for this question.</p> <p>The Maximum size of the zipped file that can be uploaded is 500MB.</p>	Pass / Fail
2.1.2	Conflict of Interest Compliance Regime	<p>The Tenderer shall submit an acceptable Compliance Regime as outlined at Paragraphs F7 – F10 of this DEFFORM 47. This only applies where the Tenderer identifies a potential Conflict of Interest arising from this Contract and any you currently carry out.</p>	Pass / Fail
2.1.3	Validity	<p>The Tenderer shall ensure their Tender is valid / open for acceptance for one hundred and eighty (180) calendar days from the Tender return date. If successful, the Tender must be open for acceptance for a further thirty (30) calendar days. Outlined at Paragraph C3 of this DEFFORM 47.</p>	Pass / Fail
2.1.4	UNPRICED Annex C (Schedule 2A SOTR – Pricing – 11m SWB)	<p>The Tenderer shall submit an UNPRICED DEFFORM 47 Annex C (Schedule 2A Statement of Technical Requirements – Pricing – 11m SWB).</p>	Pass / Fail
2.1.5	UNPRICED Annex D (Schedule 2B SOTR – Pricing – 11m SSB)	<p>The Tenderer shall submit an UNPRICED DEFFORM 47 Annex D (Schedule 2B Statement of Technical Requirements – Pricing – 11m SSB).</p>	Pass / Fail
2.1.6	UNPRICED Annex E (Schedule 2C SOTR – Pricing – 15m RSB)	<p>The Tenderer shall submit an UNPRICED DEFFORM 47 Annex E (Schedule 2C Statement of Technical Requirements – Pricing – 15m RSB).</p>	Pass / Fail
2.1.7	UNPRICED Annex F (Schedule 2D SOTR – Pricing – 15m OTB)	<p>The Tenderer shall submit an UNPRICED DEFFORM 47 Annex F (Schedule 2D Statement of Technical Requirements – Pricing – 15m OTB).</p>	Pass / Fail

DSP Ref	Tender Document	Evaluation Criteria	Evaluation Marking
2.1.8	UNPRICED Annex G (Schedule 2E SOTR – Pricing – 15m DSB)	The Tenderer shall submit an UNPRICED DEFFORM 47 Annex G (Schedule 2E Statement of Technical Requirements – Pricing – 15m DSB).	Pass / Fail
2.1.9	UNPRICED Annex H (Schedule 2F SOTR Pricing – 15m SMB)	The Tenderer shall submit an UNPRICED DEFFORM 47 Annex H (Schedule 2F Statement of Technical Requirements – Pricing – 15m SMB).	Pass / Fail
2.1.10	UNPRICED Annex I (Schedule 2G SOTR – Pricing – 13.8m PTB)	The Tenderer shall submit an UNPRICED DEFFORM 47 Annex I (Schedule 2G Statement of Technical Requirements – Pricing – 13.8m PTB).	Pass / Fail
2.1.11	UNPRICED Annex J (Schedule 2H SOTR – Pricing – HMS MAGPIE)	The Tenderer shall submit an UNPRICED DEFFORM 47 Annex J (Schedule 2H Statement of Technical Requirements – Pricing – HMS MAGPIE).	Pass / Fail
2.1.12	Statement of Acceptance of Terms and Conditions and Schedules	<p>The Tenderer shall confirm their unqualified acceptance of all the Terms and Conditions of Contract, including Schedules, in the accompanying ITT Material. Any offer made subject to additional or alternative conditions may not be considered and may be rejected on the grounds of such conditions alone.</p> <p>The Tenderer may, however, present their understanding or interpretation via clarification questions regarding Conditions of Contract, which they seek to clarify understanding.</p>	Pass / Fail

D11. If a Tenderer is evaluated as scoring a 'Fail' for any of the Tender Documents in Table 1 (Section 2.1 Commercial Deliverables) they will be removed from the Tender Evaluation.

Question Section 2.2 – Statement of Technical Requirements Compliance

D12. This Question Section is Pass / Fail criteria and is included in the overall non-cost (quality) score.

D13. In order for the Tenderer's Tender to meet the requirements of this Question Section 2.2 – Statement of Technical Requirements Compliance and to progress to the MEAT Value for Money Index calculation undertaken in the Commercial Envelope in accordance with paragraph D56 below, the Tenderer shall have met the evaluation criteria listed below in Table 2 (Statement of Technical Requirements Compliance):

Table 2 – Statement of Technical Requirements Compliance

DSP Ref	Tender Document	Evaluation Criteria	Evaluation Marking
2.2.1	Schedule 2 (Statement of Technical Requirements)	<p>The Tenderer shall provide a compliance statement against the Statement of Technical Requirements. A statement of compliance against each requirement is not required; a single written statement confirming compliance against all the requirements is sufficient.</p> <p>Where the Tenderer is non-complaint or partially complaint against any aspect, these are to be stated, along with a full explanation and a precise statement of what is being offered in place of the Authority's requirement(s), including its effect on any other aspect of the Tender.</p>	Pass / Fail

D14. If a Tenderer is evaluated as scoring 'Fail' for the Tender Document in Table 2 (Statement of Technical Requirements Compliance) they will be removed from the Tender Evaluation.

Question Section 2.3 – Integrated Project Management Plan (IPMP)

D15. This Question Section is weighted and equates to 70% of the overall non-cost (quality) score.

D16. In order for the Tenderer's Tender to meet the requirements of this Question Section 2.3 – Integrated Project Management Plan and to progress to the MEAT Value for Money Index calculation undertaken in the Commercial Envelope, in accordance with paragraph D56 below, the Tenderer shall submit a compliant IPMP.

D17. The IPMP shall detail how the Tenderer will manage performance and delivery of the services specified in the Statement of Technical Requirements (Schedule 2) and Schedule of Technical Requirements – Pricing (Schedule 2A) and must meet the requirements set out in Part 2 – Technical Deliverables of Annex B to DEFFORM 47. The Tenderer's IPMP shall be clear, concise, and comprehensive.

D18. Tenderers must not exceed the maximum number of sides of A4 text including relevant diagrams/maps/designs for each IPMP Section, as detailed in Table 4 (IPMP Evaluation Plan). All sides of A4 text in excess of the sides of A4 text limit specified, will not be considered by the Authority. In accordance with the DEFFORM 47, please ensure that your written submission is in 11pt Arial.

D19. Each section of the IPMP will also be reviewed and evaluated for compliance with the Authority's Specification (Schedule 2). Where the Tenderers' response is not fully compliant, they shall also provide a statement on the level of compliance along with a detailed explanation of why, and where, the Tenderers' response is not fully compliant.

D20. The IPMP sections will be evaluated using the criteria in the scoring matrix at Table 3a (IPMP Capability Assessment Scoring Scale) or Table 3b (IPMP Capability Assessment Pass or Fail Criteria) for all IPMP sections in Table 4 (IPMP Evaluation Plan).

D21. Each section of the IPMP has a weighting expressed as a percentage (%) allocated to it, which are disclosed on Table 4 (IPMP Evaluation Plan). The Capability Assessment Score gained in the evaluation of each section will be multiplied by the relevant marks available to

give a score for each section. These scores will be totalled to give an overall score for the IPMP. This overall score will be multiplied by 70% to give the non-cost score for the IPMP.

Table 3a – IPMP Capability Assessment Scoring Scale

Evaluation	Score	Criteria for awarding score
High Confidence	100	Evidence provided contains a very high level of detail and gives an excellent level of confidence in the Tenderers ability to manage and deliver the project effectively. It is assessed that there is minimal risk associated with the ability of the Tenderer to deliver the capability requested.
Good Confidence	70	Evidence provided contains a high level of detail and gives a good level of confidence in the Tenderers ability to manage and deliver the project effectively. It is assessed that there is acceptable risk associated with the ability of the Tenderer to deliver the capability requested.
Satisfactory	30	Evidence provided contains a satisfactory level of detail and gives an adequate level of confidence in the Tenderers ability to manage and deliver the project effectively. It is assessed that there is moderate risk associated with the ability of the Tenderer to deliver the capability requested.
Minor Concerns – Low Confidence	10	Evidence provided contains an inadequate level of detail and gives a low level of confidence in the Tenderers ability to manage and deliver the project effectively. It is assessed that there is substantial risk associated with the ability of the Tenderer to deliver the capability requested.
Major Concerns	0	No evidence provided, or evidence provided contains no detail and gives no confidence in the Tenderers ability to manage and deliver the project effectively. It is assessed that there is unacceptable risk associated with the ability of the Tenderer to deliver the capability requested.

Table 3b IPMP Capability Assessment Pass or Fail Criteria

Mark	Evaluation of Evidence Presented
Pass	The evidence provided confirms the tenderer will submit all the requirements as set out by the Authority.
Fail	The evidence provided does not confirm the tenderer will submit all the requirements as set out by the Authority.

Table 4 – IPMP Evaluation Plan

DSP Ref	Section Ref	Section Title	Weighting (%)	Maximum sides of A4 text
Part A: Engineering Management, In Service Support, and Security				
2.3.2	1.1	Project and Engineering Management	25	8
2.3.3	1.2	Business Continuity Plan	5	5
2.3.4	1.3	Exit and Transition Management Plan	Pass / Fail	1
2.3.5	1.4	Capacity Assessment	10	5
2.3.6	1.5	Security Plan	5	5
2.3.7	1.6	In-Service Support Plan	35	10

Part B: Through Life Support (Configuration management and Post Design Services)				
2.3.8	2.1	Configuration Management Plan (including Documentation Management)	10	5
2.3.9	2.2	Obsolescence Strategy	5	5
2.3.10	2.3	Conduct of Post Design Services (PDS) Tasks	5	5

D22. If a Tenderer is evaluated as scoring a '0' for any section of the IPMP listed in Table 4 (IPMP Evaluation Plan) they will be removed from the Tender Evaluation.

D23. If a Tenderer is evaluated as scoring less than 35 after the 70% weighting for this Question Section 2.3 has been applied, they will be removed from the Tender Evaluation.

Question Section 2.4 – Social Value

D24. This Question Section is weighted and equates to 10% of the overall non-cost (quality) score.

Overview

D25. Social value has a lasting impact on individuals, communities, and the environment. Government has a huge opportunity and responsibility to maximise benefits effectively and comprehensively through its commercial activity. It cannot afford not to. A missed opportunity to deliver social value may lead to costs that the taxpayer has to absorb elsewhere through public procurement.

D26. A competitive and diverse supply landscape can help to deliver innovation in public services, manage risk and provide greater value for taxpayers' money.

D27. As a result, the Social Value Model (SVM) has been created which details 5 Themes, 8 Policy Outcomes and 24 Model Award Criteria (MACs). The SVM MACs are questions which relate to Social Value. The use of the SVM is mandatory in all central government procurements using Public Contracting Regulations (PCR) 2015 and Defence and Security Public Contracting Regulations (DSPCR) 2011 above financial threshold and exempt procurements.

D28. Defence is focusing on three, out of the five, priority Social Value themes that are most relevant for Defence:

- Tackling economic inequality.
- Fighting climate change; and
- Equal opportunity.

D29. The Social Value Scoring Criteria is listed at Table 9 (Social Value Scoring Criteria). Please use this and the information provided within the SVM to compile your responses to the SVM MAC and Model Evaluation Question (MEQ) asked. In compiling your answer, please refer to the SVM Quick Reference Table. Under Model Response Guidance for tenderers and evaluators examples of types of evidence the tender evaluators are looking for can be found.

D30. Alongside the Standard Reporting Metrics (SRM), Social Value Key Performance Indicators (KPIs) will be used within this contract. KPIs will be generated from the Tenderer's social value response it is therefore important that measurable commits are included in the response (both commitments against the SRMs and other metrics as may be appropriate. KPIs will be agreed between the parties and included in the contract post Contract award.

D31. In accordance with the DEFFORM 47, please ensure that your written submission is in 11pt Arial.

D32. For this procurement, the following SVM MAC have been selected as being appropriate.

Table 5 – Themes applicable to this procurement

Theme		Policy Outcome	MAC Reference	MAC Title
2	Tackling economic inequality	Increase supply chain resilience and capacity	3.4	Demonstrate collaboration throughout the supply chain, and a fair and responsible approach to working with supply chain partners in delivery of the contract.
3	Fighting Climate Change	Effective stewardship of the environment	4.2	Influence staff, suppliers, customers and communities through the delivery of the contract to support environmental protection and improvement
4	Equal Opportunity	Tackle Workforce Inequality	6.3	Demonstrate action to identify and manage the risks of modern slavery in the delivery of the contract, including in the supply chain.

Further Social Value Guidance can be found:

- a) Social Value Model (SVM), Government Commercial Function, Edition 1.1 – 3 Dec 20
https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/940827/Guide-to-using-the-Social-Value-Model-Edn-1.1-3-Dec-20.pdf
- b) Guide to Using the Social Value Model, Government Commercial Function, Edition 1.1 – 3 Dec 20
https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/940826/Social-Value-Model-Edn-1.1-3-Dec-20.pdf
- c) Social Value Model Quick Reference Table, Government Commercial Function, Edition 1.1 – 3 Dec 20
https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/940828/Social-Value-Model-Quick-Reference-Table-Edn-1.1-3-Dec-20.pdf

Aim

D33. The aim of the following SVM MACs is to understand the Tenderers Social Value Commitment that this procurement programme will provide within the geographical location(s) that is will be delivered from.

D34. In your written response you should provide convincing arguments, including suitable evidence, of **What** your understanding of Social Value is, in relation to this procurement, and **How** you will instil confidence in the Authority in your ability to deliver against the Social Value requirements for this procurement.

D35. A list of some of the key response documents that the Authority would expect you to provide are provided below. However, within the overall limit of pages you should supplement your written submission with other documents you consider will build confidence in your ability to maximise Social Value Commitments.