



Maritime &
Coastguard
Agency

Bay 3/19
Spring Place
105 Commercial Road
Southampton
SO15 1EG
contracts@mcga.gov.uk

Redacted under FOIA No 40 – Personal Information

Director, Infrastructure Advisory Group
KPMG LLP
15 Canada Square
Canary Wharf
London
E14 5GL

Our ref: TCA 3/7/1427

17/08/2023

Dear **Redacted under FOIA No 40 – Personal Information**,

Contract for Financial Support for the Aerial Spray Dispersant Procurement (the “Proposed Contract”)

This is an Award Decision Notice pursuant to Regulation 86 of the Public Contracts Regulations 2015 (the “Regulations”).

I am writing on behalf of the Secretary of State for Transport acting through the Maritime and Coastguard Agency (the “Department”) to thank you for your Tender Submission dated 1st of August 2023 in response to the requirement for the above Proposed Contract (“**Tender Submission**”).

I am pleased to inform you that following the evaluation process the Department proposes to accept your offer for the Proposed Contract as contained in your Tender Submission.

Your scores against the evaluation criteria, as set out in the Invitation to Tender are as follows:

Weighted Scores	Your score	Potential Score
Overall Technical Score	60.22%	70%
Overall Commercial Score	30%	30%
TOTAL SCORE	90.22%	100%

The evaluation criteria against which your Tender Submission was evaluated is set out in Annex A. Your detailed scores and the reasons for the decision, including the characteristics and relative advantages of your winning tender are set out at Annex B.

This letter and the documents listed below will together form a binding agreement between the Maritime and Coastguard Agency and KPMG LLP.

1. Invitation to Tender documents issued on the 3rd of July 2023.
2. KPMG Technical Response dated the 1st of August 2023.
3. KPMG Commercial Response dated the 1st of August 2023.
4. Management Consultancy Three (MCF3) (RM6187) Framework Call-Off Schedules & Joint Schedules
5. Management Consultancy Three (MCF3) (RM6187) Framework Core Terms.

The total price of this work is up to £250,000.00 (excluding VAT) and shall not be exceeded unless written confirmation is obtained from the Maritime & Coastguard Agency.

The initial 2 and a half year term of the contract shall commence on the 4th of September 2023 and shall expire on the 4th of March 2026. MCA reserves the right to extend beyond this date by 1 year only up to the 4th of March 2027.

A contract start-up meeting should be organised as soon as possible between the appropriate parties. For information the MCA's initial contact will be **Redacted under FOIA No 40 – Personal Information** whose contact details are:

Tel : **Redacted under FOIA No 40 – Personal Information**
Email : **Redacted under FOIA No 40 – Personal Information**

To avoid delay in payment, it is important that invoices are compliant and that they include a valid Purchase Order (PO) number, PO item number (if applicable) and the details (name and telephone number) of your Customer Contact (i.e. Contract Manager) which should be submitted to:


Via Email : ssa.invoice@sharedservicesarvato.co.uk

Or Via Post to : Maritime and Coastguard Agency
Accounts Payable
5 Sandringham Park
Swansea
SA5 0EA

Non-compliant invoices may be sent back to you and may lead to a delay in payment. If you have a query regarding an outstanding payment, please contact our Accounts Payable section by email to accounts.payable@mcga.gov.uk between 09:00-17:00 Monday to Friday.

Please confirm receipt of this letter by signing and returning it me. You should also retain a copy for your records.

Yours sincerely

A large black rectangular box redacting the signature of the sender.

Redacted under FOIA No 40 – Personal Information
Senior Procurement and Contracts Business Partner
Maritime Coastguard Agency
By authority of the Secretary of State for Transport

Signed **Redacted under FOIA No 40 – Personal Information**

Name **Redacted under FOIA No 40 – Personal Information**

Print name **Redacted under FOIA No 40 – Personal Information**

Position : Director, Infrastructure Advisory Group, KPMG

Annex A

Evaluation Criteria and Scoring Methodology

The scoring methodology used to assess and allocate scores to each criteria are as follows:

Score	Definition of Score
5	Satisfactory Response that fully meets the requirement and supporting evidence.
3	Minor Weaknesses in the Response.
1	Major Weakness in the Response.
0	Inadequate Response.


Annex B


Feedback on relative advantages and characteristics

TCA – 3/7/1427 Financial Support for the Aerial Spray Dispersant Procurement Supplier name: KPMG LLP			
Quality Criteria	Your Score	Potential Score	Feedback comments
Quality of Supplier Solution – 90%			
(2.1.1) Evidence of Prior Performance Evidence of prior performance on complex commercial projects, demonstrating the skills and capability to deliver the Key Activities in Annex 4..	5	5	
(2.1.2) Resource Plan A viable, well-constructed indicative resource plan is provided demonstrating a suitable team structure with the right balance of skills and experience for the requirements. Proposals should identify how resilience will be managed, mechanisms for oversight across activities and an assurance statement that key staff will be available to advise DfT / MCA for the period of the contract.	5	5	

Evidence of proposals for cost reduction, efficiency and improvement opportunities throughout the contract term.			
<p>(2.1.3) Skills & Experience</p> <p>The skills, experience and expertise of the individuals proposed are demonstrated, with clear evidence of their ability to respond swiftly, clearly and succinctly to queries and work efficiently and collaboratively with DfT / MCA finance personnel and policy makers.</p> <p>Please provide CVs of the lead partner and up to four other individuals who would be allocated to work on the project.</p>	3	5	
<p>(2.1.4) Management of the Requirement</p> <p>The approach to management of advice, the provision of timetables, regular cost forecasts and accurate billing.</p> <p>Higher scores will be achieved where the process proposed provides clear, timely information</p>	5	5	

meeting all stated needs.			
Social Value – 10%			
2.2.1 - Outcome 1 Effective Stewardship of the Environment. Describe, in more than 500 words, the commitments your organisation will make, via opportunities created by this contract to influence staff, suppliers, customers and communities to support environmental protection and improvement. Bidders may detail what they will undertake in terms of new commitments, policies and plans purely in relation to the delivery of this contract. Alternatively, bidders may provide evidence of broader organisational commitments, policies and plans already made or already in place which pre-date this contract. In this case, bidders should explain what will be achieved during the course of this project and how existing commitments, policies and plans will be enhanced through the	3	5	

delivery of this contract.			
<p>2.2.2 - Outcome 2 – Tackle Workforce Inequality.</p> <p>Describe, in no more than 500 words, the commitments your organisation will make, via opportunities created by the this contract, to tackle inequality in employment, skills and pay in the contract workforce.</p> <p>Bidders may detail what they will undertake in terms of new commitments, policies and plans purely in relation to the delivery of this contract.</p> <p>Alternatively, bidders may provide evidence of broader organisational commitments, policies and plans already made or already in place which pre-date this contract. In this case, bidders should explain what will be achieved during the course of this project and how existing commitments, policies and plans will be enhanced through the delivery of this contract.</p>	5	5	

<p>2.2.3 - Outcome 3 – Improve Health and Wellbeing.</p> <p>Describe, in no more than 500 words, the commitments your organisation will make, via opportunities created by this contract, to demonstrate action to support health and wellbeing, including physical and mental health, in the contract workforce.</p> <p>Bidders may detail what they will undertake in terms of new commitments, policies and plans purely in relation to the delivery of this contract.</p> <p>Alternatively, bidders may provide evidence of broader organisational commitments, policies and plans already made or already in place which pre-date this contract. In this case, bidders should explain what will be achieved during the course of this project and how existing commitments, policies and plans will be enhanced through the delivery of this contract.</p>	5	5	
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