



# Invitation to Quote

Questions

**Invitation to Quote (ITQ) on behalf of UK Research & Innovation  
(UKRI)**

**Subject Heat Networks Qualitative Research**

**Sourcing reference number CR18062**

## **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.ukpbs.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>																										
Bidders full legal name																										
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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>SEL3.12</b>	<p>Cyber Essentials is mandatory for central government contracts advertised after 1 October 2014 which involve handling personal information and providing certain ICT products and services. It is mandatory for bidders to demonstrate that they meet the technical requirements prescribed by Cyber Essentials for those contracts featuring any of the characteristics set out below in bidders' guidance.</p> <p>Cyber Essentials is for all organisations, of all sizes, and in all sectors. This is not limited to companies in the private sector, but is also applicable to universities, charities, and public sector organisations.</p> <p>Further details are available at:  <a href="https://www.cyberstreetwise.com/cyberessentials/">https://www.cyberstreetwise.com/cyberessentials/</a></p>
Bidder guidance	<p>Any of the following characteristics will necessitate the mandatory requirement for bidders to have an up to date Cyber Essentials Certificate:</p> <ul style="list-style-type: none"> <li>i) Where personal information of citizens, such as home addresses, bank details, or payment information is handled by a supplier.</li> <li>ii) Where personal information of Government employees, Ministers and Special Advisors such as payroll, travel booking or expenses information is handled by a supplier.</li> <li>iii) Where ICT systems and services are supplied which are designed to store, or process, data at the OFFICIAL level of the Government Protective Marking scheme.</li> </ul> <p>Bidders can answer  <b>Yes</b> – the Cyber Essential Certificate is currently in place</p>

	<p><b>No</b> – the Cyber Essential Certificate is not in place and we have no intention of having it in place for commencement of the contract</p> <p><b>Intend</b> – the Cyber Essential Certificate is not in place and we intend to have it in place for commencement of the contract.</p> <p>A response of ‘<b>Yes</b>’ or ‘<b>Intend</b>’ will result in a <b>pass</b> and a response of ‘<b>No</b>’ will result in a <b>fail</b> against this question.</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu – Yes / No/Intend

<b>SEL3.13</b>	<p>General Data Protection Regulations (GDPR)</p> <p>The GDPR is mandatory requirement for all contracts or agreements both in the contracting authority and the private sectors that involves the transfer and processing of personal data and comes into force on the 25th May 2018.</p> <p>It is mandatory for bidders to demonstrate that they will be able to meet the technical requirements and obligations prescribed by the GDPR, even if the contract or agreement is concluded prior to it coming into force, so as the contract is future proofed and complies with all aspects with the GDPR, this is mutually beneficial to both parties and saves the Contracting Authority and the bidder the additional burden of amending the contract or agreement once the GDPR comes into force. All contracts or agreements that are awarded by the Contracting Authority (the data controller) shall contain terms and conditions that oblige the successful bidder and any bidder supply chain (data processor) to comply with the GDPR and indemnify the Contracting Authority (data controller).</p> <p>Further information and guidance relating to the GDPR is available from the Information Commissioners Office (ICO) at:</p> <p><a href="https://ico.org.uk/">https://ico.org.uk/</a></p>
Bidder guidance	<p>Bidders can answer</p> <p><b>Yes</b> – We will are able to demonstrate compliance as is required by the GDPR now</p> <p><b>No</b> – We will not be compliant prior to any award and we have no intention of being compliant</p> <p><b>Intend</b> – We are not compliant with the GDPR but we confirm that we</p>

	<p>will be compliant prior to commencement of the contract.</p> <p>A response of 'Yes' or 'Intend' will result in a pass and a response of 'No' will result in a fail against this question.</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Drop down menu – Yes / No / Intend

<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	<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>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)</p>

	<p>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 unless another exemption or exception can be applied by the Contracting Authority.</p> <p>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

<b>AW1.1</b>	<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 justification for the Contracting Authority's evaluation criteria.</b></p> <p><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></p> <p><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</b></p>
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	<p>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 fail 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>	<p><b>Please confirm your acceptance of the attached Contract Terms.</b></p> <div style="text-align: center;">         CR18062 - Services purchasing contract     </div>
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>	<p><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></p>
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",</p>

	<p>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>

AW6.2	<p>In the event of a Bidder successfully providing the most advantageous offer to UK SBS against a procurement requirement, the Bidder is expected to agree to the Non-Disclosure Agreement attached prior to the award of any Contract.</p> <p>If the Bidder fails to agree to this UK SBS 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.</p> <p>BEIS expects the use of quotes throughout the report where appropriate and contractors are expected to follow qualitative best practice to ensure these (and all other results) are non-disclosive while still ensuring sufficient contextual information can be discussed. Reports must clearly demonstrate the evidence used to support their conclusions.</p> <p>All outputs must be provided to BEIS in a format that is non-disclosive (i.e. no individuals or individual organisations are identifiable from the data or analysis, directly or indirectly). The contractor is responsible for ensuring that the data is supplied in this form alongside a very brief report on the checks made</p>
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	 CR18062 - NDA.pdf
Bidder guidance	Bidder guidance - The Bidder is not required to complete the non-disclosure agreement at this stage but will be required to respond to the question in the event of providing the most advantageous offer to UK SBS against a procurement requirement.  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

## PRICE QUESTIONNAIRE

<b>AW5.1</b>	<p><b><u>Maximum Budget</u></b></p> <p>As stated within the tender documents, the maximum budget for this requirement will be £40,000.00 ex VAT. This should include all costs relating to the projects as well as Travel, Subsistence and Overhead costs.</p> <p>Please confirm that your final price submitted within AW5.2 will fall within this budget.</p>
Bidder guidance	<p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass <b>No</b> – Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW5.2</b>	<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.</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> CR18062 - AW5.2 Price Schedule.xlsx</p>
Bidder guidance	<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"> <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																							
Scoring criteria	Maximum Marks 20%																								
Bidder response	Yes																								

<b>AW5.5</b>	<p><b>The Contracting Authority is committed to delivering payments to suppliers within the timescales stated within our Contract terms and intend to embrace e-invoicing.</b></p> <p><b>There are a number of options for suppliers to choose from outlined in the attached FAQ. Please confirm your acceptance of e-payment.</b></p> <p> iSupplier Fact Sheet</p> <p><b>iSupplier</b></p>
Bidder guidance	<p>The Bidder shall answer Yes or No</p> <p><b>Yes</b> – we will utilise an e-invoicing option - Pass <b>No</b> – we will not utilise an e-invoicing option - Fail</p>
Scoring criteria	Mandatory Pass / Fail
Bidder response	Yes / No

<b>AW5.6</b>	<p><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></p>
Bidder guidance	<p>The Bidder shall answer <b>Yes</b> or <b>No</b></p> <p><b>Yes</b> – Pass <b>No</b> – Fail</p>
Scoring	Mandatory Pass / Fail

criteria	
Bidder response	Yes / No

**QUALITY QUESTIONNAIRE**

<b>AW6.1</b>	<b>Please confirm your compliance to the requirements of Section 4 Specification</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>PROJ1.1</b>	<b><u>Approach</u></b>  Please clearly explain and give reasoning for your proposed methodology and approach to achieving the objectives and delivering the outputs highlighted in the specification.
Bidder guidance	Bidders are asked to clearly explain and give reasoning for your proposed methodology and approach to achieving the objectives and delivering the outputs highlighted in the specification.  As a minimum your response should include:  <i>Methodological Challenges</i> <ul style="list-style-type: none"> <li>• Give a <u>detailed description</u> 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 methodology will provide the best outcome;</li> <li>• Set out how your methods meet the project objectives;</li> <li>• Please include a recommendation for the size and composition of the sample and justification for your approach, along with any risks.</li> <li>• Suitability of approach for selecting participants.</li> <li>• Suitability of approach for qualitative mode selected (e.g. telephone interviews and focus groups).</li> <li>• Outline rationale for use of focus groups (if your approach includes these) and how and why participants will be selected.</li> <li>• A sufficient number of interviews/focus groups for each of the heat network operator or consumer groups outlined to reach saturation point.</li> <li>• A sufficient volume of suitable fieldwork to maximise the evidence generated by the research.</li> <li>• Outline your proposed fieldwork and approach to saturation across the research subgroups of interest.</li> <li>• Evidence that the approach is methodologically sound and appropriate, and that the contractor has demonstrated a good understanding of the approach</li> <li>• Explain your approach to creating anonymised dataset(s)</li> </ul>

	<p>Dissemination</p> <ul style="list-style-type: none"> <li>• Provide details of how you would propose to work with BEIS to disseminate emerging and final findings to stimulate policy debate.</li> </ul> <p><b>Analysis:</b></p> <p>Bids are expected to outline in detail the approach that will be taken to capture, transcribe, code and analyse the raw data collected from the interviews and focus groups. The approach to interviewing, interview technique and developing fit for purpose materials should be outlined.</p> <p>Bidders should demonstrate an understanding of the mechanistic steps to be taken to ensure this data is converted into a quality analysis following social research best practice. Methodologies should not just be “name checked”.</p> <p>Please describe the limitations and benefits of your chosen methodology compared to other methods.</p> <p>An attachment is allowed for this question</p> <p>This question is limited to 8 sides of A4 <b>Any additional content provided beyond this will not be considered or scored during the evaluation process.</b> Responses should be submitted in Font Arial 11pt using single line spacing. Please use the Normal margin setting 2.54cm.</p>
Scoring criteria	<p>Scoring shall be based on 0-100 scoring methodology.</p> <p>Maximum Mark: 40%</p>
Bidder response	<p>Yes, I have attached my answer as a pdf</p>

<b>PROJ1.2</b>	<p><b><u>Staff to Deliver</u></b></p> <p>Please demonstrate your knowledge of the skills and expertise that are essential to the successful delivery of this project. Please provide your methodology as to how you will maintain your ability to deliver these through the lifetime of the project.</p>
Bidder guidance	<p>Bidders are asked to demonstrate your knowledge of the skills and expertise that are essential to the successful delivery of this project specifically:-</p> <ul style="list-style-type: none"> <li>• Expertise in managing qualitative research projects.</li> <li>• Expertise of qualitative research interviewers.</li> <li>• Appropriate resourcing to meet the demands of the project</li> <li>• Understanding of BEIS’ responsibilities and objectives and how the heat networks sector fits into this.</li> <li>• Designing and undertaking qualitative research projects.</li> <li>• The ability to deliver effectively at pace, with strong project management and delivery skills to suit.</li> </ul>

	<p>Contractors should propose their project team, and include their tasks and responsibilities. This should be clearly linked to the work programme, indicating the grade/ seniority of staff and number of days allocated to specific tasks (see Annex C). This includes time and tasks allocated to the peer reviewer, who must otherwise be independent of the project team and bidding organisation</p> <p><b>External Support needed</b></p> <ul style="list-style-type: none"> <li>• Please provide details of any support that would be needed and from whom, in order to undertake and complete this project.</li> </ul> <p>An attachment is allowed for this question</p> <p>This question is limited to 2 sides of A4. <b>Any additional content provided beyond this will not be considered or scored during the evaluation process.</b> Responses should be submitted in Font Arial 11pt using single line spacing. Please use the Normal margin setting 2.54cm.</p>
Scoring criteria	<p>Scoring shall be based on 0-100 scoring methodology.</p> <p>Maximum Mark: 10%</p>
Bidder response	Yes, I have attached my answer as a pdf

<b>PROJ1.3</b>	<p><b><u>Understanding the Environment</u></b></p> <p>Demonstrate your understanding of the project environment, detailing any knowledge relevant to the project and policy/programme area, including any data sources or research relevant to the project.</p>
Bidder guidance	<p>Bidders are asked to demonstrate your understanding of the project environment, detailing any knowledge relevant to the project and policy/programme area, including any data sources or research relevant to the project.</p> <p>Demonstrate an understanding of the research requirements and the policy context.</p> <p>Demonstrate an understanding of BEIS' and other stakeholders' interests in the project, an understanding of how the project fits in with the wider policy landscape and the value-added that is required from this research.</p> <p>Demonstrate an understanding of the current heat networks policy landscape, the issues experienced by heat networks consumers, existing consumer protections.</p> <p>Demonstrate an understanding and awareness of research into consumer detriment more generally and how these may be used to shape this research.</p> <p>An attachment is allowed for this question</p>

	This question is limited to 3 sides of A4. <b>Any additional content provided beyond this will not be considered or scored during the evaluation process.</b> Responses should be submitted in Font Arial 11pt using single line spacing. Please use the Normal margin setting 2.54cm.
Scoring criteria	Scoring shall be based on 0-100 scoring methodology. Maximum Mark: 10%
Bidder response	Yes, I have attached my answer as a pdf

<b>PROJ1.4</b>	<p><b><u>Project Delivery</u></b></p> <p>Please provide details of all key risks that could affect the delivery of this project as per the specification</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 all key risks that could affect the delivery of this project as per the specification.</p> <p>As a minimum your response should include:</p> <ul style="list-style-type: none"> <li>• Demonstrate your tools and processes to mitigate risk in this project.</li> </ul> <p>Bidders are asked to provide their proposed project plan and timescales, ensuring that the key deadlines outlined in the specification are met.</p> <p>As a minimum you 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.</li> <li>• A detailed delivery plan including: tasks, milestones, roles allocated to tasks and their seniority and allocated number of days. This must include a plan to demonstrate that the bidder is able to deliver work including an inception report, agreed methodology and a draft of discussion guides by the end of March.</li> <li>• Sufficient time allocated to proof reading, quality assurance and peer review.</li> </ul> <p>Ethics Please explain your arrangements for initial identification and processes for ongoing monitoring of ethical issues and appropriate handling of ethical issues.</p> <p>Please demonstrate how you will adhere to the following Government Social Research Principles:-</p> <ol style="list-style-type: none"> <li>1. Sound application and conduct of social research methods and</li> </ol>

	<p>appropriate dissemination and utilisation of findings</p> <ol style="list-style-type: none"> <li>2. Participation based on valid consent</li> <li>3. Enabling participation</li> <li>4. Avoidance of personal harm – for both interviewers and participants</li> <li>5. Non-disclosure of identity and personal information</li> </ol> <p>The GSR ethics guide can be found here: <a href="http://www.civilservice.gov.uk/wp-content/uploads/2011/09/ethics_guidance_tcm6-5782.pdf">http://www.civilservice.gov.uk/wp-content/uploads/2011/09/ethics_guidance_tcm6-5782.pdf</a></p> <p>An attachment is allowed for this question</p> <p>This question is limited to 4 side of A4 <b>Any additional content provided beyond this will not be considered or scored during the evaluation process.</b> Responses should be submitted in Font Arial 11pt using single line spacing. Please use the Normal margin setting 2.54cm.</p> <p>The Bidder shall make a declaration that they have provided the requested information in the form and content as required.</p>
Scoring criteria	<p>Scoring shall be based on 0-100 scoring methodology.</p> <p>Maximum Mark: 15%</p>
Bidder response	<p>Yes, I have attached my answer as a pdf</p>

<b>PROJ1.5</b>	<p><b><u>Quality Assurance (QA) Arrangements</u></b></p> <p>Bidders must set out their approach to quality assurance in their response to this mini competition with a QA plan.</p>
Bidder Guidance	<p>Sign-off for the quality assurance must be done by someone of sufficient seniority within the contractor organisation to be able take responsibility for the work done. Acceptance of the work by BEIS will take this into consideration. BEIS reserves the right to refuse to sign off outputs, which do not meet the required standard specified in this invitation to tender.</p> <p>Tenderers should note that BEIS intends to recruit external experts on consumer detriment in the heat networks sector to help steer and QA the research design. These may include persons from key stakeholder organisations. Contractors should note that this will not replace or reduce contractor QA procedures.</p> <p>For primary research, contractors must be willing to facilitate BEIS research staff to attend/listen in to a selection of interviews (including screening interviews) and focus groups, of their choosing, during fieldwork as part of the project management and quality assurance process. We intend to exercise this option on several occasions throughout the project.</p>

	<p>We also expect the contractor to record all interviews and be prepared to provide BEIS with anonymised audio files for QA purposes on request. To demonstrate an effective process to produce high quality reporting, the contractor/s must ensure that quality assurance is done by individuals who were not directly involved in the research and analysis.</p> <p>Other useful sources of guidance and advice that will help bids and the resulting work be of the highest quality include:</p> <ul style="list-style-type: none"> <li>• The Government Social Research Code, in particular those that relate to GSR Products: <a href="http://www.civilservice.gov.uk/networks/gsr/gsr-code">http://www.civilservice.gov.uk/networks/gsr/gsr-code</a></li> <li>• The Green Book: appraisal and evaluation in central government. <a href="https://www.gov.uk/government/publications/the-green-book-appraisal-and-evaluation-in-central-government">https://www.gov.uk/government/publications/the-green-book-appraisal-and-evaluation-in-central-government</a></li> <li>• UK Statistics Authority Code of Practice/ or an equivalent standard. <a href="http://www.statisticsauthority.gov.uk/assessment/code-of-practice/">http://www.statisticsauthority.gov.uk/assessment/code-of-practice/</a></li> <li>• The Magenta Book, Government guidance on policy evaluation and analysis. <a href="http://www.hm-treasury.gov.uk/data_magentabook_index.htm">http://www.hm-treasury.gov.uk/data_magentabook_index.htm</a></li> <li>• Supplementary Guidance on the Quality in Policy Impact Evaluations <a href="#">Quality in Qualitative Evaluation: A Framework for assessing research evidence</a> provides a Framework for appraising the quality of qualitative evaluations.</li> </ul> <p>This question is limited to 3 sides of A4. <b>Any additional content provided beyond this will not be considered or scored during the evaluation process.</b> Responses should be submitted in Font Arial 11pt using single line spacing. Please use the Normal margin setting 2.54cm.</p>
Scoring criteria	<p>Scoring shall be based on 0-100 scoring methodology.</p> <p>Scoring criteria Maximum Marks – 5%</p>
Bidder response	<p>Yes, I have attached my answer as a pdf</p>

<b>PROJ1.6</b>	<p><b>Code of Practice</b></p> <p>Please confirm that you will adhere to the BEIS Code of Practice for Research at Annex B.</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	<p>Mandatory Pass / Fail</p>

Bidder response	Yes / No
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