

| Tender Scoring Matrix - ISO 11 Incinerator life extension project. Project Management. |                     |   |                 |                     | Tender 1 - ABC     |         |       | Tender 2 - LMN     |        |       | Tenderer 3 - XYZ   |        |       |
|--|---------------------|---|-----------------|---------------------|--------------------|---------|-------|--------------------|--------|-------|--------------------|--------|-------|
| Category   | Category percentage | Subcategory   | % of category % | Overall % available | Total cost / Score | %       | Notes | Total cost / Score | %      | Notes | Total cost / Score | %      | Notes |
| Commercial aspects   | 50%                 | <b>Contract Cost (Inverse Proportion):</b><br><i>Cheapest tender gets 100% of the overall available. Remaining proposals get a proportion of the 30% available based on comparison to cheapest proposal.</i>  | 60%             | 30.0%               | £ 40               | 30.00%  |       | £ 50               | 24.00% |       | £ 60               | 20.00% |       |
|  |                     | <b>Contract Price Breakdown</b> A full breakdown of contract cost and costs per cost item and a schedule of standard hourly / daily and out of hours rates is provided :<br>0 - Not offered<br>1 - Significant omissions<br>2 - Minor omissions<br>3 - Fully completed                              | 10%             | 5.0%                | 3.00               | 5.00%   |       | 2.00               | 3.33%  |       | 1.00               | 1.67%  |       |
|  |                     | <b>Payment terms:</b><br>0 - Not acceptable.<br>1 - Acceptable in part but some amendments required.<br>2 - Acceptable but not as envisaged in ITT document<br>3 - As envisaged in ITT document.  | 10%             | 5.0%                | 3.00               | 5.00%   |       | 2.00               | 3.33%  |       | 1.00               | 1.67%  |       |
|  |                     | <b>Insurance requirements at acceptable levels (Public, Employers, Contractors All Risks, Professional Indemnity)</b><br>0 - No details<br>1 - Requires uplift / more details<br>2 - Acceptable<br>3 - Exceeds minimum levels   | 10%             | 5.0%                | 3.00               | 5.00%   |       | 2.00               | 3.33%  |       | 1.00               | 1.67%  |       |
|  |                     | <b>Pirbright T&amp;Cs:</b><br>0 - Not Accepted by the Tenderer<br>1 - Accepted with major changes requested by the Tenderer<br>2 - Accepted with minor changes requested by the Tenderer<br>3 - Fully Accepted by Tenderer  | 10%             | 5.0%                | 3.00               | 5.00%   |       | 2.00               | 3.33%  |       | 1.00               | 1.67%  |       |
|  |                     |   |                 |                     |                    |         |       |                    |        |       |                    |        |       |
| Quality of Tender  | 50%                 | <b>Quality of Proposal (how specification will be met):</b><br>0 - Very poor quality proposal.<br>1 - Proposal / presentation of proposal is disjointed/difficult to understand.<br>2 - Proposal is clear but technical content is limited.<br>3 - Proposal is clear and technical content is high. | 35%             | 17.50%              | 3.00               | 17.50%  |       | 2.00               | 11.67% |       | 1.00               | 5.83%  |       |
|  |                     | <b>Tender documents completed:</b><br>0 - Not offered.<br>1 - 50% completed.<br>2 -80% completed.<br>3 - 100% completed.  | 5%              | 2.50%               | 3.00               | 2.50%   |       | 2.00               | 1.67%  |       | 1.00               | 0.83%  |       |
|  |                     | <b>Team &amp; Training Records:</b><br>0 - No details offered.<br>1 - Limited details given.<br>2 - Full details given, but experience not fully relevant.<br>3 - Full details given and experience fully relevant.   | 10%             | 5.00%               | 3.00               | 5.00%   |       | 2.00               | 3.33%  |       | 1.00               | 1.67%  |       |
|  |                     | <b>Case study 1:</b><br>0 - Not offered<br>1 - Project not relevant<br>2 - Relevant project in a dissimilar industry<br>3- Relevant project in a similar industry   | 7.5%            | 3.75%               | 3.00               | 3.75%   |       | 2.00               | 2.50%  |       | 1.00               | 1.25%  |       |
|  |                     | <b>Case study 2:</b><br>0 - Not offered<br>1 - Project not relevant<br>2 - Relevant project in a dissimilar industry<br>3- Relevant project in a similar industry   | 7.5%            | 3.75%               | 3.00               | 3.75%   |       | 2.00               | 2.50%  |       | 1.00               | 1.25%  |       |
|  |                     | <b>Case study 3:</b><br>0 - Not offered<br>1 - Project not relevant<br>2 - Relevant project in a dissimilar industry<br>3- Relevant project in a similar industry   | 7.5%            | 3.75%               | 3.00               | 3.75%   |       | 2.00               | 2.50%  |       | 1.00               | 1.25%  |       |
|  |                     | <b>ISO 45001 / BS18001 Accreditation (Safety):</b><br>0 - None / not offered / alternative system not fully relevant<br>1 - Alternative system but not fully relevant<br>2 - ISO 45001 but not fully relevant or fully relevant alternative system<br>3 - ISO 45001 fully relevant                  | 5.0%            | 2.50%               | 3.00               | 2.50%   |       | 2.00               | 1.67%  |       | 1.00               | 0.83%  |       |
|  |                     | <b>ISO9001 Accreditation (Quality):</b><br>0 - None / not offered / alternative system not fully relevant<br>1 - Alternative system<br>2 - ISO9001 but not fully relevant or fully relevant alternative system<br>3 - ISO9001 fully relevant  | 5.0%            | 2.50%               | 3.00               | 2.50%   |       | 2.00               | 1.67%  |       | 1.00               | 0.83%  |       |
|  |                     | <b>Example RAMS</b><br>0 - not offered.<br>1 - Poor<br>2 - Acceptable<br>3 - Good   | 18%             | 8.75%               | 3.00               | 8.75%   |       | 2.00               | 5.83%  |       | 1.00               | 2.92%  |       |
|  | 100.0%              |   |                 | 100.00%             |                    | 100.00% |       |                    | 70.67% |       |                    | 43.33% |       |