



Department  
for Environment  
Food & Rural Affairs

# Request for Quotation

## **Project 29515 - Purchase of Two (2) Laboratory Refrigerated Bench Top Centrifuges**

**December 2020**

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# Request for Quotation

## Section1: Response Particulars

**For supply of Two (2) Laboratory Refrigerated Bench Top Centrifuges.**

You are invited by Defra group Commercial on behalf of Defra, to submit a quotation under the LUPC Framework, for the requirement described in the specification below.

Please submit your quotation via the Bravo system on or before the deadline given below;

Action	Date
Deadline for Clarification Questions	18/12/2020, 11:59
Deadline for receipt of Quotation	23/12/2020, 11:59
Intended date of Contract Award	26/1/2021
Intended Delivery Date	On or before 12/3/2021

## Glossary

Unless the context otherwise requires the following words and expressions used within this Request for Quotation shall have the following meanings (to be interpreted in the singular or plural as the context requires);

Words/Expression	Meaning
“304 grade stainless steel”	Means stainless steel containing both chromium and nickel metals as the main non-iron constituents.
“APHA”	Means the Animal and Plant Health Agency;
“Authority”	Means the Department for Environment, Food and Rural Affairs acting as part of the Crown;

“Bravo”	Means the e-tendering system used by the Authority for conducting this procurement which can be found at <a href="http://defra.bravosolution.co.uk">http://defra.bravosolution.co.uk</a> ;
“Contract”	Means the contract to be entered into by the Authority and the successful supplier;
“°C”	Means degrees centigrade
“Contractor”	Means the successful Tenderer(s) who will be a party to the Contract and responsible for supplying the Equipment;
“dB”	Means decibels, a unit that expresses the relative magnitude of a sound on a logarithmic scale.
“Delivery”	Means the fixed price for delivery, door-to-door;
“Equipment”	Means two (2) Laboratory Refrigerated Bench Top Centrifuges, under “Specific Requirements”;
“Kg”	Means Kilogram
“L”	Means Litre
“ml”	Means millilitre;
“mm”	Means millimetre;
“RFQ”	Means this Request for Quotation and all related documents published by the Authority and made available to suppliers;
“rpm”	Means Revolutions Per Minute

“Tenderer”	Means anyone responding to the RFQ and, where the context requires, includes a potential tenderer;
“VAC”	Means Vacuum
“Working Hours”	Means between 9:00 to 17:00 on a Working Day;

## Conditions applying to the RFQ

You should examine your quotation response to the RFQ and related documents ensuring it is complete prior to submitting your completed quotation.

Your quotation must contain sufficient information to enable the Authority to evaluate it fairly and effectively. You should ensure that you have prepared your quotation fully and accurately and that prices quoted are arithmetically correct for the units stated.

## Acceptance of Quotations

By issuing this RFQ the Authority does not bind itself to accept any quotation and reserves the right not to award a contract to any supplier who submits a quotation.

## Costs

The Authority will not reimburse you for any costs and expenses which you incur preparing and submitting your quotation, even if the Authority amends or terminates the procurement process.

## Mandatory Requirements

The RFQ includes mandatory requirements and, if you do not comply with them, your quotation will not be evaluated. All mandatory requirements are set out in Bravo.

## Clarifications

The Authority reserves the right to discuss, confidentially, any aspect of your quotation with you prior to any award of Contract to clarify matters.

## Amendments

The Authority may amend the RFQ at any time prior to the deadline for receipt. If it amends the RFQ the Authority will notify you in writing and may extend the deadline for receipt in order to give you a reasonable time in which to take the amendment into account.

## Conditions of Contract

The terms and conditions attached in Bravo Short Form Goods will be included in any contract awarded as a result of this RFQ process. The Authority will not accept any material changes to these terms and conditions proposed by a supplier.

## Prices

Prices must be submitted in £ sterling, exclusive of VAT.

## Quotation Submission

Details of the Qualification, Technical and Commercial requirements can be located through the Bravo e-tendering portal (<http://defra.bravosolution.co.uk>).

## Disclosure

All Central Government Departments, their Executive Agencies and Non Departmental Public Bodies are subject to control and reporting within Government. In particular, they report to the Cabinet Office and HM Treasury for all expenditure. Further the Cabinet Office has a cross-Government role delivering overall Government policy on public procurement, including ensuring value for money and related aspects of good procurement practice.

For these purposes, the Authority may disclose within Government any details contained in your quotation. The information will not be disclosed outside Government during the procurement.

In addition, the Authority is subject to the Freedom of Information Act 2000 and the Environmental Information Regulations 2004, which provide a public right of access to information held by public bodies. In accordance with these two statutes, the Authority may be required to disclose information contained in your quotation to any person who submits a request for information pursuant to those statutes.

You should also note that the Authority will publish the RFQ and the Contract on the Contracts Finder Website.

By submitting a quotation you consent to these terms as part of the procurement.

## Disclaimers

Whilst the information in this RFQ and any supporting information referred to herein or provided to you by the Authority have been prepared in good faith the Authority does not warrant that this information is comprehensive or that it has been independently verified.

The Authority does not:

- make any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of the RFQ;
- accept any liability for the information contained in the RFQ or for the fairness, accuracy or completeness of that information; or
- accept any liability for any loss or damage (other than in respect of fraudulent misrepresentation or any other liability which cannot lawfully be excluded) arising as a result of reliance on such information or any subsequent communication.

Any supplier considering entering into contractual relationships with the Authority following receipt of the RFQ should make its own investigations and independent assessment of the Authority and its requirements for the goods and/or services and should seek its own professional financial and legal advice.

## Section 2: Specification

### 2.1 Background

The Authority is the UK Government Department responsible for the environment, food and farming and rural affairs. The Authority's priorities are to secure a healthy natural environment; a sustainable, low-carbon economy; a thriving farming sector and a sustainable, healthy and secure food supply. Further information on the Authority can be found at:

<https://www.gov.uk/government/organisations/department-for-environment-food-rural-affairs>

APHA is responsible for safe-guarding animal and plant health for the benefit of people, the environment and the economy. Amongst others, APHA engages with farmers, industry groups and the public and acts as an interface between industry and government. APHA has responsibility for applying and providing expert advice to decision makers and rapidly responding to emergencies in case of outbreak of diseases. Further information on APHA can be found at:

<https://www.gov.uk/government/organisations/animal-and-plant-health-agency>

### 2.2 General Requirements and Standards

APHA requires the supply and delivery of Two (2) Laboratory Refrigerated Bench Top Centrifuges and related accessories. APHA also requires extended warranty of two (2) years.

This Equipment is key in processing blood samples for diagnostic tests and preparation of samples for use in research projects, which are essential in fulfilling the obligations of research projects.

### 2.3 Specific Requirements

The Equipment requirements are detailed below:

Two (2) Laboratory Refrigerated Bench Top Centrifuges, which must feature the following:

- Capacity of 4L (4 x 1000ml)
- External Dimensions and weight: Height no greater than 380mm, width no greater than 760mm and depth no greater 690mm. Weight up to 120 kg.
- Corrosion-resistant, high-thermal conductivity, 304 grade stainless steel

- Maximal centrifuge speed of 15,200 rpm (25830 g; rotor dependent).
- Achievable run speeds of up to 6,000 rpm (7164 g) with a swinging bucket rotor.
- Minimum speed control accuracy of  $\pm 40$  rpm.
- Time accuracy in one or both formats of hours/minutes or minutes/seconds (preferred)
- A temperature range between minus ten (-10) °C and plus forty (+40) °C.
- Accuracy control of +/- two (2) °C.
- A pre-Cooling function.
- Acceleration/Deceleration Rates up to nine (9) or ten (10).
- Facility to allow frequently used settings for users/applications to be pre-programmed and stored.
- Controls for setting speed, runtime, temperature and acceleration/deceleration rates. Display screen on which these parameters can be displayed.
- Viewing window for safe calibration of the instrument.
- Secure lid locking system with sensor to ensure lid is locked.
- Easy chamber access and quick installation of rotors.
- Low operational noise level (<64 dB with swinging bucket rotor at top speed).
- Compatibility with UK electric power provisions of 230 Volts and under 8 Amps current draw.
- Appropriate quality and safety standard markings as shown below:
  - Conformité Européenne (CE)
  - International Electrotechnical Commission safety standard for laboratory centrifuges IEC61010-2-020
  - Electromagnetic compatibility requirements which apply to electrical equipment for measurement, control and laboratory use EN61326).
- Rotor availability for purchase for at least ten (10) years post installation.

Further to the above the following accessories must be included with the Equipment **for each of the two (2) centrifuges:**

- Swing-out rotor (x1)
- Buckets (x4).
- Biocontainment lids (x4).
- Adapters (x4) for 5/7 ml VAC blood tubes.
- Adapters (x4) for 10/15ml VAC blood tubes.
- Adapters (x4) for 15 ml conical tubes.
- Adapters (x4) for 50 ml conical tubes.
- Adapters (x4) for microplates.

## **2.4 Delivery**

Delivery is required on or before 12/3/2021.

The Equipment will be delivered to;

APHA  
Woodham Lane  
New Haw  
Addlestone  
Surrey. KT15  
3NB, England.

Delivery shall be made within normal Working Hours (excluding Public Holidays).

All freight costs, door-to-door, to be met by the Contractor.

## **2.5 Access to APHA for any breakdown visits during the warranty period.**

A Facilities Management (FM) Provider controls access to APHA locations and requires confirmation of Contractor's insurance and certificates of competency / training, plus they will retain a copy of the contractor's RAMS (Risk Assessment and Method Statement).

The FM Provider will administer the 'Permit to Work' process in the Permit Office / FM Provider office on site. They will provide the Contractor's engineer with copies of Building Entry permits that must be signed on arrival and departure of the required building by APHA. Contractors will be escorted to and from the Permit Office by a designated officer from the Authority.

When arriving on site for the first time, the Contractor's staff will be required to attend a site safety induction (before commencing their work) and they must allow time within their schedule for this to take place. Inductions usually take no more than forty-five (45) minutes and are valid for twelve (12) months.

The Contractor, whilst on site, shall adhere to the Authority's and FM Provider's health and safety policies and procedures.

## **2.6 Warranty**

The Equipment will carry a minimum of one (1) year's warranty including all parts, labour, breakdown call-outs and servicing.

APHA require a further two (2) years warranty. The total warranty period shall be three (3) years.

## **2.7 Additional Information**

The Equipment provider will ensure that APHA are aware of any communications or safety alerts applicable to the Equipment at any time during the life of the Contract.

## **2.8 Performance Management Framework (including Key Performance Indicators and Service Credits)**

As part of the Authority's continuous drive to improve the performance of all Contracts, this PMF will be used to monitor, measure and control all aspects of the Contractor's performance of contract responsibilities.

The purpose of the PMF is to set out the obligations on the Contractor, to outline how the Contractor's performance will be evaluated and to detail the sanctions for performance failure. The Contractor is responsible for the performance of any sub-contractors.

KPIs are essential in order to align Contractor performance with the requirements of the Authority and to do so in a fair and practical way. KPIs have to be realistic, measurable and achievable; they also have to be met otherwise indicating that the service is failing to deliver. Without the use of service credits in such a situation, this service failure places strain on the relationship as delivery falls short of agreed levels.

The proactive approach to correcting failures and addressing their cause improves the relationship and enables a partnership rather than a confrontational style of working. Its focus is on managing and improving service.

The Authority shall review performance against KPI's and, if appropriate, instigate meetings and work closely with the Contractor to agree action plans. The Authority expects the Contractor to agree and implement these plans. If this does not happen, only then shall service credit principles be applied.

The KPIs for this Contract are set out at Annex A.

## **Service Credit Principles**

The use of service credits is governed by the following principles:

Service credits sit within the wide service management approach being pursued by the Contractor and the Authority. Use of service credits does not preclude any other remedy for failure of performance available to the Authority under the terms and conditions of the contract.

The service credit regime shall be instigated on each occasion where there is a service failure. Failure to meet a KPI may also give rise to a remediation plan.

- KPIs with a service credit rating of one (1) will have a service credit of three per cent (3%) of the invoice amount for the monitoring period, applied for each KPI failure.
- KPIs with a service credit rating of two (2) will have a service credit of five per cent (5%) of the invoice amount for the monitoring period, applied for each KPI failure.
- The maximum annual service credit to be applied will be no more than ten per cent (10%) of the total annual contract value per Contractor.

The Authority has full and complete discretion on whether to claim all, part or none of a service credit to which it is due.

Service credits claimed shall be paid to APHA as a credit note within one (1) month following the date at which the service credits were applied.

The full, agreed service credit regime will operate from the Contract start date until the end of the contract period. The KPIs may be adjusted to ensure that they are appropriate and achievable.

### 3. Evaluation Overview

- 3.1 Details of the Qualification, Technical and Commercial requirements can be located through the Bravo e-tendering portal (<http://defra.bravosolution.co.uk>).
- 3.2 The Tenderer is required to complete the appropriate qualification questions detailed within the Bravo e-tendering portal. In addition, the Tenderer is required to complete and upload the Form of Tender, Appendix Two (2).
- 3.3. Quotation responses will be evaluated on quality and price using the evaluation criteria set out in Bravo to determine which Tender is the most economically advantageous. The Authority will award the Contract to the Tenderer which submits the most economically advantageous tender which will be the highest scoring quotation response after the weightings in paragraph 3.4 are applied.
- 3.4 To ensure that the relative importance of both sets of criteria is correctly reflected in the overall score, a weighting system will be applied to the evaluation:
  - The total technical / quality score awarded will form sixty per cent (60%) of the final score;
  - The score awarded for commercial / price will form forty per cent (40%) of the final score.
- 3.5 Evaluation of quotation responses will be undertaken by a member of Defra Group Commercial applying the relevant evaluation criteria for each question.

## 4. Technical Evaluation

### 4.1 Submission Overview

The Technical response will form sixty per cent (60%) of the final score. Tenderers must answer Questions E01 - E02 which are Pass / Fail and Question E03 which comprises the scored Technical response (within the 'Technical Envelope' on Bravo).

If the Tenderer scores a Fail in E01 – E02 then they will be eliminated from the procurement.

If a score of less than fifty (50) is awarded to a Tenderer's response to question E03 the Authority will reject the tender.

### 4.2 Technical Evaluation Criteria

#### **E01 – Delivery Timescale**

##### **Weighting: Pass / Fail**

Please confirm that your organisation is able to meet the delivery requirements specified in section (2.4) of the Specification.

**Pass** – The Tenderer answers 'yes' to this question.

**Fail** – The Tenderer answers 'no' to this question.

#### **E02 – Warranty**

##### **Weighting: Pass / Fail**

Please confirm that your organisation is able to meet the warranty requirements specified in section (2.6) of the Specification.

**Pass** – The Tenderer answers 'yes' to this question.

**Fail** – The Tenderer answers 'no' to this question.

## **E03 - Technical Capacity**

### **Weighting: 100% of the Technical Score**

Please upload a technical document detailing the points below. The information must clearly address each of the requirements stated in Section 2 of the RFQ and must not include promotional brochures.

Please upload one (1) word document with the filename 'E03\_Your Company Name'. Your response must be no more than six (6) sides of A4, minimum font size 10.

Your response should include:

- A full description of the proposed Equipment and an explanation as to how it meets the Authority's requirements, referring specifically to the requirements outlined within Section 2.3.

### **4.3 Scoring**

For the technical response, scores will be awarded to Tenderers' answer as follows:

For a score of hundred (100): Excellent - Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates a best-in-class thorough understanding of the requirement and provides details of how the requirement will be met in full.

For a score of seventy (70): Good - Response is relevant and good. The response demonstrates a good understanding and provides details on how the requirements will be fulfilled.

For a score of fifty (50): Acceptable - Response is relevant and acceptable. The response provides sufficient evidence to fulfil basic requirements.

For a score of twenty (20): Poor - Response is partially relevant and / or poor. The response addresses some elements of the requirements but contains insufficient / limited detail or explanation to demonstrate how the requirement will be fulfilled.

For a score of zero (0): Unacceptable - Nil or inadequate response. Fails to demonstrate an ability to meet the requirement.

## 5. Commercial Response

### 5.1 Price

The Commercial response will form forty per cent (40%) of the final score.

One total price for this requirement must be submitted (within the 'Commercial Envelope' on Bravo) in £ sterling, exclusive of VAT.

Requirement	Quantity	£
Total cost of Equipment / Accessories listed in section (2.3), Warranty & Delivery	2	
<b>Total cost (excluding VAT)</b>		

The total price submitted for evaluation is to include the following:

- a) All costs associated with delivery of the Equipment.
- b) Any other additional costs.

**Please provide an attachment within the Commercial Envelope on Bravo detailing how your pricing is comprised.**

#### Pricing Evaluation

The Tenderer with the lowest overall price will receive the maximum score (40%) for the commercial element.

### 5.2 Scoring

The Total Price submitted in the RFQ will be scored according to the following mechanism:

The weighting and maximum marks available for this part of the RFQ will be forty percent (40%) and will be awarded to the Tenderer with the lowest Tender Price. The remaining Tenderers will receive marks on a pro rata basis from the lowest to the highest price.

The calculation used is the following:

$$\text{Score} = \frac{\text{Lowest Tender Price}}{\text{Tender Price}} \times 40 \text{ (Maximum available marks)}$$

For example, if three (3) Tender Responses are received and Tenderer A has quoted £3,000 as their total price, Tenderer B has quoted £5,000 and Tenderer C has quoted £6,000 then the calculation will be as follows:

$$\text{Tenderer A Score} = (\text{£3000} / \text{£3000}) \times 40 \text{ (Maximum available marks)} = 40$$

$$\text{Tenderer B Score} = (\text{£3000} / \text{£5000}) \times 40 \text{ (Maximum available marks)} = 24$$

$$\text{Tenderer C Score} = (\text{£3000} / \text{£6000}) \times 40 \text{ (Maximum available marks)} = 20$$

## **APPENDIX ONE (1)**

### **AUTHORITY'S CONDITIONS OF CONTRACT**

Located as an attachment on Bravo entitled 'Appendix One (1) - Conditions of Contract'.

## **APPENDIX TWO (2)**

### **FORM OF TENDER**

Located as an attachment on Bravo entitled 'Appendix Two (2) – Form of Tender'.

## ANNEX A

Annex A – Key Performance Indicators				
KPI	Description	Measure	KPI Target	Service Credit Rating
KPI 1 Delivery on time	The Equipment is delivered on or before 12/3/2021.	Delivery against agreed timescales	100%	1
KPI 2 Quality	The Equipment is accepted as suitable by APHA and performs to the manufacturer's specifications.	The Equipment meets the required standards as stated in the specification	100%	1
KPI 3 Warranty	Effective resolution of issues under extended Warranty.	Prompt and effective repairs carried out during the extended Warranty period for the costs agreed in the contract.  Scheduling of visits to be agreed in advance with end user.	100%	2