

**SO16086 - Consultancy Support to Review Approaches to Assessing Wider Economic benefits
of Northern Connectivity
Appendix D – Response Guidance**

1. INTRODUCTION

- 1.1 This Appendix D sets out the questions that will be evaluated as part of this Procurement.
- 1.2 The following information has been provided in relation to each question (where applicable):
 - 1.2.1 Weighting – highlights the relative importance of the question.
 - 1.2.2 Guidance – sets out information for the Potential Provider to consider when preparing a response.
 - 1.2.3 Marking Scheme – details the marks available to evaluators during evaluation.

2. DOCUMENT COMPLETION

- 2.1 You **must** provide a response to every question. Please provide your response via the e-sourcing portal as a separate document at each question. **All responses must be provided as either Word or PDF documents using Arial font, no less than size 11 and must not exceed 10 pages in total (excluding CVs).**
- 2.2 You **must not** submit any additional information with your Tender other than that specifically requested in this document or Appendix B – Service Description.

3. RESPONSE GUIDANCE

1 Company Information	
1.1	Please state your full company name.
1.2	Please state your registered office address.
1.3	Please state your company or charity registration number.
1.4	Please state whether your company is a SME.
1.5	Please state whether your company is a voluntary, community or social enterprise organisation.
1.6	Please state the name of your immediate parent company.

2 Tender Contact	
2.1	Please state the contact's name.
2.2	Please state the contact's address, Postcode and Country.
2.3	Please state the contact's telephone number.
2.4	Please state the contact's mobile number.
2.5	Please state the contact's e-mail address.

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3 Mandatory Requirements		Pass/Fail
<p>Please Note: The following question is a Pass / Fail question, therefore if a Potential Provider cannot or is unwilling to answer 'Yes', their Tender will be deemed non-compliant and they will be unable to be considered for this requirement.</p>		
3.1	Do you agree, without caveats or limitations, that in the event you are successful in this Procurement, you will unreservedly sign the Terms and Conditions of Contract as set out at Appendix C upon award of the Contract?	

4 Conflict of Interests		Information
<p>Please Note: Question 4.1 is a Yes / No question and will dictate whether or not the following question needs to be answered.</p> <p>Question 4.2 is a Pass / Fail question, therefore if a Potential Provider cannot or is unwilling to suitably demonstrate that they have suitable safeguards to mitigate any risk then their Tender will be deemed non-compliant and they will be unable to be considered for this requirement.</p>		
4.1	Please confirm whether you have any potential, actual or perceived conflicts of interest that may be relevant to this requirement.	
4.2	We require that any potential, actual or perceived conflicts of interest in respect of this mandate are identified in writing that companies outline what safeguards would be put in place to mitigate the risk of actual or perceived conflicts arising during the delivery of these services.	

5 Capability		Weighting 40%	
Guidance:			
<ul style="list-style-type: none"> • Potential Providers should attach one document at the questionnaire level that forms their response to the set questions below. • Potential Providers should clearly label the response against each of the questions within the document. • The maximum score available for this questionnaire is 200. 			
		Max Score	Weighting %
5.1	Potential providers are requested to provide details of the people who would be working on this project and their experience, setting out how much of their time would be dedicated to the project.	100	30
5.2	Potential providers are requested to set out details of their experience assessing large scale transport projects, including economic assessment, strategic assessment and the impact of funding and financing. Please relate this experience to the work streams set out in the project specification.	100	70

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6 Service Delivery and Approach		Weighting 40%	
Guidance:			
<ul style="list-style-type: none"> Provide a detailed proposal for how you will deliver the work outlined in Appendix B Service Description. Potential Providers should clearly label the response against each of the questions within the document. The maximum score available for this questionnaire is 200. 			
Question:			
		Max Score	Weighting %
6.1	Potential providers are requested to provide details of a project plan for delivering the workstreams, including approach, resources and timelines	100	50
6.2	Potential providers are requested to outline their approach to undertaking this requirement, including the proposed amount of resource.	100	50

Marking Scheme:	
The following marking scheme will be used to assess the response provided to the qualitative questions set out above at 5 and 6 :	
0	Failed to meet any aspect of the requirements. An unacceptable response with serious reservations.
25	A Poor response with reservations. The response lacks convincing detail with risk that the proposal will not be successful in meeting all the requirements.
50	Meets the requirements – the response generally meets the requirements, but lacks sufficient detail to warrant a higher mark.
75	A Good response that meets the requirements with good supporting evidence. Demonstrates good understanding.
100	An Excellent comprehensive response that meets the requirements. Indicates an excellent response with detailed supporting evidence and no weaknesses resulting in a high level of confidence.

7 Price		Weighting 20%
Guidance:		
<p>The Authority requires the Potential Provider to provide a total capped price for the work needed to deliver the requirements set out in Appendix B – Service Description. Potential providers are also required to provide a day per consultant grade and the amount of time you expect to require from each grade. Prices should be submitted in Pound Sterling inclusive of expenses but exclusive of VAT.</p>		
Question:		

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Potential Providers should submit a total capped price including a breakdown which should include a day rate per consultant grade and the expected amount of time required from each consultant.

Marking Scheme:

The maximum mark available for Price will be 20. This mark will be awarded to the lowest priced Potential Provider. Remaining Potential Providers will receive a mark out of this maximum mark on a pro rata basis dependent on how far they deviate from the lowest price.

The calculation that will be used to determine marks is as follows:

$$\text{Score} = \frac{\text{Lowest Tender Price}}{\text{Tender Price}} \times 20 \text{ (maximum mark available)}$$