 - Will any post show storage of assets be required for inclusion in quote? E.g. storage of fabric graphics No  
  
 - Does potential re-deployment need to be factored into the stand design e.g. Will this be rolled out at any other shows/reskimmed and re-installed in 2023? No  
  
- Is the 2020 delivery partner involved in this tender process? They have access to the tender and may bid for the work if they wish to.  
  
- What did AHDB feel was offered by the successful bidder previously that they did not get from the other prospective partners? The winning bidder offered a more substantial proposal, along with designs that were more pleasing to the eye and in better line with our requirements at the time.   
  
- Do they have a copy of the show manual that they can share to ensure stand render is in line with venue/build regulations? I don’t have access to this but you can contact the organisers [ross@tradefairs.uk.com](mailto:ross@tradefairs.uk.com)  
  
- What was the key driver in accepting that particular proposal for the 2020 booth? Based on the scoring criteria included in the tender , the successful bidder scored higher than all other bids in regards to the below criteria

Our award criteria:

* Price (40%)
* Design, creative impression, and equipment (50%)
* Ability to meet event timelines, build-up and break-down (10%)

- Does the proposal need to factor in production of any other materials – signage, leaflets etc….? No