

Tender Scoring Matrix - IS4L Electrification of Heat Project				
Category	Category Percentage	Subcatagory	% of category %	Overall % available
Cost	30%	Contract Cost (Inverse Proportion): Cheapest quote gets 100% of the overall available. Remaining proposals get a proportion of the 30% available based on comparison to cheapest proposal.	100%	30.0%
Commercial aspects	20%	Pirbright T&C Acceptance 0 - No Acceptance statement or not accepted 1 - Accepted with significant changes 2 - Accepted with minor changes 3 - Fully Accepted	20%	4.0%
		Pirbright Confidentiality Statement Acceptance 0 - No Acceptance statement or not accepted 1 - Accepted with significant changes 2 - accepted with minor changes 3 - Fully Accepted	10%	2.0%
		Contract Price Breakdown: 0 - not offered. 1 - significant ommissions 2 - minor ommissions 3 - fully completed	20%	4.0%
		Payment schedule agreed: 0 - not offered./not accepted 1 - accepted with significant changes requested 2 - maccepted with minor changes requested 3 - fully caccepted	25%	5.0%
		Previous Performance (Commercial - high quotations and poor office processes): 0 - Poor 1 - None 2 - Average 3 - Excellent	25%	5.0%
Technical / Quality aspects	50%	Previous Performance (Technical - performance of engineers on site inc conformance with site rules): 0 - Poor 1 - None 2 - Average 3 - Excellent	15.0%	7.5%
		Technical Quality of Proposal: 0 - Very poor quality proposal (not worth the paper its written on). 1 - Proposal / presentation of proposal is disjointed/difficult to understand. 2 - Proposal is clear but technical content is limited. 3 - Proposal is clear and technical content is high.	20%	10.00%
		Team Details, Training Records & contact details 0 - No details offered. 1 - Limited details given. 2 - Full details given, but experience not fully relevant. 3 - Full details given and experience fully relevant.	10.0%	5.00%
		ISO9001 Accreditation: 0 - None / not offered 1 - Alternative system but not fully relevant 2 - ISO 9001 but not fully relevant or fully relevant alternative system 3 - ISO9001 fully relevant	10%	5.00%
		Environment & Safety Accreditations: 0 - No other accreditations offered. 1 - Neither ISO / BS acredditations but other acreditations in both areas 2 - ISO14001 or ISO 45001/BS OHSAS18001 with other acreditations in the other area 3 - ISO14001 and ISO 45001/BS OHSAS18001	10.0%	5.00%
		Supply Chain: 0 - No inhouse supply chain for design or manufacture. 1 - in house design house only. 2 - in house design plus limited in house manufacturing. 3 - in house design and in house manufacturing of main plant items.	10%	5.00%
		Similar installations: 0 - not offered. 1 - Offered, but not directly relevant. 2 - Offered and relevant. But only 1. 3 - Offered and relevant and omultiple installations referenced.	10.0%	5.00%
		Reference visits offered: 0 - not offered. 1 - Offered, but not directly relevant. 2 - Offered and relevant. But not on envisaged date. 3 - Offered and relevant and on proposed date.	5%	2.50%
		Design Stage Risk Assessment: 0 - not offered. 1 - Offered, but poor quality. 2 - Offered and rgood quality but not for similar plant. 3 - Offered and rgood quality for similar plant.	5%	2.50%
		Example RAMS 0 - Not offered. 1 - Poor 2 - Acceptable 3 - Good	5%	2.50%
100.0%				100.0%