



**Wandsworth Borough Council**

**Towards a Food and Horticultural Quarter in Nine  
Elms**

**Expression of Interest for Feasibility Study  
Consultants**

**The Opportunity**

Wandsworth Borough Council (the “Council”) is seeking interest from suitably qualified and experienced consultants to undertake a feasibility study in late-2022 to inform the development of a **Food and Horticultural Quarter** in Nine Elms.

This is a unique requirement for the Council and as such it is seeking interest from providers through this Expression of Interest (EOI) process, with a view to shortlist and invite Tenders in mid-August 2022.

**Project Background**

New Covent Garden Market (“NCGM” or the “Market”) is the UK’s largest wholesale fruit, vegetable and flower market. It is run by the Covent Garden Market Authority (CGMA), created by statute in 1961 to be an arms-length public body; a standalone, self-funded organisation. NCGM falls within Department for Environment, Food and Rural Affairs’ (DEFRA) portfolio.

The Market is being re-built in its entirety and is due to complete in 2027. Important milestones have already been achieved, including the launch of the Food Exchange as a hub for food-related enterprise and housing Mission Kitchen, a shared workspace for food businesses, which opened in 2020.

The Market’s transformation sits within the wider regeneration of the [Vauxhall, Nine Elms and Battersea Opportunity Area](#), in which 20,000 new homes are being built, and 6.5m sq feet of commercial space created in London’s Central Activities Zone, generating 25,000 jobs. The creation of a new town centre at Battersea Power Station, alongside increased connectivity delivered by the two new Tube stations of the Northern Line Extension signals huge change to how people will experience the local neighbourhood.

The Council believe that the combination of Food and Horticulture, alongside the market garden heritage of Nine Elms, suggests potential for the area to develop into a visitor destination with global reach, as well as a centre for excellence, innovation and growth, whilst maintaining at its heart an operational wholesale market for London. There is opportunity to increase public awareness and engagement with the work of the Market, the wider food and flower production and distribution networks - their role in serving the city and as part of its culture and heritage. Given the climate emergency and impacts of recent global events on domestic supply chains, the Council believe this initiative can support a more sustainable future for people who live and work in the area. The Council is calling this a *Food and Horticultural Quarter* (FHQ).

The potential was first identified by the Nine Elms Partnership in 2015: it is referenced in the Cultural Strategy for Nine Elms and Battersea as well as Wandsworth's updated Local Plan, marking the borough's ambitions to 2038. It is also emphasised in the site’s Masterplan and associated Cultural Strategy, developed by Covent Garden Market Authority (CGMA) and development partners Vinci St. Modwen (VSM). There are synergies to Wandsworth’s emerging Hospitality and Skills Strategy as well as other strategic initiatives such as the development of the Low Line with Lambeth Council.

**Project Outputs**

Through this feasibility study, the Council would like to understand how the FHQ might materialise, the contextual economic and social parameters that will inform its development, explore its commercial viability and consider what actions will be required to deliver it.

The feasibility study will be required to answer a few key questions related to the investment in NCGM and the wider Nine Elms area in developing a FHQ. Further detail on the requirements will be shared at the Tender stage.

The issues to address in the feasibility study will include the Study Area, Changing Landscape, Food and Flowers in London, Food Culture, Hospitality and Tourism and Education, Skills and Employment.

**Expression of Interest Brief**

This EOI is being issued by the Council as the first stage of a Tender process. The purpose of this EOI is to gather interest from suitably qualified providers, and to shortlist up to four consultants to invite to this tender opportunity, reserving the right to invite more or less.

The EOI can be accessed on the Council’s eProcurement Portal, Delta eSourcing using the access code 878786BS7X. You can submit your response by the closing date on the Portal.

**Contact Details**

The EOI responses should be returned electronically via the Council’s Delta eSourcing Portal. Any queries can be made via the Delta eSourcing Portal or directly to the Council’s procurement lead for this opportunity:

Eric Desveaux, Category Manager  
[Eric.Desveaux@richmondandwandsworth.gov.uk](mailto:Eric.Desveaux@richmondandwandsworth.gov.uk)

**Procurement Process**

- a. **EOI Request Date:** 28 July 2022
- b. **EOI Due Date:** 12 July 2022, 12pm
- c. **EOI Shortlisting Completion and Outcomes Shared:** 19 August 2022
- d. **Tender Released (indicative):** 24 August 2022

The project weighting of the ITT will be as follows (Further detailed information will be provided in the ITT Documents).

- Project Non-Price Weighting including Social Value – 30%
- Project Price Weighting – 70%

The Council reserves the right to utilise a different evaluation criterion in the ITT stage if necessary. Please note an interview may be used during the ITT stage.

**Expression of Interest Response and Evaluation:**

Should you be interested, you are invited to submit a response to this EOI. Your submission must include:

- A completed Minimum Criteria Assessment (refer to Appendix 1)
- A response to the Selection Questions (Refer to Appendix 2)

Further detail on the evaluation methodology of submissions is detailed in Appendix 2 – Selection Questionnaire.

**Submission Details and Communications**

- Deadline for return of confirmation of interest: by 12 noon on 12 August 2022
- Contact for any queries and clarifications: Via eTendering Portal

DOCUMENT TO BE RETURNED WITH SUPPORTING INFORMATION

Appendix 1 – Minimum Criteria Assessment

Ref	Description	Information Required	Response
1-Q1	Name of legal entity or sole trader	Unique name of legal entity or name of individual	
1-Q2	Registered Office Address	Address line 1 (Property name/number)	
		Address line 2	
		Address line 3	
		Town	
		County	
		Post code	
1-Q3	Contact Details for Enquiries	Title (Mr, Mrs, Ms etc.)	
		Forename	
		Surname	
		Job title	
		E-mail	
		Telephone number	
1-Q4	Registration number if registered with Companies House or equivalent	Registration number with Companies House.	
		Registration number with equivalent body.	
1-Q5	VAT registration number	Provide VAT registration number	

**Appendix 2 – Selection Questions**

The Councils will assess applicants’ responses in accordance with the below.

Selection Questions	Max score	Weight (%)
<b>Demonstrated experience in delivering similar services</b>  Word limit: 3 A4 Pages, Arial Font size 11 (Excluding words in images)	5	100%
<b>TOTAL</b>		<b>100</b>

**Demonstrated experience:** Please provide a response to demonstrate your experience in providing these services. You may consider providing a case study or other written evidence as part of your response. As a guide each response should include lessons learned and how they relate to the Council’s requirements. You should also include any proposed risks that you uncovered, how you mitigated against any risks, and value adding opportunities.

**Scoring**

The Councils shall designate a score out of 5 using the scoring scale below to each Selection Question in accordance with the below Table.

Criteria for Awarding Score	
<b>0</b>	The Applicant's response is incomplete, or the Applicant has provided responses that are not relevant.
<b>1</b>	The Applicant's response is wholly insufficient or unsatisfactory. The Applicant's response gives the Client no confidence in the Applicant's ability to deliver the project.
<b>2</b>	The Applicant's response is superficial and generic. The Applicant’s response demonstrates limited experience/quality and value. The Applicant's response gives the Client little confidence in the Applicant's ability to deliver the project.
<b>3</b>	The Applicant's response is basic but suitable and offers relevant evidence. The Applicant demonstrates some experience and quality/value which gives the Client some confidence of the Applicant’s ability to deliver the project.
<b>4</b>	The Applicant's response is robust and supported by suitable and relevant evidence demonstrating the Applicant’s experience and quality/value is strong. Response gives the Client real confidence of the Applicant’s ability for this project.
<b>5</b>	The Applicant's response clearly demonstrates the Client’s requirements for the project can be met, is outstanding and will bring significant added value/benefit to the Client. Shows significant experience, quality/value and the Client has full confidence in the response. Innovation is a consideration for this score.

If an Applicant scores a 0, 1 or 2 for any of the Selection Questions or achieves a Total Weighted Score of 50% or below, the Councils reserve the right to exclude the applicant from the tendering process.

The Council will use the following scoring methodology to score each Applicant's response to the Selection Questions.

$$\text{Weighted Score} = (X \div 5) \times \text{Score}$$

Where:

X = the Selection Question's weighting;

5 = the maximum possible score; and

Score = the score awarded for each Selection question in accordance with the Scoring Table above.

By way of example, if a Tender scores 4 with a weighting of 10%, the Weighted Score will be calculated as follows:

$$(10 \div 5) \times 4 = \text{a Weighted Score of } 8$$

The sum of the Weighted Question Scores shall produce a "Total Weighted Score".

**Declaration**

I declare that to the best of my knowledge the answers submitted, and information contained in this document are correct and accurate.

I declare that, upon request I will provide the documentary evidence referred to in this document.

I understand that the information meets a minimum criterial assessment and my organisation’s suitability to be invited to participate further in this procurement is reliant on the return of this document.

I understand that the authority may reject this submission in its entirety if there is a failure to answer all the relevant questions fully, or if false/misleading information or content is provided in any section.

I am aware of the consequences of serious misrepresentation.

Contact name	
Name of organisation	
Role in organisation	
Signature	
Date	