PricewaterhouseCoopers LLP

7 More Riverside,

London,

SE1 2RT

Attn: REDACTED TEXT

[REDACTED](mailto:charles.johnson-ferguson@pwc.com) TEXT

Date: 31st October 2017

Procurement ref: CCCC17B07

Dear Sir/Madam,

**Award of contract for the Provision of Consultancy for Financial Advisor for Cross**

**Country Franchise Competition**

Further to your submission of a Tender for the above project, I am writing to advise that the Procurement is now complete.

I am pleased to inform you that your company has been successful and therefore we would like to award the contract to you.

Appendix 1 provides feedback on your successful proposal.

The call-off contract shall commence Wednesday 1st November 2017 and the Expiry Date will be Tuesday 31st December 2019. The total contract value shall be £1,200,000.00 excluding VAT.

This procurement activity was a under the Management Consultancy framework RM3745 Lot 2 Finance and the framework Terms and Conditions shall apply. A copy of the contract is provided with this Award Letter and includes those framework terms and conditions.

Please print and sign a copy and forward to the Procurement Lead electronically via the e-Sourcing Suite messaging service. They in turn will manage its ratification and return a copy for your records.

Please ensure that the signed copy of the contract is submitted via the e-sourcing suite by Wednesday 1st November 2017 15:00.

Should you have any queries regarding this or any other matter please do not hesitate to contact me.

Yours faithfully,

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| Signed for and on behalf of Department for Transport |

**Appendix 1**

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| --- | --- | --- | --- | --- |
| Number | Question | Score (out of 100) | Evaluators’ Feedback | |
| 4.0 – Methodology | | | | WEIGHTING 35% |
| 4.1 | Potential Providers are required to describe how they intend to provide assurance to the Competition. The response should outline the level of assurance a Potential Provider is willing to provider for each of the requirements listed in 6.2 in Appendix B. | 100.00 | REDACTED TEXT | |
| 4.2 | Potential Providers are required to describe how they intend to meet the requirements for the Comparator Model. The Response should also demonstrate how the Potential Provider will work with relevant key stakeholders (e.g. Finance Lead, Economic Adviser, Specification Lead, and Technical Advisers) in defining the exact scope of the Model Review work. Potential Providers are reminded of the requirement to provide full details of any subcontractor and the areas to be subcontracted. | 75.00 | REDACTED TEXT | |
| 4.3 | Potential Providers are required to describe how they intend to provide advice in developing the Commercial Proposition. The response should highlight a Potential Provider’s understanding of the requirements set out within section 6.4 of Appendix B. | 100.00 | REDACTED TEXT | |
| 4.4 | Potential Providers are required to describe how they can advise the Authority in relation to Clarification and Authority Questions. The response should highlight a Potential Provider’s understanding of the requirements set out within section 6.5 of Appendix B. | 100.00 | REDACTED TEXT | |
| 4.5 | Potential Providers are required to describe how they will advise the Authority in developing the Franchise ITT and related documents. The response should highlight a Potential Provider’s understanding of the requirements set out within section 6.6 of Appendix B. | 100.00 | REDACTED TEXT | |
| 4.6 | Potential Providers are required to describe how they will carry out the evaluation of tenders, engaging with the Department’s project team and other advisers, and ensure the compliance and deliverability of bids. The response should highlight a Potential Provider’s understanding of the requirements set out within section 6.7 of Appendix B. | 100.00 | REDACTED TEXT | |
| Total Questionnaire Weighted Score | | 33.91 | Winning Suppliers’ Weighted Score | 33.91 |
| 5.0 – Project Specific Experience | | | | WEIGHTING 25% |
| 5.1 | Potential Providers are required to provide a detailed resource plan for the requirements in Appendix B. The resource plan must detail:   * The number of days/hours each team member will be allocated to a specific task/requirement; * The job title and grade/ranking for each team member; * A cross reference to the CV for that team member; and * Any known availability constraints e.g. other Authority projects/requirements or study leave commitments for team members.   Potential Providers are to note that while a resource plan for a variable price requirement will not be used to cap the cost, the Authority reserves the right to refer to it and the resource allocation/mix within it, during the Project.  The Authority expects that the Potential Provider will make all reasonable endeavours to adhere to the proposed resource mix and allocation as far as possible during the Project life. Material deviations from the proposed resource mix and/or allocation will require prior approval from the Authority. | 75.00 | REDACTED TEXT | |
| 5.2 | Potential Providers are required to provide CVs for each team member listed within the resource plan. Where a project/relevant experience is referenced in a team member’s CV, that CV should contain at a minimum the duration of time spent by that team member on a project and the tasks completed within that time. Also how their relevant experience will add value to the project.  The CVs for each proposed team member should detail whether that team member is:   * a member of any relevant professional bodies; * on staff at the Proposed Provider or a subcontractor; and * whether that team member is part of the core team; | 75.00 | REDACTED TEXT. | |
| Total Questionnaire Weighted Score | | 18.75 | Winning Suppliers’ Weighted Score | 18.75 |
| 6.0 – Programme Delivery & Account Management | | | | WEIGHTING 5% |
| 6.1 | Potential Providers are required to detail how they will assist the Authority in monitoring and managing Programme Delivery as well as managing Provider spend.  Potential Providers are required to detail how they will track and report their Work In Progress (WIP) against both budget and scope and suggest how costs can be managed. | 100.00 | REDACTED TEXT | |
| Total Questionnaire Weighted Score | | 5.00 | Winning Suppliers’ Weighted Score | 5.00 |
| 7.0 – Price | | | | WEIGHTING 25% |
| 7.1 | Please confirm, by selecting ‘YES’ that you have attached a completed Price Schedule to the response to this question. In so doing, you are also confirming that prices offered are inclusive of any expenses, exclusive of VAT and firm for a period of 90 days following the Deadline for Submission. | 100.00 | REDACTED TEXT | |
| Total Questionnaire Weighted Score | | 25.00 | Winning Suppliers’ Weighted Score | 25.00 |
| 8.0 – Presentation | | | | WEIGHTING 10% |
| 8.1 | Potential Providers that are invited by the Authority to present their proposal to a panel of the Authority’s representatives should focus on:   * risks and opportunities for the franchise * an overview of the Potential Provider’s proposal, including:   + key success factors to the delivery of the requirements   + a discussion around levels of assurance that the Potential Provider will provide   + how the development of the commercial proposition and evaluation of tenders will be approached, with reference made to where value will be added, and how other parties will be engaged * evidence of the capability and experience of the Potential Provider’s team members, demonstrating how this will deliver high quality outputs for the Authority   how the Potential Provider will demonstrate thought leadership, innovation, strategic thinking and working flexibly with the Department | N/A | N/A | |
| Total Questionnaire Weighted Score | | N/A | Winning Suppliers’ Weighted Score | N/A |
| Evaluation Summary | | | | |
| Overall Bid Score (Weighted) | | 82.66 | Winning Suppliers’ Overall Bid Score | 82.66 |
| Overall Ranking | | 1st | Winning Suppliers’ Overall Ranking | **1st** |