

## LR-TRED-F2 – Tender Evaluation

This section details how your Tender will be evaluated, the tools used to evaluate the Tender and the evaluation criteria.

### Evaluation Method

This Tender will be evaluated on the basis of:

Most Economically Advantageous Tender (MEAT) – Highest combined technically and financially scored Tender and meets the Commercial and Technical Criteria as detailed below.

This is a comparative score and the scoring method is worked out using the ratio and calculation below. The optimum is the highest technical score and lowest price, this together would get the highest total score.

$$\text{Tenderers Score} = \frac{\text{Tenderers total Technical Score}}{\text{Firm Price}} \times 100,000^1$$

**In the event of two or more Tenders being awarded the same total score the Authority shall choose the Tender with the highest Technical score.**

Tenderers are to provide responses to all award criteria questions. Please note it is vital that the evaluation scoring guide is taken into account when considering a response to a particular question.

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<sup>1</sup> The Unit denomination of 100,000 used in the equation above is simply a multiplier used to ensure that the Tenderers scores are presented as double digit numbers, rounded to 2 decimal points. A worked example can be found below.

## Commercial Requirements

Commercial Response		
1.	Completed in R-Cloud Part C	PASS/FAIL
2.	UK Contractor	PASS/FAIL
3.	Compliant pricing submission	PASS/FAIL
4.	Unqualified acceptance of all Terms and Conditions	PASS/FAIL
5.	<p>Cyber Essentials</p> <p>The Cyber Risk Level is assessed as VERY LOW (RAR - 29605596).</p> <p>The Supplier must hold either Cyber Essentials Certification or submit a compliant Cyber Implementation Plan to the satisfaction of the Authority's Project Manager prior to Contract Award.</p>	

## Technical Requirements

The Technical requirements will be scored by the Authority's Subject Matter Experts (SMEs). All SMEs shall score every question in every tender individually. They will then meet as a Technical Evaluation Board and reach consensus as a group to give one score per question per Tender. An independent facilitator will ensure that where there is a difference of views, constructive debate will be held enabling all team members' views to be heard so that everyone buys in to the consensus score.

The overall Technical score shall be divided by the sum firm price submitted. The highest overall score will be the winning Tenderer. A total technical score will be calculated using a weighted sum of the marks awarded for each of the questions, both mandated and desirable requirements.

Only fully compliant Tenders will be evaluated and scored\*

The Technical evaluation team will review Tenderers responses to the Technical questions R1 to R6

### NOTES

1. Any Tenderer assessed as scoring below 30 against any single one of these will be deemed non-compliant and excluded from the competition.

Technical Criteria			
Response Number	Summary of Response	Maximum Score	Weighting Percentage
R1	The Tenderer provides a series of detailed technical plans against each requirement showing how they have the technical expertise and knowledge to show compliance against the requirements.	100	35 %
R2	The Tenderer demonstrates a clear understanding of system complex design and integration including evidence of integrating third party components onto RPAS.	100	15 %
R3	The Tenderer demonstrates evidence of developing and using autopilots.	100	15 %
R4	The Tenderer demonstrates (showing evidence of prior research and development and test and evaluation) a deep knowledge of technical components necessary to meet the technical requirements to develop and integrate a payload bay for drop off and collection.	100	15 %
R5	The Tenderer demonstrates a collaborative approach and provides evidence of how they will work alongside another industry partner who is developing a separate key component of this deliverable.	100	15 %
R6	The Tenderer is able to demonstrate confidence of successfully completing the project within the required timescales identifying risks and risk mitigations.	100	5 %

<b>Marking Scheme: No intermediate scores will be permitted. Each individual question will be evaluated against the following scoring mechanism.</b>		
<b>Rating</b>	<b>Characteristic</b>	<b>Score</b>
Excellent	The response addresses all elements of the requirement, or exceeds it, and provides a comprehensive, unambiguous and thorough explanation of how the requirement will be fulfilled.	100
Good	The response addresses all of the elements of the requirement and provides sufficient detail and explanation of how the requirement will be fulfilled.	70
Adequate	The response addresses the key elements of the requirement but is weak in some areas and does not fully detail or explain how the requirement will be fulfilled.	30
Inadequate	The response does not address or explain how the requirement will be fulfilled and fails to demonstrate the ability to meet the requirement.	0

**Technical Score Calculation Example**

The following evaluation calculation shall be used for the Tenderers' Technical responses. The score for each question shall be added together to give the Tenderer their final score out of 100. An example of this calculation can be found below.

$$\text{Tenderers Technical Score} = \text{Sum of (Marks Awarded)} \times \text{Weighting}$$

<b>Question</b>	<b>Marks Awarded</b>	<b>Weighting %</b>	<b>Total Score</b>
R1	100	35	35
R2	100	15	15
R3	70	15	10.5
R4	70	15	10.5
R5	30	15	4.5
R6	70	5	3.5
<b>Tenderers Technical Score</b>			<b>79%</b>

**Tender Evaluation Result (Example Purposes Only)**

The Tenderers overall total score shall be calculated as follows:

$$\text{Tenderers Score} = \frac{\text{Tenderers total Technical Score (79)}}{\text{Firm Price (£500,000)}} \times 100,000 = 15.8$$