

Brimscombe Port Evaluation and Award Criteria

Level 1	Level 2	Level 3		Summary		Question	Information Made Available to Bidders to Inform their Responses	Word Limit	
		Criterion	Weighting	Criterion	Weighting				Overall Weight
Deliverability of the Commercial Offer <i>This section of the ITFT has been designed to test the Bidders proposal for the strategic partnership arrangement, focusing on the structure, financing and methodology for delivery</i>	Deliverability and Risk <i>Bidders will be tested on their commercial proposals, including their level of risk acceptance and how they will fund the project.</i>	a	Business Plan	37%	10.0%	3	Can you fully demonstrate that you can deliver a commercially viable project by providing a fully costed business plan in the format provided?	Through the commercial principles paper, SDC will set out the contributions it will make and any commercial expectations it may have. It is expected that the development proposals will be based on a range of other documents (as detailed throughout this matrix) SDC will also issue bidders with a pro forma template to enable the comparison of bids	1000 words.
		b	Financial Commitment	22%	5.8%	8	How will you fund the development? What evidence have you provided to confirm this?	None - will link into BP above	1000 words excluding letters of support.
		c	Acceptance of Risk	22%	5.8%	8	What is your approach to managing/sharing risk for this development? What assumptions/ exclusions have been made in the costed business plan and how will these be resolved. Will the business plan need to be amended to reflect the resolutions to these assumptions/ exclusions?	Commercial principles paper, which will set out SDC's expected/preferred position on risks and its role within the partnership	1000 words excluding pictures/diagrams. No appendices.
		d	Commercial Returns	20%	5.4%	8	What level and timing of commercial returns are you expecting to achieve?	None - will link into BP above	1000 words.
	Development Cost and Viability <i>This section will test Bidders more deeply on their financial proposals for the strategic partnership.</i>	e	Delivery Cost for Development	33%	2.7%	16	Please provide a cost proforma in the format provided.	cost proforma (linked into the business plan template)	Response should be in the form of the template proforma only - no appendices.
		f	Viability Tests / Quantum of Guaranteed Development	33%	2.7%	17	Are your phasing proposals subject to future viability testing and/or subject to achieving future sales rates?	None	1000 words excluding diagrams.
		g	Contracting Strategy	33%	2.7%	17	What is the your commercial strategy for delivering the project ?	None - there is a link to social value strategy but this will be for them to resolve	1000 words. No appendices.

key stakeholders vision for the site and how will it work in partnership with the Council to achieve this?

<p>Strategic Partner Structure/Offer</p> <p><i>This section tests Bidders proposals for the strategic partnership arrangement, how they propose to work with the Council to deliver the project and to demonstrate a suitable level of resource will be provided to ensure successful delivery.</i></p>	6%	h	Structure & Governance incl Job Descriptions	50%	3.0%	12	What are your proposed governance structures for delivering the project?	None - will link into BP above	1000 words excluding diagrams.	
		i	General Management Arrangements	50%	3.0%	12	What management methodology do you propose?	None	1000 words excluding diagrams.	
	<p>Delivery Methodology</p> <p><i>This section tests Bidders on their approach to delivering the development outputs.</i></p>	5%	j	Programme	50%	2.4%	14	What is your development programme?	None	750 words, excluding programme which should not exceed 4 sides A3.
			k	Sales and Marketing Strategy	50%	2.4%	14	What is your sales and marketing strategy for each of the residential and commercial offers within the overall project proposal, reflecting your phasing strategy?	None	1000 words excluding pictures/diagrams. No appendices.

Can the bidder deliver a viable project , that meets the Council's and

Development Outcomes
 This section tests the Bidders on the quality of the outcomes being delivered by the Strategic Partner, focusing on their strategy for delivery, compliance with Council requirements and innovative solutions for delivering said outcomes.

Development Outcomes
 This section tests bidders on the quality of the outcomes to be delivered, and compliance with the Councils Output Specification.

37%

l	Design Standards	31%	11.3%	1	What is your approach to delivering a high quality development? The submission should include a vision statement and masterplan, layouts, massing and elevations to demonstrate your approach paying regard to the details contained within the output specification.	Output Specification requirements	1000 words for the vision statement and an additional 1000 word explanatory text to support pictures/diagrams and mood board. No appendices.
m	Development Offer - Residential (market)	25%	9.1%	4	What numbers, sizes, types and indicative layouts are you proposing for the private residential properties with regard to the details contained within the Output Specification and what % of affordable housing are you offering overall and what numbers, types, tenure and locations are being proposed for these properties?	Output Specification requirements	1000 words excluding pictures/diagrams. No appendices.
o	Development Offer - Commercial	13%	4.6%	11	What number, size and location of commercial units are you offering?	Output Specification requirements	1000 words excluding pictures/diagrams. No appendices.
p	Development Offer - Public Realm	18%	6.5%	6	What is your offer in terms of public realm for the development having specific regard to the requirements in the Output Specification.	Output Specification requirements	1000 words excluding pictures/diagrams. No appendices.

			q	Development Offer - Community Facilities	15%	5.4%	7	What is your offer for the provision of community facilities , where is it located and how does it meet the requirements of the output spec?	Output Specification requirements	1000 words excluding pictures/diagrams. No appendices.
			r	Sustainability Proposals	100%	9.0%	2	What is your proposed strategy to achieve the Council's sustainability requirements and will it achieve the Building with Nature accreditation?	Output Specification requirements	1000 words excluding pictures/diagrams. No appendices.
			s	Social Value Proposals	100%	8.0%	5	What is your proposed social value strategy for the project?	Output Specification requirements	1000 words excluding pictures/diagrams. No appendices.
					100%					

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