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**AWARD QUESTIONNAIRE RESPONSE GUIDANCE, EVALUATION AND
MARKING SCHEME**

TRAFFIC MANAGEMENT TECHNOLOGY 2

REFERENCE NUMBER

RM1089

ATTACHMENT 3

1 INTRODUCTION

- 1.1 This document provides an overview of the methodology that will be adopted by the Authority to evaluate your response to each question set out within the Award Questionnaire. It also sets out the Marking Scheme that will apply. For the avoidance of doubt, references to “you” in this document shall be references to the Potential Provider.
- 1.2 The defined terms used in the ITT document (Attachment 1) shall apply to this document.

2 OVERVIEW

2.1 The Award Questionnaire is broken down into the following sections:

- SECTION A – GENERIC QUESTIONS APPLICABLE TO ALL LOTS
- SECTION B - QUALITY QUESTIONS APPLICABLE TO LOTS 1-14
- SECTION C – PRICING APPLICABLE TO LOTS 1-14
- SECTION D - FRAMEWORK POPULATION QUESTIONS

- 2.2 If you fail to provide a response to any applicable question of the Award Questionnaire, your Tender may be deemed to be non-compliant. If a Tender is deemed to be non-compliant, the Tender will be rejected and excluded from further participation in this Procurement.
- 2.3 A summary of all the questions contained within the Award Questionnaire, along with the Marking Scheme, Maximum Score and Weighted Score available for each question is set out below.

TABLE A			
Section		Marking Scheme/Score	Weighted Score Available (%)
SECTION A – GENERIC QUESTIONS APPLICABLE TO ALL LOTS.			
AQA1	Provision of Goods and Services	Pass / Fail	N/A
AQA2	Provision Of TMT2 Goods and Services – Essential Characteristics	Pass / Fail	N/A
AQA3	Catalogue Accuracy	Pass / Fail	N/A

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AQA4	Transparency and Providing Management Information (MI) to the Authority	Pass / Fail	N/A
AQA5	Complaints Procedure	Pass / Fail	N/A
AQA6	Delivery On Time In Full (OTIF) for Traffic Management Technology Catalogue Items	Pass / Fail	N/A
AQA7	After Sales Support	Pass / Fail	N/A
AQA8	Delivery Charges	Pass / Fail	N/A
AQA9	Price Breaks & Volume Discounts	Pass / Fail	N/A

TABLE B			
Section		Marking Scheme/Score	Weighted Score Available (%)
SECTION B – QUALITY QUESTIONS APPLICABLE TO LOTS 1-14			
AQB1	Supply Chain Transparency	100/66/33/0	20
AQB2	Impact on Contracting Authorities of Implementing Traffic Management Technologies	100/66/33/0	20
AQB3	Minimising Costs	100/66/33/0	25
AQB4	Development of Offerings	100/66/33/0	25

TABLE C (For Lots 1-11, 13 and 14 only)			
Section		Marking Scheme/Score	Weighted Score Available (%)
SECTION C – PRICING QUESTIONS APPLICABLE TO LOTS 1-11, 13 and 14			
AQC1	AQC1 Staff Rates for the Pricing Matrix.	100-0	4%

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	(Note: not applicable to Lot 15)		
AQC2	Goods Margin (Note: not applicable to Lots 12 or 15)	100/ <u>90/80/70/60/50/40/30/20/10/0</u> 66/33/0	3%
AQC3	Services Margin (Note: not applicable to Lot 15)	<u>100/90/80/70/60/50/40/30/20/10/0</u> 100/66/33/0	3%

TABLE C (For Lot 12)			
Section		Marking Scheme/Score	Weighted Score Available (%)
SECTION C – PRICING QUESTIONS APPLICABLE TO LOTS 1-14<u>LOT 12</u>			
AQC1	AQC1 Staff Rates for the Pricing Matrix. (Note: not applicable to Lot 15)	100-0	5%
AQC2	Not Used	Not Used	Not Used
AQC3	Services Margin (Note: not applicable to Lot 15)	<u>100/90/80/70/60/50/40/30/20/10/0</u> 100/66/33/0	5%

TABLE D		
Section	Marking Scheme/Score	Weighted Score

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		Available (%)	
SECTION D – FRAMEWORK POPULATION QUESTIONS			
AQD1	46.6.2 Notices	N/A	N/A
AQD2	Framework Schedule 11 Marketing	N/A	N/A
AQD3	Framework Schedule 17 Commercially Sensitive Information	N/A	N/A
AQD4	Framework Schedule 18 Escalation Point	N/A	N/A

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SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

POTENTIAL PROVIDERS MUST ANSWER ALL SECTION A QUESTIONS.

Section A contains requirements that are generic to the Traffic Management Technology 2 (TMT2) Framework Agreement as a whole.

AQA1 Provision of Goods and Services	
<p>The Potential Provider is required to confirm by selecting YES or NO that they agree to only enter Goods and Service(s) covered by the specification defined in the Lot(s) for which they are tendering as confirmed by their response to Selection question SQ1.3(a). Those Potential Providers who have bid for Lot 15 must ensure that the Goods and Services they deliver under that Lot also fall within the scope of one of the Lots 1 - 14.</p>	
<p><u>AQA1 Response Guidance</u></p> <p>The Potential Provider is required to confirm, by selecting YES that they agree to only enter Goods and Service(s) covered by the specification defined in the Lot(s) for which they are tendering as confirmed by the Potential Providers response to question SQ1.3(a) in the Selection Questionnaire (attachment 2 to the ITT).</p> <p>You are required to select either option YES or NO from the drop down list associated with this question.</p> <p>Providing a YES response means the Potential Provider confirms here that that they agree to only enter goods and service(s) covered by the specification defined in the Lot(s) for which they are tendering as confirmed by the Potential Providers response to question SQ1.3(a) in the Selection Questionnaire (attachment 2 to the ITT).</p> <p>If the Potential Provider selects NO to indicate that they will not, or cannot, provide confirmation here that that they agree to only enter Goods and Service(s) covered by the specification defined in the Lot(s) for which they are tendering as confirmed by the Potential Providers response to question SQ1.3(a) in the Selection Questionnaire (attachment 2 to the ITT).</p> <p>By selecting NO the Potential Provider will be disqualified from further participation on this procurement.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	The Potential Provider has responded " Yes ".
<u>Fail</u>	The Potential Provider has not provided a response OR The Potential Provider has responded " No "

AQA2 Provision Of TMT2 Goods and Services – Essential Characteristics	
<p>The Potential Provider is required to confirm by selecting YES or NO that the TMT2 Goods and Service(s) that they are tendering for inclusion in the catalogue and/or Lots have each of the following essential characteristics:</p> <ol style="list-style-type: none"> 1. Goods and Service(s) descriptions that enable a Contracting Authority to purchase based on the description alone therefore removing the need for Contracting Authorities to request additional information from the Potential Provider, for example mean time between failures, where applicable. 2. Commodities – All-inclusive Goods and Service must be explicitly defined and priced (for example, no 'to be confirmed') 3. For catalogue items – The price the Contracting Authority will pay in full (exclusive of VAT) 4. Volume based discounts 	
<p><u>AQA2 Response Guidance</u></p> <p>THIS IS A PASS/FAIL QUESTION.</p> <p>The Potential Provider is required to confirm, by selecting YES that the TMT2 Goods and Service(s) that they are tendering have the required characteristics as defined in the question.</p> <p>If the Potential Provider selects NO to confirm that the TMT2 Goods and Service(s) that they are tendering do not have the required characteristics as defined in the question then they will be unable to continue in this procurement.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	The Potential Provider has selected YES to confirm that the TMT2 Goods and Service(s) that they are tendering have the required characteristics as defined in the question.
<u>Fail</u>	The Potential Provider confirms by selecting NO that the TMT2 Goods and Service(s) that they are tendering do not have the required characteristics as defined in the question Or The Potential Provider has not answered this question

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SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

AQA3 Catalogue Accuracy	
<p>The Potential Provider is required to confirm by selecting YES or NO that they will maintain processes and controls to ensure that up-to-date information about the Goods and Service(s) including the description, pricing and delivery information is provided and maintained on the catalogue and/or service descriptions.</p>	
<p><u>AQA3 Response Guidance</u></p> <p>THIS IS A PASS/FAIL QUESTION.</p> <p>The Potential Provider is required to confirm, by selecting YES that they will maintain processes and controls to ensure that up-to-date information about the Goods and Service(s) including the description, pricing and delivery information is provided and maintained on the catalogue.</p> <p>If the Potential Provider selects NO to confirm that they cannot / will not maintain processes and controls to ensure that up-to-date information about the Goods and Service(s) including the description, pricing and delivery information is provided and maintained on the catalogue and/or service descriptions then they will be unable to continue in this procurement.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	<p>The Potential Provider has selected YES to confirm that they will maintain processes and controls to ensure that up-to-date information about the Goods and Service(s) including the description, pricing and delivery information is provided and maintained on the catalogue.</p>
<u>Fail</u>	<p>The Potential Provider confirms by selecting NO that they cannot maintain processes and controls to ensure that up-to-date information about the Goods and Service(s) including the description, pricing and delivery information is provided and maintained on the catalogue.</p> <p>Or</p> <p>The Potential Provider has not answered this question</p>

SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

AQA4 Transparency and Providing Management Information (MI) to the Authority	
<p>The Potential Provider is required to confirm by selecting YES or NO that, in the event they are awarded a Framework Agreement, they will provide the Authority, via the Authority template, TMT2 Framework Agreement related Management Information on Contracting Authority activity (including purchases) through the Framework that the Authority determines is necessary. The Authority reserves the right to change the metrics that will be required.</p>	
<p><u>AQA4 Response Guidance</u></p> <p>The Authority requires transparent MI to facilitate the monitoring of activity on the TMT2 Framework and the calculation of savings being achieved by Contracting Authorities using the Framework and to calculate the Management Charge collected by the Authority. THIS IS A PASS/FAIL QUESTION.</p> <p>The Potential Provider is required to confirm by selecting YES that in the event they are awarded a Framework Agreement, they will provide the Authority TMT2 Framework related MI on Contracting Authority activity (including invoices and orders) as and when requested.</p> <p>By selecting NO the Potential Provider confirms that they cannot / will not provide the Authority TMT2 Framework related MI on Contracting Authority activity (including invoices and orders) as and when requested. By Selecting NO the Potential Provider will be unable to continue in this procurement.</p> <p>The MI will be collected via a template issued by the Authority (an example of which is provided at Annex 1 to Schedule 9 to attachment 4(Framework Agreement) and the provision of accurate and timely MI by the Potential Provider is required by the terms and conditions of the Framework Agreement at Clause 27.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	<p>The Potential Provider has selected YES to confirm that, in the event they are awarded a Framework Agreement, they will provide the Authority, via a the Authority template, ANY TMT2 Framework Agreement related MI on Contracting Authority activity (including purchases) through the Framework that the Authority determines is necessary.</p>
<u>Fail</u>	<p>The Potential Provider has selected NO to confirm that they do not agree, in the event they are awarded a Framework Agreement, to provide the Authority, via a the Authority template, ANY TMT2 Framework Agreement related Management Information on Contracting Authority activity (including purchases) through the Framework.</p> <p>Or</p> <p>The Potential Provider has not answered this question.</p>

SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

AQA5 Complaints Procedure	
<p>The Potential Provider is required to confirm by selecting YES or NO that, in the event they are awarded a Framework Agreement, they have in place a fit for purpose Complaints Procedure and will provide a copy as required to the Contracting Authority, at the point of further competition.</p>	
<u>AQA5 Response Guidance</u>	
<p>The Potential Provider is required to be able to describe the process that will be in place for the receiving, logging and acknowledgement of Contracting Authority complaints and their process for the resolution of complaints through to closure and be able to demonstrate the value of the policy to the Contracting Authority.</p> <p>The Complaints Procedure must include:</p> <ul style="list-style-type: none"> (i) the Potential Provider’s process and systems that will be used for the receiving, logging and acknowledgement of Contracting Authority complaints; and (ii) the Potential Provider’s process that will be used for handling complaints to resolution, including timescales and escalation paths; and (iii) the Potential Provider’s process that will be used for ensuring that the Contracting Authority accepts that the complaint has been managed and resolved prior to being ‘closed’. <p>NOTE: POTENTIAL PROVIDERS SHOULD NOTE THE OBLIGATIONS TO INFORM CROWN COMMERCIAL SERVICE OF COMPLAINTS IN ACCORDANCE WITH CLAUSE 47 IN THE FRAMEWORK AGREEMENT COMPLAINTS HANDLING.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	<p>The Potential Provider has selected YES to confirm that they have in place and will make available (upon request) a fit for purpose Complaints Procedure covering the provision of good and or services under this framework.</p>
<u>Fail</u>	<p>The Potential Provider has selected NO to confirm that they do not have in place a fit for purpose Complaints Procedure and or will not provide a copy of their Complaints Procedure (upon request) to the a potential Contracting Authority.</p> <p>Or</p> <p>The Potential Provider has not answered this question.</p>

SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

AQA6 Delivery On Time In Full (OTIF) for Traffic Management Technology Catalogue Items	
The Potential Provider is required to confirm by selecting YES or NO that they will deliver orders on time in full, and to the Contracting Authority's specification throughout the term of this Framework Agreement.	
<u>AQA6 Response Guidance</u> The response must confirm that: (i) the Potential Provider will deliver on time in full to Contracting Authority specifications; and (ii) the Potential Provider will communicate any delays to delivery on time in full to the Contracting Authority for catalogue goods and services; and (iii) It is mandatory that Goods and Service(s) should be available on the catalogue for a minimum time period of six months notwithstanding obsolescence.	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	The Potential Provider has selected YES to confirm that they will deliver orders on time in full, and to the Contracting Authority's specification throughout the term of this Framework Agreement as detailed in points i – iii.
<u>Fail</u>	The Potential Provider has selected NO confirming that they are unable to commit to deliver orders on time in full, and to the Contracting Authority's specification throughout the term of this Framework Agreement as detailed in points i - iii. Or The Potential Provider has not answered this question.

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SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

AQA7 After Sales Support	
<p>The Potential Provider is required to confirm by selecting YES or NO that, in the event they are awarded a Framework Agreement, they have in place a fit for purpose after sales support procedure and will provide a copy as required to the Contracting Authority, at the point of further competition.</p>	
<p><u>AQA7 Response Guidance</u></p> <p>The Potential Provider is required to be able to describe the procedure for after sales support and be able to demonstrate the value of the procedure to the Contracting Authority.</p> <p>The Procedure must include:</p> <ul style="list-style-type: none"> (i) the Potential Provider's process and systems that will be used for administering and delivering after sales support; and (ii) the Potential Provider's process that will be used for resolving post initial sales issues 	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	<p>The Potential Provider has selected YES to confirm that they have in place and will make available (upon request) a fit for purpose after sales support procedure covering the provision of Goods and Services under this framework.</p>
<u>Fail</u>	<p>The Potential Provider has selected NO to confirm that they do not have in place a fit for purpose after sales support procedure and or will not provide a copy of their after sales support procedure (upon request) to the a potential Contracting Authority.</p> <p>Or</p> <p>The Potential Provider has not answered this question.</p>

AQA8 Delivery Charges	
<p>By selecting Yes you are confirming that all Contracting Bodies will be charged for delivery in line with the costs to you and that no additional mark-up or margin will be applied to the delivery charges.</p>	
<p><u>AQA8 Response Guidance</u></p> <p>Confirmation should be made by selecting the applicable response from the drop down response box.</p> <p>Please select option YES or NO from the drop down list.</p> <p>This is a PASS/FAIL question. By selecting No or not responding to this question will be deemed as a fail and will result in your Tender being excluded from this Procurement.</p> <p>For suppliers who are only offering services and do not have delivery charges are requested to respond YES to this question as to not be excluded from further participation.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>

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SECTION A - GENERIC QUESTIONS APPLICABLE TO ALL LOTS

<u>Pass</u>	The Potential Provider has selected YES to confirm that all delivery charges will be provided at cost.
<u>Fail</u>	The Potential Provider has selected NO to confirm that not all delivery charges will be provided at cost. OR A response had not been provided.

AQA9 Price Breaks & Volume Discounts	
By selecting Yes you are confirming that, where applicable, price breaks and/or volume discounts will be clearly identified in your catalogue information and/or service descriptions. This will enable the Contracting Bodies to identify best value products and or services when ordering multiples of items to fulfil their requirements.	
<u>AQA9 Response Guidance</u> Confirmation should be made by selecting the applicable response from the drop down response box. Please select option YES or NO from the drop down list. This is a PASS/FAIL question. By selecting No or not responding to this question will be deemed as a fail and will result in your Tender being excluded from this Procurement.	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	The Potential Provider has selected YES to confirm where applicable, price breaks and/or volume discounts will be clearly identified in the catalogue information and/or service descriptions.
<u>Fail</u>	The Potential Provider has selected NO to confirm that where applicable, price breaks and/or volume discounts will not be clearly identified in the catalogue information and/or service descriptions. OR A response had not been provided.

SECTION B - QUALITY QUESTIONS APPLICABLE TO LOTS 1-14

PLEASE NOTE: POTENTIAL PROVIDERS MUST ONLY COMPLETE THIS SECTION IF TENDERING FOR

LOT(S) 1 TO 14.

AQB1 Supply Chain Transparency	
<p>How will the Potential Provider manage the supply chain to ensure on going continuity of supply and value for the Contracting Authority?</p> <p>Potential Providers who do not have a supply chain should answer this requirement in the context of how they would manage a supply chain in the future (should they need to engage a supply chain).</p>	
<u>AQB1 Response Guidance</u>	
<p>The response must describe:</p> <ul style="list-style-type: none"> (i) the Potential Provider’s approach to identifying and managing their ‘end to end’ supply chain; and (ii) the Potential Provider’s approach to assuring continuity of supply including identifying any potential risks or issues which threaten the continuity of supply throughout the supply chain and how this will be shared with the Contracting Authority; and (iii) how the Potential Provider will share the visibility of their supply chain costs and pricing mechanism information with the Contracting Authority. The Contracting Authority will also be looking for evidence of how some elements of the requirements add value to the Contracting Authority. <p>Potential Providers are also required to demonstrate evidence of how some elements of the requirements add value to the Contracting Authority.</p> <p>Maximum character count – 4096 characters including spaces and punctuation. This character count cannot be exceeded within the e-Sourcing Suite. Responses must include spaces between words.</p> <p>No additional documents may be submitted. Any other additional documents submitted will not be taken into consideration for the purposes of evaluation.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>100</u> <u>Exceptional</u>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iii). In addition the quality and level of detail provided demonstrates a clear understanding and explains how some elements of the requirements add relevant value to the Contracting Authority in two of the following areas:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Benefits to the Contracting Authority. <input type="checkbox"/> Support of minimising costs. <input type="checkbox"/> Demonstrating value in the approach. <p>Please note:</p> <ul style="list-style-type: none"> <input type="checkbox"/> “value” does not necessarily refer to financial value <p><i>Value will be deemed relevant where the Potential Providers demonstrates either a direct benefit to two or more of the defined areas, or as an indirect benefit due to the Potential Provider’s organisational practices, processes or procedures.</i></p>

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<p>66 <u>Meets requirements</u></p>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iii). The response demonstrates a satisfactory understanding and a level of detail, which provides an adequate explanation of how the requirement will be met.</p>
<p>33 <u>Weak</u></p>	<p>The response contains insufficient/limited understanding and/or fails to provide an adequate explanation for how the requirement will be met.</p>
<p>0 <u>Fail</u></p>	<p>Question not answered or totally inadequate response. Fails to demonstrate any understanding and/or provide any explanation as to how the requirement will be met.</p> <p>By recording a score of 0 (zero) the Potential Provider will be disqualified from further participation on this procurement.</p>

<p>AQB2 Impact on Contracting Authorities of Implementing Traffic Management Technologies</p>	
<p>How will the Potential Provider ensure that all parties (including the Potential Provider, Contracting Authority and any Sub-Contractors) understand the impact that Traffic Management Goods and Services procured under this Framework Agreement will have on the Contracting Authority's existing traffic management infrastructure, systems and resources?</p>	
<p><u>AQB2 Response Guidance</u></p> <p>For the Lots being tendered for, the response must describe how, through their approach,:</p> <ul style="list-style-type: none"> (i) The Potential Provider will fully understand the Contracting Authority's technical specification and operating environment within which the Traffic Management Goods and Services will be implemented specifying the nature and level of access to sites systems and personnel that will be necessary to understand the Contracting Authorities existing traffic management infrastructure, systems and resources, data security requirements; and (ii) the Potential Provider will maintain accountability and mitigate risk during implementation and communicate progress, risks and issues to the Contracting Authority; and (iii) the Potential Provider project management approach will be used to define the overall scope of work including how roles and responsibilities will be agreed and defined with the Contracting Authority. The Contracting Authority will also be looking for evidence of how some elements of the requirements add value to the Contracting Authority. <p>Potential Providers are also required to demonstrate evidence of how some elements of the requirements add value to the Contracting Authority.</p> <p>Maximum character count – 4096 characters including spaces and punctuation. This character count cannot be exceeded within the e-Sourcing Suite. Responses must include spaces between words.</p> <p>No additional documents may be submitted. Any other additional documents submitted will not be taken into consideration for the purposes of evaluation.</p>	
<p><u>Marking Scheme</u></p>	<p><u>Evaluation Guidance</u></p>

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<p>100 <u>Exceptional</u></p>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iii). In addition the quality and level of detail provided demonstrates a clear understanding and explains how some elements of the requirements add relevant value to the Contract Authority in two of the following areas:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Benefits to the Contracting Authority. <input type="checkbox"/> Support of minimizing costs. <input type="checkbox"/> Demonstrating value in the approach. <p>Please note:</p> <ul style="list-style-type: none"> <input type="checkbox"/> “value” does not necessarily refer to financial value <p><i>Value will be deemed relevant where the Potential Providers demonstrates either a direct benefit to two or more of the defined areas, or as an indirect benefit due to the Potential Provider’s organizational practices, processes or procedures.</i></p>
<p>66 <u>Meets Requirement</u></p>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iii). The response demonstrates a satisfactory understanding and a level of detail, which provides an adequate explanation of how the requirement will be met.</p>
<p>33 <u>Weak</u></p>	<p>The response contains insufficient/limited understanding and/or fails to provide an adequate explanation for how the requirement will be met.</p>
<p>0 <u>Fail</u></p>	<p>Question not answered or totally inadequate response. Fails to demonstrate any understanding and/or provide any explanation as to how the requirement will be met.</p> <p>By recording a score of 0 (zero) the Potential Provider will be disqualified from further participation on this procurement.</p>

<p>AQB3 Minimising Costs</p>
<p>How will the Potential Provider work with the Contracting Authority to minimise whole life costs and maintain or reduce total cost of Goods and Service provision to the Contracting Authority over the terms of Contracts?</p>
<p><u>AQB3 Response Guidance</u></p> <p>The response must describe how, through their approach,:</p> <ul style="list-style-type: none"> (i) the Potential Provider will work with the Contracting Authority to investigate ways in which the cost of the proposed Traffic Management Technology could be minimised including for example the use of Cloud and or emerging and or innovative technologies; and (ii) the Potential Provider will ensure the Contracting Authority is made aware of any events/issues that may impact on their requirements and any potential changes to previous cost breakdowns provided; and (iii) the Potential Provider policy will be used for responding to, or proposing innovations in light of, any legislative changes or emerging user and customer needs affecting traffic management Goods and Services; and (iv) how the Tenderer will, wherever possible, encourage use of common government platforms, data sharing, open source software, and traffic management open standards (e.g. UTMC, XML, DATEXII, NTCIP, MAIT/DIET, XML, HTML5, HTML, ETSI, LTE, ITS G5, Car2Car) to vendor

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dependency and cost, and increase interoperability across organisations, devices and platforms (including mobile and fixed devices and systems). The Contracting Authority will also be looking for evidence of how some elements of the requirements add value to the Contracting Authority.

Potential Providers are also required to demonstrate evidence of how some elements of the requirements add value to the Contracting Authority.

Maximum character count – 4096 characters including spaces and punctuation. This character count cannot be exceeded within the e-Sourcing Suite. Responses must include spaces between words.

No additional documents may be submitted. Any other additional documents submitted will not be taken into consideration for the purposes of evaluation.

<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<p><u>100</u> <u>Exceptional</u></p>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iv). In addition the quality and level of detail provided demonstrates a clear understanding and explains how some elements of the requirements add relevant value to the Contract Authority in two of the following areas:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Benefits to the Contracting Authority. <input type="checkbox"/> Support of minimizing costs. <input type="checkbox"/> Demonstrating value in the approach. <p>Please note:</p> <ul style="list-style-type: none"> <input type="checkbox"/> “value” does not necessarily refer to financial value <p><i>Value will be deemed relevant where the Potential Providers demonstrates either a direct benefit to two or more of the defined areas, or as an indirect benefit due to the Potential Provider’s organizational practices, processes or procedures.</i></p>
<p><u>66</u> <u>Meets Requirement</u></p>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iv). The response demonstrates a satisfactory understanding and a level of detail, which provides an adequate explanation of how the requirement will be met.</p>
<p><u>33</u> <u>Weak</u></p>	<p>The response contains insufficient/limited understanding and/or fails to provide an adequate explanation for how the requirement will be met.</p>
<p><u>0</u> <u>Fail</u></p>	<p>Question not answered or totally inadequate response. Fails to demonstrate any understanding and/or provide any explanation as to how the requirement will be met.</p> <p>By recording a score of 0 (zero) the Potential Provider will be disqualified from further participation on this procurement.</p>

AQB4 Development of Offerings	
<p>How will the Potential Provider demonstrate its approach to developing existing and new offerings for all Contracting Authorities under this Framework Agreement, ensuring offerings demonstrate value for Contracting Authorities?</p>	
<p><u>AQB4 Response Guidance</u></p> <p>The response must describe:</p> <ul style="list-style-type: none"> (i) the Potential Provider’s approach to conducting competitor and market analysis relevant to their TMT2 offerings to ensure the solutions demonstrate value; and (ii) the Potential Provider’s approach to be used for competitor and market analysis specifically relevant to their TMT2 offerings whereby the Potential Provider will ensure that a consistent and equitable charging model will be applied across the Contracting Authority base, ensuring that any offerings are a competitive choice for Contracting Authorities; and (iii) the Potential Provider’s approach to the development of its Goods and Service offering ensuring that they remain within the scope of the Lot. The Authority will also be looking for evidence of how some elements of the requirements add value to the Contracting Authority. <p>Potential Providers are also required to demonstrate evidence of how some elements of the requirements add value to the Contracting Authority.</p> <p>Maximum character count – 4096 characters including spaces and punctuation. This character count cannot be exceeded within the e-Sourcing Suite. Responses must include spaces between words.</p> <p>No additional documents may be submitted. Any other additional documents submitted will not be taken into consideration for the purposes of evaluation.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>100</u> <u>Exceptional</u>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iii). In addition the quality and level of detail provided demonstrates a clear understanding and explains how some elements of the requirements add relevant value to the Contract Authority in two of the following areas:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Benefits to the Contracting Authority. <input type="checkbox"/> Support of minimizing costs. <input type="checkbox"/> Demonstrating value in the approach. <p>Please note:</p> <ul style="list-style-type: none"> <input type="checkbox"/> “value” does not necessarily refer to financial value <p><i>Value will be deemed relevant where the Potential Providers demonstrates either a direct benefit to two or more of the defined areas, or as an indirect benefit due to the Potential Provider’s organizational practices, processes or procedures.</i></p>
<u>66</u> <u>Meets Requirement</u>	<p>Response contains relevant examples and meets all elements of the requirement (i) to (iii). The response demonstrates a satisfactory understanding and a level of detail, which provides an adequate explanation of how the requirement will be met.</p>
<u>33</u>	<p>The response contains insufficient/limited understanding and/or fails to provide an adequate explanation for how the requirement will be met.</p>

PROTECT

<u>Weak</u>	
<u>0</u> <u>Fail</u>	Question not answered or totally inadequate response. Fails to demonstrate any understanding and/or provide any explanation as to how the requirement will be met. By recording a score of 0 (zero) the Potential Provider will be disqualified from further participation on this procurement.

SECTION C - PRICING APPLICABLE TO LOTS 1-14

PLEASE NOTE: POTENTIAL PROVIDERS MUST ONLY COMPLETE THIS SECTION IF TENDERING FOR

LOT(S) 1 TO 14.

AQC1 Staff Day Rates for the Pricing Matrix. (Note: not applicable to Lot 15)	
Within the e-Sourcing Suite for this question you are required to provide prices in all sections shown in the pricing matrix at AQC1 in the e-Sourcing Suite (an example is included below for ease of reference).	
<u>AQC1 Response Guidance</u>	
If you revise a bid or create multiple bids within the e-Sourcing Suite the Authority will take the latest version as shown by the date and time stamp in the e-Sourcing Suite as the pricing that you have tendered.	
Although this question is scored it is also a PASS/FAIL question. If you fail to complete prices for all rates shown in the table your response will be deemed non-compliant and you will fail this question and be excluded from this Procurement for the relevant Lots.	
The rates that you enter must be your rates per day.	
Assuming that you do enter a price for all the elements, you will be scored in comparison against all other compliant tenders using the formula below. This will be based on the Total Combined Price that is generated by your completion of the pricing matrix for staff day rates. This scoring will be applied to the Price Score for all Lots with the exception of Lot 15.	
You must enter a price above zero and the Authority will as stated in Attachment 1 paragraph 10.11.3, also review any prices that appear to be abnormally low. You should know these prices will be fixed for the term of the Framework Agreement.	
The calculation to be used is the following:	
Score = 100 -	$\frac{\text{Potential Providers Total Combined Price – Lowest Total Combined Price of all the Potential Providers.}}{\text{Highest Total Combined Price of all the Potential Providers – Lowest Total Combined Price of all the Potential Providers.}} \times 100 = \% \text{ of maximum mark of 100, rounded to 2 (Two) decimal places.}$
The staff day rate prices you provide in response to this question will be included in Schedule 3 of the Framework Agreement. These prices will be fixed for the duration of the Framework Agreement.	

PROTECT

<p>You are required to submit the pricing via the "SingleBid" or MultiBid" tabs for the Lots for which you are bidding.</p> <p>Please select YES confirming that you have submitted the required pricing data via the "SingleBid" or MultiBid" tabs for the Lots for which you are bidding.</p>	
<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>Pass</u>	You have entered a price in all sections of the pricing matrix for staff day rates.
<u>Fail</u>	<p>You have not entered a price in all sections of the pricing matrix for staff day rates.</p> <p>OR</p> <p>A response has not been provided.</p> <p>AND</p> <p>If you PASS in accordance with marking scheme at this AQC1 then your prices provided will be evaluated in accordance with the scoring range below.</p>
<u>100 – 0</u>	If your Total Combined Price is the least expensive compared to other bids then you would score 100. If your Total Combined Price is the most expensive (highest) compared to other bids then you would score 0. If your bid was somewhere in between then you would be awarded a score pro-rata depending upon your Total Combined Price.

		1. Follow	2. Assist	3. Apply	4. Enable	5. Ensure, advise	Combined Price
Strategy and Architecture	A1 Advice and Guidance				£	£	£
	A2 Technical Strategy and Planning		£	£	£	£	£
Change and Transformation	B1 Business Change Implementation		£	£	£	£	£
	B2 Business Change Management		£	£	£	£	£
Development and Implementation	C1 Systems Development	£	£	£	£	£	£
	C2 Installation and Integration	£	£	£	£	£	£
Delivery and Operation	D1 Service Design		£	£	£	£	£
	D2Service Transition		£	£	£	£	£

PROTECT

	D3 Service Operation	£	£	£	£	£	£
Skills and Quality	E1 Skill Management		£	£	£	£	£

Total Combined Price of the Pricing Matrix for Staff Day Rates:	£
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<p>AQC2 Goods Margin (Note: not applicable to Lots 12 or 15)</p>
<p>Potential Providers are required to submit their maximum Margin in percentage terms that will be applied to Goods provided to Contracting Authorities.</p> <p>Completion of this question is mandatory. By not recording a numerical value for each of the Lots being bid for the Potential Provider will be disqualified from further participation in those Lots.</p>
<p><u>AQC2 Response Guidance</u></p> <p>Potential providers are required to clearly state their maximum Margin in percentage terms that will be applied to Goods sold under this Framework Agreement to arrive at the price Contracting Authorities can access.</p> <p>(Delivery and all other charges to be itemised separately and on invoices). The stated maximum Margin will be included in Framework Schedule 3 - Framework Prices and Charging Structure.</p> <p>Potential Providers must respond in terms of the supply of Goods for each Lot that they are intending to bid for on the Framework.</p> <p>Potential Providers must populate the table and text boxes within the e-Sourcing Suite with a response.</p> <p><u>Calculation Methodology</u></p> <p>A Mode (Market Rate) will be calculated based on percentage values submitted by Potential Providers. The Mode (Market Rate) will then be used to provide a benchmark for all percentages higher and lower than the Mode (Market Rate).</p> <p>The Mode will score a mark of 50. This will create a benchmark which will be defined as the Market Rate.</p> <p>Where there are no duplicate bids, the Mean Average of all bids will be used instead of the Mode.</p> <p>Potential Providers who submit a value lower than the Mode will score a mark of 51 – 100 based upon the bandings in the Evaluation Guidance below.</p> <p>Potential Providers who submit a value higher than the Mode will score a mark of 49 – 0 based upon the bandings in the Evaluation Guidance below.</p>

PROTECT

Failure to provide a figure for the Lots being bid for will result in your Tender being deemed non-compliant and disqualified from further participation in this Procurement for those Lots.

You must enter a price above zero and the Authority will as stated in Attachment 1 paragraph 10.11.3, also review any prices that appear to be abnormally low. You should know your prices will be fixed for the term of the Framework Agreement.

<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>100</u>	The Potential Provider' maximum Margin is more than 20% lower than the Mode.
<u>90</u>	The Potential Provider's maximum Margin is 16 to 20% lower than the Mode.
<u>80</u>	The Potential Provider's maximum Margin is 11 to 15% lower than the Mode.
<u>70</u>	The Potential Provider's maximum Margin is 6 to 10% lower than the Mode.
<u>60</u>	The Potential Provider's maximum Margin is 1 to 5% lower than the Mode.
<u>50</u>	The Potential Provider has submitted a maximum Margin deemed to be the Mode (Market Rate)
<u>40</u>	The Potential Provider's maximum Margin is 1 to 5% higher than the Mode.
<u>30</u>	The Potential Provider's maximum Margin is 6 to 10% higher than the Mode.
<u>20</u>	The Potential Provider's maximum Margin is 11 to 15% lower than the Mode.
<u>10</u>	The Potential Provider's maximum Margin is 16 to 20% lower than the Mode.
<u>0</u>	The Potential Provider's maximum Margin is 20% or higher than the Mode.

AQC3 Services Margin (Note: not applicable to Lot 15)

Potential Providers are required to submit their maximum Margin, in percentage terms that will be applied to Services provided to Contracting Authorities.

Completion of this question is mandatory. By not recording a numerical value for each of the Lots being bid for the Potential Provider will be disqualified from further Participation in those Lots.

AQC3 Response Guidance

Potential Providers are required to clearly state their maximum Margin in percentage terms that will be applied to Services sold under this Framework Agreement to arrive at the price Contracting Authorities can access.

The stated maximum Margin will be included in Framework Schedule 3 - Framework Prices and Charging Structure.

Potential Providers must respond in terms of the supply of Services for each Lot that they are intending to bid for on the Framework.

Potential Providers must populate the table and text boxes within the e-Sourcing Suite with a response.

Calculation Methodology

A Mode (Market Rate) will be calculated based on percentage values submitted by Potential Providers. The Mode (Market Rate) will then be used to provide a benchmark for all percentages higher and lower than the Mode (Market Rate).

The Mode will score a mark of 50. This will create a benchmark that will be defined as the Market Rate.

Where there are no duplicate bids, the Mean Average of all bids will be used instead of the Mode.

Potential Providers who submit a value lower than the Mode will score a mark of 51 – 100 based upon the bandings in the Evaluation Guidance below.

Potential Providers who submit a value higher than the Mode will score a mark of 49 – 0 based upon the bandings in the Evaluation Guidance below.

Failure to provide a figure for the Lots being bid for will result in your Tender being deemed non-compliant and disqualified from further participation in this Procurement for those Lots.

You must enter a price above zero and the Authority will as stated in Attachment 1 paragraph 10.11.3, also review any prices that appear to be abnormally low. You should know your prices will be fixed for the term of the Framework Agreement.

<u>Marking Scheme</u>	<u>Evaluation Guidance</u>
<u>100</u>	The Potential Provider' maximum Margin is more than 20% lower than the Mode.
<u>90</u>	The Potential Provider's maximum Margin is 16 to 20% lower than the Mode.
<u>80</u>	The Potential Provider's maximum Margin is 11 to 15% lower than the Mode.
<u>70</u>	The Potential Provider's maximum Margin is 6 to 10% lower than the Mode.
<u>60</u>	The Potential Provider's maximum Margin is 1 to 5% lower than the Mode.
<u>50</u>	The Potential Provider has submitted a maximum Margin deemed to be the Mode (Market Rate)
<u>40</u>	The Potential Provider's maximum Margin is 1 to 5% higher than the Mode.
<u>30</u>	The Potential Provider's maximum Margin is 6 to 10% higher than the Mode.

PROTECT

<u>20</u>	The Potential Provider's maximum Margin is 11 to 15% lower than the Mode.
<u>10</u>	The Potential Provider's maximum Margin is 16 to 20% lower than the Mode.
<u>0</u>	The Potential Provider's maximum Margin is 20% or higher than the Mode.

SECTION D – FRAMEWORK POPULATION QUESTIONS APPLICABLE TO LOTS 1 - 15

PLEASE NOTE: POTENTIAL PROVIDERS MUST COMPLETE THIS SECTION FOR ALL LOTS

AQD1 46.6.2 NOTICES
Potential Providers should enter the contact name and address for the person within their organisation who will be nominated to receive notices in relation to the Framework Agreement.
<u>AQD1 Response Guidance</u> Potential Providers must complete the table in the e-Sourcing Suite. This is for the purposes of populating the Framework Agreement should the Potential Provider be successful in the Procurement. The information provided will not be evaluated.

AQD2 FRAMEWORK SCHEDULE 11 MARKETING
Potential Providers should enter the contact name and address, telephone number and email address for the person within their organisation who will be responsible for marketing the Framework Agreement.
<u>AQD2 Response Guidance</u> Potential Providers must complete the table in the e-Sourcing Suite. This is for the purposes of populating the Framework Agreement should the Potential Provider be successful in the Procurement. The information provided will not be evaluated.

AQD3 FRAMEWORK SCHEDULE 17 COMMERCIALY SENSITIVE INFORMATION
Potential Providers should enter the confidentiality details of any commercially sensitive information provided in their Tenders.
<u>AQD2 Response Guidance</u> Potential Providers must complete the table in the e-Sourcing Suite. This is for the purposes of populating the Framework Agreement should the Potential Provider be successful in the Procurement. The information provided will not be evaluated.

AQD4 FRAMEWORK SCHEDULE 18 ESCALATION POINT

Potential Providers should enter the job title for the person within their organisation who will be nominated as an escalation point above the framework manager.

AQD2 Response Guidance

Potential Providers must complete the table in the e-Sourcing Suite.

This is for the purposes of populating the Framework Agreement should the Potential Provider be successful in the Procurement.

The information provided will not be evaluated.