

LLDC - East Wick and Sweetwater

Evaluation of ISOS (Stage 2) Responses - April 2014

Instructions to evaluators

The evaluation sheet in the 'Eval Sheet' tab below has been designed to assist us with tracking our evaluation of the ISOS responses.

Please complete your relevant section of the evaluation sheet in the 'Eval Sheet' tab below.

Against the relevant criteria / sub-criteria please add the score in the corresponding shaded row.

Please add further details and justification for your score in the box below this.

Please be as detailed as possible in your justification of the scoring as this will be used directly in the feedback to Bidders and will save revisiting your scores during the feedback period

In your evaluation comments please refer to each element of the award criteria as detailed in the evaluation guidance document.

If you have any question please contact X or X

Thank you

LLDC - East Wick and Sweetwater

Evaluation of ISOS (Stage 2) Responses April 2014

ISOS Evaluation Scoring Matrix	Section Weighting (%)	Sub- Section Weighting (%)
General Information Received / Change in Circumstances		
Information Received - Applicants have submitted the general information requested.		
Changes in Circumstances		
Requirements to be Addressed in the Outline Solution		
1. QUALITY AND DELIVERABILITY	60	
1.1 Scheme Proposals and Design	24	
1.1.1 Urban Design & Masterplanning Approach		12
<p>Responses must include:</p> <ul style="list-style-type: none"> • details of the proposed core design team for this Project; • initial response to (and interpretation of) the following parts of the Legacy Communities Scheme (LCS) through an indicative masterplan including mix of residential typologies, scale and massing: <ol style="list-style-type: none"> LCS Design and Access Statement; LCS Design Codes; LCS Parameters. • an illustration identifying how the Participant envisages the relationship between the new neighbourhoods, the immediately adjacent uses and activities, and the wider context of Hackney Wick Fish Island; • a description of the range of densities the Participant considers would be appropriate and successful on: <ol style="list-style-type: none"> Sweetwater; East Wick. • a description of the architectural approach to the scheme including reference to the materials envisage, including illustrative examples or precedents. <p>Electronic responses are to be submitted as a single PDF-format file of not more than 20 number A3 sides of paper (including diagrams, sketches, tables, graphs, and illustrations), using minimum 10 point Arial typeface, and labelled "1.1.1._Urban_Planning_Masterplanning_Approach".</p>		
1.1.2 Residential Typologies and Tenures		5
<p>Responses should include:</p> <ul style="list-style-type: none"> • approach to the key design matters related to private rented sector housing in response to the following: <ol style="list-style-type: none"> Approach to shared space and services for tenants; Accommodating requirements for different types of tenants e.g. families, sharers. <p>Electronic responses are to be submitted as a single PDF-format file of not more than 6 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations), using minimum 10 point Arial typeface, and labelled "1.1.2._Residential_Typologies_and_Tenures".</p>		
1.1.3 Inclusive Design		3

ISOS Evaluation Scoring Matrix	Section Weighting (%)	Sub- Section Weighting (%)
<p>Responses should include:</p> <ul style="list-style-type: none"> initial proposals for embedding Inclusive Design at both the building and urban scale; a demonstration of how the participant will ensure the proposals meet the Contracting Authority's Inclusive Design Standards, including any innovative approaches to areas such as different community groups, disabled access. <p>Electronic responses are to be submitted as a single PDF-format file of not more than 4 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations), using minimum 10 point Arial typeface, and labelled "1.1.3._Inclusive_Design".</p>		
1.1.4 Sustainability		4
<p>Responses should include:</p> <ul style="list-style-type: none"> a description of the intended approach to car and cycle parking at both East Wick and Sweetwater; a demonstration of how the proposals will address the Contracting Authority's environmental sustainability aspirations at both the building and neighbourhood scale across the areas of: <ul style="list-style-type: none"> Energy and carbon emissions Water management Waste minimisation Materials Biodiversity and open space Transport Facilitation of sustainable lifestyles a description of the innovations and / or technical innovations the Participant intends to implement in order to support the sustainability measures outlined in your response. <p>Electronic responses are to be submitted as a single PDF-format file of not more than 6 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations), using minimum 10 point Arial typeface, and labelled "1.1.4._Sustainability".</p>		
TOTAL FOR DESIGN SECTION		
1.2 Approach to delivering Priority Themes:	9	
1.2.1 Community Engagement		3
<p>Responses should include:</p> <ul style="list-style-type: none"> an outline of the proposed approach to delivering a best practice and innovative stakeholder consultation and community engagement strategy for implementation during all phases of: <ol style="list-style-type: none"> Design Planning Construction Occupation of the development <p>It is recognised that these are not mutually exclusive periods of activity. The Participant's proposed approach should specifically reflect an understanding of Contracting Authority's "Code of Consultation" and "Community Engagement Policy" (this element of the response should not exceed 2 sides of A4 paper);</p> <ul style="list-style-type: none"> an outline of the proposed approach to best practice and innovative site relations during the build period. The approach should reflect an understanding of the Contracting Authority's site-wide "Code of Construction Practice" and the Contracting Authority's existing site-relations activities (this element of the response should not exceed 1 side of A4 paper); an outline of the Participant's proposed approach to interim or temporary uses in the early phases of development to help create activity and build links with the surrounding communities (this element of the response should not exceed 1 side of A4 paper); a description of the Participant's proposed approach to integrating the local community into the ongoing management of the neighbourhoods at East Wick and Sweetwater. Set out the different approaches the Participant will take as the neighbourhoods develop over time (this element should not exceed 1 side of A4 paper); the proposed approach to taking part in the Contracting Authority's Time Bank Echo, including a specific indication of what the Participant proposes to provide through Echo and how they will promote Echo through their supply-chain (this element should not exceed 1 side of A4 paper). <p>Electronic responses are to be submitted as a single PDF-format file of not more than 6 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations), using minimum 10 point Arial typeface, and labelled "1.2.1._Community_Engagement".</p>		
1.2.2 Socio-Economic		6

ISOS Evaluation Scoring Matrix	Section Weighting (%)	Sub- Section Weighting (%)
Responses should include:		
TOTAL FOR SOCIO AND COMM ENGAGEMENT SECTION		
1.3 Delivery and Implementation	21	
1.3.1 Team Approach to delivery and implementation		18
<p>Responses should include:</p> <ul style="list-style-type: none"> • confirmation of the proposed delivery team for this Project (to include both 'Development' and 'Infrastructure' delivery teams), including brief CVs for the core team members showing relevant experience for this Project (this element of the response should not exceed 2 sides of A4 paper); • a description of the project management systems, tools and procedures that the Participant will put in place to manage the delivery and implementation of the Project (this element of the response should not exceed 1 side of A4 paper); • a comprehensive identification of the key challenges, risks and opportunities in delivering this Project, further explaining how the Participant would address the challenges, mitigate the risks and maximise the potential contained within the opportunities (this element of the response should not exceed 2 sides of A4 paper); • anticipated approach and programme for securing Planning Consent for the proposed scheme (this element of the response must include reference to how the Participant would manage and phase the two Zonal Masterplan Applications for Planning Delivery Zones (PDZs) 4 and 5 (Sweetwater and East Wick). (this element of the response should not exceed 1 side of A4 paper); • approach to delivering the infrastructure scope outlined in Appendix D of this document including how the Participant will deliver value-for-money to the Contracting Authority, further setting-out if the infrastructure will be delivered as part of the Participant's consortium or through a sub-contractor, and how they will manage the overall delivery process (this element of the response should not exceed 2 sides of A4 paper); • indicate the Participant's proposed approach to delivery of estate management, including details of: <ul style="list-style-type: none"> i. any proposed management company; ii. specific approach to managing Private Rented units; (this element should not exceed 2 sides of A4 paper); • an indicative Project Schedule, identifying the quantum and timing of the key phases including expected start on site for first phase and expected completion of final phase (this element should not exceed 1 side of A4 paper plus 1 side of A3 paper). <p>Electronic responses are to be submitted as a single PDF-format file of not more than 11 number A4 sides of paper and 1 number A3 side of paper (including diagrams, sketches, tables, graphs, and illustrations), using minimum 10 point Arial typeface, and labelled "1.3.1._Delivery_and_Implementation_Response".</p>		
1.3.2 Legal		3
<p>Responses should include:</p> <ul style="list-style-type: none"> • a mark up to the Heads of Terms, the Parent Company Guarantee and Performance Bonds submitted in strict accordance with the requirements of Section 8 of the ISOS/ITPD document, accompanied by a completed commentary table, the template of which is provided in Appendix D of this document. <p>Electronic responses are to be submitted as a single PDF-format file based on the template Microsoft Word document provided as an Appendix of the ISOS / ITPD, and labelled "1.3.2._Legal".</p>		
TOTAL FOR DELIVERY AND IMPLEMENTATION		
1.4 Structure and Funding	6	
1.4.1 Structure and Funding		6

ISOS Evaluation Scoring Matrix	Section Weighting (%)	Sub- Section Weighting (%)
<p>Responses should include:</p> <ul style="list-style-type: none"> • confirmation of the structure and membership of the legal entity that will contract with Contracting Authority (this element of the response should not exceed 1 side of A4 paper); • confirmation of the Participant's anticipated method of funding the Project, stating the anticipated level of funding required, the debt / equity split and a clear explanation of the procedure needed to secure approval (this element of the response should not exceed 2 sides of A4 paper); • identification of the funders that the Participant proposes to engage with for the delivery of the Project, and includes letters of support from them (this element of the response should not exceed 1 side of A4 paper, excluding the letters of support); • any specific exit requirements that their proposed funders may impose and explain how this will affect the return to the Contracting Authority (this element of the response should not exceed 2 sides of A4 paper). <p>Electronic responses are to be submitted as a single PDF-format file of not more than 5 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations) using minimum 10 point Arial typeface, PLUS the letters of support, and labelled "1.4._Structure_and_Funding".</p>		
2. COMMERCIAL AND FINANCIAL	40	
2.1 Commercial Drivers	12	
2.1.1 Commercial Drivers, approach to sales, lettings and marketing and risk management		12
<p>Responses should include:</p> <ul style="list-style-type: none"> • completion of the Commercial Drivers pro-forma (as provided in Appendix C of the ITPD / ISOS) to demonstrate the key commercial drivers for the proposed scheme; • a justification for the assumptions included in the pro-forma where applicable (this element of the response should not exceed 2 sides of A4 paper); • details of what is included in the proposed rent to tenants e.g. concierge and other services, council tax, utilities etc. (this element should not exceed 1 side of A4 paper); • considered views as to the commercial potential and challenges associated with developing East Wick and Sweetwater, highlighting any specific challenges that relate to each Zone and tenure type, and how they propose to respond to these challenges (this element of the response should not exceed 1 side of A4 paper); • a description of the assumptions relied upon in relation to the following, setting out a clear approach for both sale and rental units: <ul style="list-style-type: none"> o anticipated growth potential; o initial and projected demand; o anticipated market appeal of the location and the products offered; (this element of the response should not exceed 2 sides of A4 paper); • an explanation of how factors such as build quality, car parking, design, management and sustainability will influence the commercial success of the proposed scheme (this element of the response should correlate with the Scheme Proposals and Design response to this ISOS/ITPD document and not exceed 1 side of A4 paper); • an explanation of the approach to marketing and letting the private rented units in the scheme, including the approach to aspects such as furnished or unfurnished units, tenant incentives, key elements of lease structures (this element of the response should not exceed 2 side of A4 paper). <p>Electronic responses are to be submitted as a single PDF-format file of not more than 9 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations) using minimum 10 point Arial typeface, PLUS the response to the Commercial Drivers Pro-Forma; the single-file labelled "2.1._Commercial_Drivers"</p>		
2.2 Financial (TO BE SCORED AT CFFT ONLY - FULL MARKS AWARDED AT ISOS)	28	
2.2.1 Share of Income to Contracting Authority (TO BE SCORED AT CFFT ONLY)		20

ISOS Evaluation Scoring Matrix	Section Weighting (%)	Sub- Section Weighting (%)
<p>Participant's responses should include:</p> <ul style="list-style-type: none"> the proposed financial offer to the Contracting Authority in terms of the share of returns from development income (as set out in the Contract provided within the CFFT); completion of the Indicative Cashflow pro-forma (as provided at Appendix ## of the CFFT) illustrating gross income for the scheme as well as the proposed proportion paid to the Contracting Authority. <p>Electronic responses are to be submitted as a single PDF-format file of not more than 5 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations) using minimum 10 point Arial typeface, PLUS the response to the Indicative Cash-Flow Pro-Forma; and the single file is to be labelled "2.2.1._Revenue_Share".</p>		
<p>2.2.2 Infrastructure Price (TO BE SCORED AT CFFT ONLY)</p> <p>Participant's responses should include:</p> <ul style="list-style-type: none"> their price for delivering the Infrastructure Works (as defined in the Contract). The Participant's prices should be calculated and presented so as to comply with the requirements of the "New Rules of Measurement 1: Order of Cost Estimating and Cost Planning for Capital Building Works" (April 2012 edition), as published by the Royal Institute of Chartered Surveyors; a commentary to the prices, identifying clearly all assumptions, dependencies, inclusions, exclusions and information used by the Participant to reach their price. In addition, the commentary should identify any significant risks inherent in their prices. <p>Electronic responses are to be submitted as a single PDF-format file of not more than 10 number A4 sides of paper (including diagrams, sketches, tables, graphs, and illustrations) using minimum 10 point Arial typeface, PLUS the letters of support, and labelled "2.2.2._Infrastructure_Price".</p>		8
1. QUALITY AND DELIVERABILITY (WEIGHTED)	60	
2. COMMERCIAL AND FINANCIAL (WEIGHTED)	40	
TOTAL SCORE (WEIGHTED)	100	
Stage 1 Evaluation Ranking		

Standard of Response	Marks available for tranche
Fundamentally unacceptable response. No answer to a question or request for evidence.	0
Poor response. Insufficient information provided and/or the information provided is of poor quality.	1 - 20
Basic response that provides evidence against the requirement, but unsatisfactory in others, and/or has a number of key omissions or weaknesses.	21 - 40
Response generally of a good standard, although there are a small number of omissions and/or weaknesses. Minor gaps in evidence provided.	41 - 60
Very good standard of response without any significant issues. Provides robust evidence in all material areas.	61 - 80
Excellent response demonstrating outstanding benefit to the Legacy Company. Response is comprehensive, robust and detailed.	81 - 100