

Tender Evaluation Report extracts: in relation to evaluation of bids and reasoning / rationale for winner's bid.

[Extract 1]

Taking into consideration all qualitative and commercial elements of the tender responses, Balfour Beatty have submitted the most economically advantageous tender by the evaluation team, on the basis of the Award Criteria that were contained within the ITT.

Summary of Evaluation Outcomes

The following table summarises the results of the evaluation of the Tenders:

Rank	Tenderer	Technical Score (% out of 60)	Commercial Score (% out of 40)	Overall Score (%)
1 <sup>st</sup>	Balfour Beatty Group Ltd	47.60	35.34	82.94
2 <sup>nd</sup>	Shepherds Construction Ltd	49.30	32.55	81.85
3 <sup>rd</sup>	Buckingham Consortium	37.30	39.47	76.77

[Extract 2]

Final Scores

On the basis of the process followed by the Development Corporation throughout the evaluation and consensus scoring phases of the evaluation, the final scores for the Tenderers are summarised as follows:

Tenderer	Technical		Commercial		Total Score (out of 100%)
	Quality and Functionality (out of 21%)	Project Delivery & Experience (out of 39%)	Non-Financial (out of 5%)	Financial (out of 35%)	
Balfour Beatty	17.00%	30.60%	3.00%	32.34%	82.94%

Shepherds	14.70%	34.60%	0.00%	32.55%	81.85%
Buckingham Consortium	14.90%	22.40%	5.00%	34.47%	76.77%

The following is noted about the scoring of the Tenderers:

- **Buckingham Consortium** scored the highest of the Tenderers in the commercial elements of the Award Criteria, having submitted the lowest-price tender for the Prices. However, their response to the technical elements of the Award Criteria were poor by comparison to the others Tenderers (in particular, their method statement and project execution plan were scored 'low').
- **Shepherds** scored the highest of the Tenderers in the technical elements of the Award Criteria (their submissions against the method statement and project delivery were noted as being 'excellent'), and were competitive in the commercial (financial) elements of the Award Criteria also. However, within their Tender, Shepherds proposed amendments to the proposed contract that, whilst in accordance with the ITT, would represent a significant (classified as 'major' in the Award Criteria) shift in the risk for liabilities arising from the contract. Therefore, Shepherds did not score any marks for the commercial (financial) element of the Award Criteria.
- **Balfour Beatty** scored very well throughout, neither top-scoring in the commercial nor technical sections, but instead offering a strong, balanced tender proposal that reflects their experience and competence in the management of complex capital and infrastructure projects, a strong appetite to want to deliver the Works, and the experiences gained from working on the Olympic Park. Balfour Beatty scored particularly well in the areas of 'Priority Themes' (CSR), and propose a very good working methodology that would be delivered by a very good team of staff and suppliers. In addition, Balfour Beatty has proposed some mark-ups to the terms and conditions that are acceptable to the Development Corporation.