



# Dreamland - Phase 1 Main Works

## Report on Tenders

September 2014

**DREAMLAND - MARGATE**  
**PHASE 1 MAIN WORKS TENDER REPORT**  
**TENDER RETURN BACKGROUND & RECOMMENDATION**

**1 INTRODUCTION**

- 1.1 This report has been prepared to document the tender process and recommend the way forward with regard to appointing a Phase 1 Main Works contractor.

**2 TENDER PROCESS**

- 2.1 The tender documents were issued on 6 June 2014 by electronic transfer and cd to the following three companies that responded to an OJEU notice and notices on the Thanet District Council and South East Business portal websites and were selected following a review of their submitted Pre-Qualification Questionnaires:- Coombs, Walker and Pavohall.
- 2.2 Tenders were received from two of the three contractors on 1 August 2014 and opened by TDC on 4 August 2014. TDC advised that Pavohall's tender was received after the due date and was incorrectly labelled; it was therefore returned, unopened. An initial analysis of the tenders is included after this section.

**3 TENDER PROGRAMMES**

- 3.1 The tender documents stated the anticipated programme dates including a start on site commencing 15 September 2014 and a 30 week construction period ending on 10 April 2015. Coombs tendered on this basis whereas Walker assumed a date of possession of 1 September 2014 and required a significantly longer construction period, completing on 28 August 2015.

**4 POST-TENDER COMPARISON**

- 4.1 Coombs included a significant number of Provisional Sums in their bid, in addition to those that were stated in the tender documents, totalling £345,250. Coombs stated they would require £25,000 to provide the 10% Performance Bond; Walker stated they would require £27,000.
- 4.2 In view of the much lower tender price submitted by Coombs and Walker requiring an additional 22 weeks to complete the works, it was agreed with TDC that only Coombs should be invited to attend a Post-Tender Interview.
- 4.3 The Post-Tender interview was held with Coombs on 20 August 2014 in order to seek clarification on a number of aspects of their tender, including that they understood their design responsibilities under the Contract and also to request that they firmed-up their own Provisional Sums. At the meeting, Coombs tabled a revised programme, based on a date of possession of 8 September 2014 and completion on 1 May 2015.
- 4.4 Coombs issued their response to the points raised at the meeting on 28 August 2014, including a revised Tender Sum analysis, totalling £4,430,346. They firmed-up most of their Provisional Sums, leaving just £54,000 remaining.
- 4.5 A final post-tender interview was held with Coombs on 18 September 2014. This included a more detailed examination of their programme and discussed the feasibility of early handover of certain areas to the proposed Operator of Dreamland. It was agreed that this would be discussed further.
- 4.6 A number of items included in the budget for Phase 1 were not priced by Coombs in their tender due to insufficient information. It was agreed with Coombs that these would be included as further Provisional Sums, as summarized after this section.
- 4.7 From an examination of their tender, Walker also excluded these items and therefore the same value has been added to their tender for a like-for-like comparison.
- 4.8 The tenders are assessed on the basis of 40% Price and 60% Quality, as set out in the tender enquiry documents. G&T reviewed the tenders from Coombs and Walker and marked them against the stated headings for Quality, with weightings identified.
- 4.9 The results of the marking are shown in the Scoring Matrix following this section.
- 4.10 From the Scoring Matrix, it can be seen that Coombs submitted the lowest Price and also had the best overall Price/Quality score.

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**5 NON-FINANCIAL ANALYSIS**

- 5.1 **Coomb's** Quality score is 44.00% out of 60%. It is acknowledged they have extensive knowledge of the existing Dreamland site and buildings through the recently completed Urgent Works contract
- 5.2 Their proposed on-site team is also familiar with the site having also worked on the Urgent Works contract.
- 5.3 As stated in 3.1 above, Coombs provided a compliant programme and a reasonably detailed method statement.
- 5.4 **Walker's** Quality score is 32.00 out of 60%.  
In their submission they demonstrated that they had quite good relevant experience, including works on Listed buildings, although the CV's of the proposed team including significant railway and civils experience rather than alterations to buildings.
- 5.5 As stated in 3.1 above, Walker did not include a compliant programme. They did, however, provide a detailed methodology

**6 RECOMMENDATION**

- 6.1 Based on this analysis, it is recommended that the following is considered:-
  - a) Select Coombs as the preferred contractor.
  - b) Hold further discussions with Coombs on the feasibility for early handover of certain areas for fit-out by the Operator  
fit-out by the Operator.
  - c) Issue a response from TDC to the comments raised by Coombs on the proposed Contract in their email to G&T of 2 September 2014
  - d) Agree an allowance to be retained for Contingencies.

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**INITIAL ANALYSIS OF TENDERS**

	Coombs		Walker Construction				
	£		£				
<b>Preliminaries</b>	224,587.00		846,584.25				
<b>Ballroom</b>							
Demolition & Alterations	29,946.00		300,721.34				
Framing & Upper Floors	371,094.00		592,677.31				
Roofs	332,758.00		151,389.15				
Stairs	14,156.00		Included				
External Walls	12,502.00		118,843.31				
Windows & Doors	Included		34,503.60				
Internal Walls & Partitions	29,899.00		Included				
Internal Doors	82,828.00						
Internal Finishings	28,949.00						
Fixtures & Fittings	30,057.00						
Services Installations & BWIC	In M&E total		In M&E total				
Drainage	18,573.00	950,762.00	11,994.78	1,210,129.49			
<b>Cinema Building Undercroft</b>							
Demolition & Alterations	208,679.00		126,356.55				
Framing & Upper Floors			225,292.37				
Roofs	5,000.00		24,150.00				
Stairs			1,725.00				
External Walls			18,648.05				
Windows & Doors	36,700.00		63,821.81				
Internal Walls & Partitions			94,794.50				
Internal Doors	16,705.00		159,172.41				
Internal Finishings	77,269.00		218,997.00				
Fixtures & Fittings	46,104.00		73,255.00				
Services Installations & BWIC	In M&E total		In M&E total				
Drainage		390,457.00	16,266.72	1,022,479.41			
<b>'Blue' Sheds</b>							
Demolition & Alterations	16,084.00		25,647.02				
Framing & Upper Floors			30,629.71				
Roofs	See Prov Sums		7,521.00				
Stairs							
External Walls							
Windows & Doors	51,678.00		12,050.85				
Internal Walls & Partitions	42,146.00		70,462.80				
Internal Doors	4,516.00		19,199.31				
Internal Finishings	28,210.00		47,338.60				
Fixtures & Fittings	1,617.00		10,591.50				
Services Installations & BWIC	In M&E total		In M&E total				
Drainage	2,312.00	146,563.00	32,978.10	256,418.89			
<b>Carried Forward</b>	<b>£1,712,369.00</b>		<b>£3,335,612.04</b>				

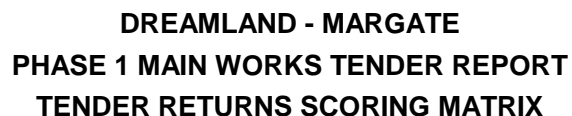
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**INITIAL ANALYSIS OF TENDERS (CONT'D)**

	Coombs		Walker Construction				
	£		£				
<b>Brought Forward</b>	1,712,369.00		3,335,612.04				
<b>Infrastructure and External Works</b>							
Infrastructure Services	In M&E total		133,656.58	Drainage only			
External Works	196,160.00	196,160.00	See Prov Sums	133,656.58			
<b>M&amp;E Services (not allocated)</b>	1,124,098.00		1,614,543.94				
<b>Boundary Wall &amp; Menagerie Cages</b>	See Prov Sums		100,000.00	Provisional Sum			
<b>Client Provisional Sums</b>							
Landscaping & External Works	300,000.00		300,000.00				
Further Asbestos Removal	10,000.00	310,000.00	10,000.00	310,000.00			
<b>Performance Bond</b>	25,000.00	(Not included on FOT)	27,000.00				
<b>Additional Items</b>							
Fees	63,275.00		0.00				
<b>Contractor's Provisional Sums</b>	345,250.00		0.00	(Boundary wall above)			
<b>Overheads and Profit</b>	215,339.00		Included				
<b>Totals</b>	<b>£3,991,491.00</b>		<b>£5,520,812.56</b>				
Overheads & Profit in tender	5.70%		Not stated				
Overheads & Profit on variations	Not stated		Not stated				
Programme (30 weeks proposed)	30 weeks		52 weeks				
<u>Notes/General Comments</u>	<b>See Clarifications/Points of Discussion</b>		<b>See covering letter 1 August 2014</b>				
	Date of Possession 15 September 2014 Date for Completion 10 April 2015		Date of Possession 1 September 2014 Date for Completion 28 August 2015				

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**SUMMARY OF COOMBS' TENDER & BUDGET COMPARISON**

<b>Coombs' tender (revised 28/08/14)</b>		<b>£4,430,346</b>	
<u>Add</u> Additional Provisional Sums (Nett)	£		
New electricity supply from sub-station (including works by UKPN)	200,000		
Breaking out below ground obstructions and pile rig standing time	30,000		
Electrical distribution across Park, including feeder pillars	150,000		
Refuge call system, intruder alarms and sundry miscellaneous M&E works	50,000		
Remedial works to existing underground drainage	30,000		
	460,000		
<u>Add</u> Overheads and profit (7.5%)	34,500	494,500	
Increase allowance for Bond		2,500	
<b>Final tender sum</b>		<b>£4,927,346</b>	
		£	
<b><u>Budget</u></b> - Based on G&T Stage III Cost Plan (VE January 2014)		5,962,418	
<u>Less</u> Works not included in Phase 1 Main Contractor tender:-	£		
Asbestos removal and miscellaneous early works/site welfare	176,437		
FF&E included in Cost Plan	82,000		
Interpretation including graphics and signage	84,400	(342,837)	
<b>Budget available for comparison with Phase 1 tenders</b>		<b>£5,619,581</b>	
<b>Budget remaining for construction contingences</b>		<b>£692,235</b>	(14.06%)



	Coombs			Walker Construction		
Quality (60%)	Score 0 - 10	Weighting	Weighted Score %	Score 0 - 10	Weighting	Weighted Score %
Team experience (20%)	8	2.00	16.00	6	2.00	12.00
General Company experience (15%)	7	1.50	10.50	7	1.50	10.50
Methodology and Programme (20%)	7	2.00	14.00	3	2.00	6.00
Company Systems						
- Health & Safety (2.5%)	7	0.25	1.75	7	0.25	1.75
- Other Systems (2.5%)	7	0.25	1.75	7	0.25	1.75
<b>Total Quality Score</b>			<b>44.00</b>			<b>32.00</b>
<b>Price (40%)</b>		<b>£4,927,346.00</b>	<b>40.00</b>		<b>£5,980,812.56</b>	<b>31.45</b>
<b>Overall Assessment</b>			<b>84.00</b>			<b>63.45</b>

Quality - Scoring Principles

**0 Rejected** - Proposals are unacceptable, or there is a failure to properly address the request  
**1-3 Poor** - The proposal is deficient in certain areas where the details require the reviewer to make assumptions  
**4-6 Satisfactory** - The proposal is acceptable, but with some minor reservations  
**7-8 Good** - The standard of proposals fully meets expectations  
**9-10 Outstanding** - The standards of proposals exceeds expectations. The response demonstrates clear and strong proposals for delivery as part of an integrated team.

Price - Scoring

100 x [1-((a-b)/b)] x 40% weighting, where

a = price of tender being evaluated  
b = lowest tender price