

## **Galleries – Tender Process**

A three-stage competition was undertaken to procure a Strategic Development Partner:

### **Stage 1 - Selection Questionnaire:**

The procurement process, via the Council's procurement portal "the Chest", started on 29 October 2019, when the Council advertised openly for formal expressions of interest, from parties wishing to work with the Council to implement the overarching vision for The Galleries. Interested parties completed a selection questionnaire. On the return date of 29 November 2019, a total of 49 companies had downloaded the selection questionnaire, of those, 6 companies formally expressed interest.

### **Stage 2 - Invited to Participate in Dialogue (ITPD) & Outline Solutions.**

A shortlist of four Bidders were then invited to participate in the Stage 2 dialogue with the Council to develop Outline Solutions for the site.

- Cityheart and BCEGI
- Muse
- Eric Wright and Urban Splash
- Queensberry

The evaluation criteria that proposals were to be assessed against were set out in the invitation, as follows:

CRITERIA		WEIGHTING / SUB WEIGHTING
<b>1</b>	<b>Quality/ Development Proposal</b>	<b>55</b>
1.1	Has the Bidder designed a mixed-use scheme to deliver a town centre regeneration scheme that is transformational for Wigan Town Centre?	15
1.2	Does the proposal establish a new market-led residential offer to meet the needs of the Wigan population?	10
1.3	Repurpose the retail element to help diversify the Town Centre offer especially in light of challenges facing the retail sector.	5
1.4	Relocate the current market to provide a quality diverse offer to act as an anchor in its own right as well as supporting a consolidated retail core on Standishgate/Market Place.	5
1.5	Provide high quality public realm and place making as part of the Scheme?	5
1.6	Provide details of the proposed phasing of the development and meanwhile/temporary uses to ensure that the site stays activated given its significance as part of the Town Centre.	5
1.7	Planning compliance	5
1.8	Provide a leisure offer that would help to attract footfall in the town centre and improve the evening economy within Wigan.	5
<b>2</b>	<b>Commercial/Value/Price</b>	<b>30</b>
2.1	Development Viability	7.5
2.2	Council funding requirement for the scheme	7.5
2.3	Funding Strategy	7.5
2.4	Financial Consideration	7.5
<b>3</b>	<b>Social Value</b>	<b>10</b>
<b>4</b>	<b>Contract</b>	<b>5</b>

Submitted proposals were to be assessed against each criterion as follows:

Measure	Explanation	Score
Inadequate	Completely fails to meet required standards or does not provide a proposal.	0

Poor	Proposal significantly fails to meet the required standards, contains significant shortcomings and/or is inconsistent with other proposals.	1
Less than satisfactory	Proposal falls short of achieving required standards in a number of identifiable respects.	2
Satisfactory	Proposal meets the required standards in most material respects but is lacking or inconsistent in others and fails to address all aspects of the requirements.	3
Good	Proposal meets the required standards in all material respects and demonstrates a good understanding of requirements.	4
Excellent	Proposal meets the required standard in all material respects and exceeds some or all the major requirements.	5

A Bidder information day was held on 17 January 2020. The dialogue process then commenced with a series of meetings with each Bidder.

The deadline for Bidders to submit their outline solutions was 9 April 2020, shortly after lockdown was introduced in response to the COVID-19 pandemic. The procurement process was paused for approximately two months due to the resource requirements of responding to the Covid-19 crisis. The process was then restarted in July 2020 with the evaluation of the outline solutions, using the criteria set out above. The three highest scoring Bidders were invited to proceed to the Detailed Solution/Final Tender stage.

### **Stage 3 - ITPD Detailed Solutions/Final Tender/Contract Award:**

The Detailed Solutions Stage ran from August to September 2020. Again, a series of dialogue meetings were convened with the three shortlisted Bidders. The deadline for final Detailed Solutions submissions was 9 September 2020. The evaluation criteria used at the Outline Solution Stage were also used for the Detailed Solutions Stage, as the Procurement Regulations require.