

WBC Property Investment and Management - Evaluation Form (50% Quality/50% Price)

A	MINI COMPETITION EVALUATION MATRIX	Pass/Fail	1				3		4	
A1	MANDATORY REQUIREMENTS		AY							
A1.1	Do you agree, without caveats or limitation, that in the event you are successful in this Competition, you will unreservedly sign the Terms and Conditions of Contract as set out at Appendix C upon award of the Contract?		Pass							
A1.2	Due to the confidential nature of data, knowledge and material that is likely to be encountered by the contractor and his staff as part of this Competition and any resulting contract, you are hereby required to sign the attached non-disclosure agreement set out in Appendix E. Failure to provide a signed copy of this with your bid will mean your submission is deemed non-compliant and not considered further.		Pass							
A2	CONFLICT OF INTEREST									
A2.1	Please confirm whether you have any potential, actual or perceived conflicts of interest that may be relevant to this requirement.		Pass							
A2.2	We require that any potential, actual or perceived conflicts of interest in respect of this mandate are identified in writing that companies outline what safeguards would be put in place to mitigate the risk of actual or perceived conflicts arising during the delivery of these services.		Pass							
B	QUALITY	Weighting %	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score
B1	EXPERIENCE									
1.1	Demonstrate the ability to produce, with supporting evidence and examples, successful development briefs in respect of mixed-use development on sites of similar size	6	3	3.6			0		0	

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1.2	Demonstrate the ability to produce, with supporting evidence and examples, long term flexible masterplans in respect of mixed-use development and where such plans demonstrate the efficient use of developable land on sites of similar size	6	4	4.8			0		0
1.3	Demonstrate through examples the ability to manage sensitively and commercially, with supporting evidence and examples, the relocation of businesses out of a development area into appropriate new locations thus allowing development to proceed.	4	4	3.2			0		0
1.4	Demonstrate with examples experience of both managing and also monitoring a complex land assembly exercise involving owner occupiers on different lease terms and rental occupiers and where the land assembly cost needs to be transparent to ensure fair apportionment of future development proceeds between the land owner and development partners.	4	2	1.6			0		0
1.5	Demonstrate with examples experience of advising landowners of different development partner models with corresponding levels of risk, e.g. full JV partnership with a single developer or a consortium of specialist partners delivering different elements of development.	4	4	3.2			0		0

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1.6	Demonstrate with examples how best to manage an open book costings exercise to ensure development costs, as calculated by the land owner's development partner(s), is transparent and reasonable thus ensuring the land owner's net development proceeds are fair and reasonable.	4	4	3.2			0		0
1.7	Demonstrate with examples the ability to advise land owner's of appropriate contract terms, working in conjunction with the land owner's lawyers, to ensure the land owner's interests & requirements are appropriately protected.	4	5	4			0		0
1.8	Demonstrate with examples experience of working with local authorities specific to major regeneration projects and knowledge of their procedures and governance.	6	4	4.8			0		0
1.0 Total		38		28.4					

B2	SERVICE DELIVERY & APPROACH	Weighting %	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score
2.1	Describe the overall service you believe that the Council should be seeking.	8	5	8			0		0	
2.2	Describe your method & approach to urban regeneration .	6	4	4.8			0		0	
2.3	Demonstrate your ability to provide the service in-house with the necessary skills across the categories of development brief, master planning, development partner models, land assembly & relocation and advising on forms of contract. Please provide any details of services you may have to out-source	8	4	6.4			0		0	
	2.0 Total	22		19.2						

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B3	STAFF & OTHER RESOURCES		Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score
3.1	Team structure proposed to deliver this service to WBC.	6	4	4.8				0		0
3.2	Relevant experience of each team member.	6	4	4.8				0		0
3.3	Demonstrate experience of managing multiple stakeholders.	4	3	2.4				0		0
	3.0 Total	16		12						
B4	MANAGEMENT AND COMMUNICATION	Weighting %	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score
4.1	Project Director and single point of contact and relevant experience.	4	4	3.2				0		0
4.2	Evidence of proposed team of having worked together before on similar regeneration projects.	4	3	2.4				0		0
4.3	Demonstrate effective client progress reports and development of client strategies.	4	3	2.4				0		0
4.4	Ease of understanding of information submitted.	4	4	3.2				0		0
	4.0 Total	16		11.2						

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B5	PROGRAMME		Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score	Score 1-5	Weighted Score
5.1	Ability to start as soon as contracts are completed.	4	4	3.2				0		0
5.2	Demonstrate the ability to deliver the Development Brief and Masterplan by end of April 2020.	4	4	3.2				0		0
	5.0 Total	8	0	6.4						
	GRAND TOTAL	100	0	77.2			0	0	0	0