

MOD Campus Integrator Project
Commercial Evaluation Matrix – [Bidder]

	ITN Evaluation Criteria/Sub-criteria	Sub-Weighting	Sub-Score	Overall Weighting	Overall Score (Total Sub-Score x Sub-Weighting)	Adjusted Total Score (Overall Score x Weighting)
A	Approach to Draft Project Agreement			60%		
(i)	Approach to proposed risk allocation	20%				
(ii)	Approach to insurance	20%				
(iii)	Approach to Works related provisions	20%				
(iv)	Approach to pricing and change mechanisms	20%				
(v)	Approach to termination and compensation	20%				
		100%				
B	Compliance with requirements and robustness of Project Structure			20%		
(i)	Approach to sub-contracting, direct agreement, parent company guarantees etc	40%				
(ii)	Approach to interface issues	60%				
		100%				
C	Acceptability of Legal Form/Consortium Membership			5%		
D	Compliance with TUPE requirement			15%		
				100%		

MOD Campus Integrator Project
Commercial Evaluation Scoring Guide

SCORING GUIDE	VERY HIGH RISK Does not meet the Authority's requirement or carries a significant risk that the approach will not be sustainable or that the approach is likely to create tensions that could not be resolved by negotiation at PB Stage without unacceptable impact on the Authority. Inadequate Response or one not taking account of appropriate circumstances.	MATERIAL RISK Mark up indicates material risks that the response has not appropriately covered some areas. The approach whilst potentially viable in part has not been sufficiently worked through to enable the Authority to conclude that he relationship will operate as required. The Authority is not confident that PB negotiation will succeed.	APPROPRIATE RISK The mark up is logical, appropriate to the Authority's requirement. There may be risks, but they have been identified in a balanced way by the bidder and are likely to be able to be controlled by negotiation at PB stage.	LOW RISK Mark up exceeds the Authority's expectation in all key areas. Risk areas have been identified and the response recognises and addresses the Authority's concerns and does not set unattainable goals for PB negotiation. Areas of concern are of a discrete nature and do not materially detract from the good quality of the response.	VERY LOW RISK Authority inherently comfortable with mark up. Any areas of concern are likely to be easily resolved in PB negotiations. The response engenders a feeling of confidence that the Authority's requirements will be addressed within the intended arrangement.	WEIGHTING	SCORE X WEIGHTING
SCORE	0-20%	21-40%	41-60%	61-80%	81-100%		
ISSUE							