



Homes
England

MINI COMPETITION STAGE 3

Delivery Partner Panel 3: NW Lot

Invitation to Tender for Sandymoor Phases 2 and 3, Halton

OJEU Notice Reference No.216/S 224-407921



Deadline for response (9 weeks):
5th December 2018 by 17:00 hours

NB All tender documentation should be returned to the client via the eTendering system ProContract.

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1. SUMMARY

1.1 Overview

This Invitation to Tender (ITT) represents the final stage of a three stage tender process. Homes England is seeking to appoint a single preferred development partner for the 11.6 ha residential development site at Sandymoor North Phases 2 & 3, Runcorn.

Five members of Homes England's Delivery Partner Panel 3 (DPP3) have been selected to participate in the final tender stage of the procurement process, following the sifting brief stage undertaken in September.

The ITT is being managed on Homes England's behalf by Cushman & Wakefield who will coordinate the e-tendering process and will be the primary point of contact for bidders should they require clarifications on the content of this ITT pack.

Bidders should note that Homes England is seeking bids that are conditional on planning only and that Homes England requires the conditional contract to be completed before the end of March 2019. Homes England reserves the right to remarket the site if this is not achieved.

Homes England own approximately 11.6 ha (28.6 acres) of greenfield land within Sandymoor, Halton, Cheshire known as Sandymoor Phases 2 and 3 (thereafter referred to as 'the site'). The site is located on the eastern edge of Runcorn (4 miles from Runcorn Town Centre) and within reasonable proximity to Warrington (approximately 6 miles to the north). The site also has good connectivity to the strategic transport network, located within an 8-minute drive-time of Junction 11 of the M56. Runcorn East railway station provides regular services to Manchester and Chester and is within a mile of the site.

Sandymoor benefits from local amenities including Sandymoor School, Sandymoor Community Centre and there are proposals in the pipeline for Sandymoor Local Centre (which is to be sited off Otterburn Street, to the north west of the site).

These land parcels form the next phase of development within this established residential area. Both sites are greenfield land and are generally flat.

Phase 2 comprises land off Wharford Lane amounting to 5.18 ha/ 12.8 acres. The site is bounded by existing residential development to the north and south, a footpath (known as 'The Ride') to the west and Keckwick Brook to the eastern boundary. Access to Phase 2 will be taken via existing highways infrastructure.

Phase 3 comprises land to the east of Keckwick Brook amounting to 7.08 ha/ 17.5 acres. The site is bounded by proposed residential development to the north, the West Coast Mainline to the east and Manchester-Chester Railway lines to the south. Access will be taken via crossing(s) to be constructed over Keckwick Brook.

The sites are allocated for residential use within the adopted Unitary Development Plan¹ and emerging Local Plan². A Section 106 Agreement also incorporates the sites³.

¹ Policy H1, Site References: 406/16, 406/30, 406/18.

² R37 - 'Land to the east of Village Street', R31 - 'Sandymoor 17A', R30 - 'Land between Keckwick Brook and WCML'

³ Dated 28th February 2005 and Deed of Variation dated 26th March 2013

Homes England intends to dispose of its interest in the site by way of their standard 125-year building lease (amended to include increased provisions for increased pace of development), to a developer selected following a competitive tender process. Payments for the site may be made either on a single up-front basis, or on a deferred basis as set out in Tender Form 7 – Financial Offer. Payment terms will be subject to Parent Company Guarantee / surety requirements.

Using information from the sifting brief exercise, Homes England is setting a minimum pace of build and a minimum threshold for Modern Methods of Construction (MMC)⁴ to be used in the development of the site.

Homes England is seeking to maximise housing delivery and requires a bidders to deliver a minimum of 220 units on site.

⁴ Please refer to Appendix 1 for details

1.2 Project Objectives/ Delivery Requirements

Homes England's objectives for this disposal are as follows:

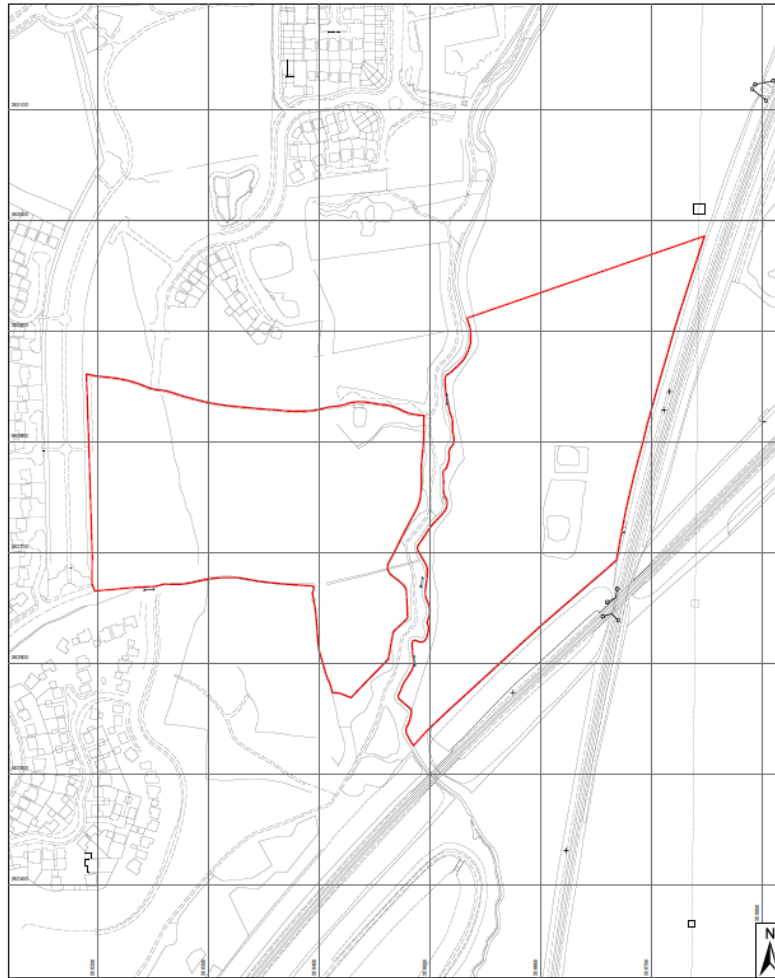
- Secure best consideration for the land asset
- Achieve completion of conditional contracts before end of March 2019
- Secure delivery of no less than 220 residential units on the site
- Achieve a pace of build and sale of 5 units per month
- A proportion of units which will incorporate Modern Methods of Construction (achieving a minimum score of 1)⁵;
- Secure detailed planning permission for the proposed scheme, ensuring compliance with planning policy;
- Delivery of 'The Avenue' bus route through the Phase 2 and Phase 3 areas of the site to link through developments to the north and south, in line with the adopted SPD;
- Delivery of bridge/culvert over Keckwick Brook;
- A capital receipt based upon a residual land valuation (deferred payments will be accepted);
- Bidders are prohibited from inserting ground rent arrangements into the development;
- Have a clear and expedient exit strategy
- The timescale for the bidder to discharge their obligations under the 'Agreement for Lease' (thereby triggering the drawdown of the 125 year Building Lease) shall not exceed 9 months.

Homes England is providing a detailed technical pack and is seeking bids conditional on planning only.

⁵ See Appendix 1

1.3 The Site

- The development opportunity is located in Halton, Cheshire within the established residential area of Sandymoor.
- The site benefits from excellent transport links to the strategic road network (M56) and within good proximity to Sci-Tech Daresbury, Runcorn Town Centre and Warrington.
- The site comprises two parcels separated by Keckwick Brook totalling 11.6 ha (28.6 acres)
- The sites are generally level throughout and are bounded by residential land to the north.



Site Location Plan, identified in red (Source: Homes England Spatial Solutions, OS Mapping)

1.4 General site constraints and considerations

The sites are generally flat and are separated by a Main River – Keckwick Brook.

Phase 2 comprises mostly grassland with three small areas of woodland. Two ponds are located within the red line edge – to the north and west.

Phase 3 is characterised by a large area of improved grassland. Broadleaved trees are sited along Keckwick Brook and surround three ponds which are located within the centre/south east of the site. Phase 3 is currently the subject of Farm Business Tenancy.

There are records of Great Crested Newts, water vole and bats on site which will need to be appropriately mitigated by the appointed developer in compliance with the relevant regimes. Further details are provided within the supporting documents.

A proportion of the site sits within Flood Zone 2. Flood risk data is shown on the constraints plan. Areas of identified flood risk to date are within the vicinity of the Keckwick Brook and do not extend past the 8m no development buffer required by the Environment Agency.

A Flood Risk Assessment and outline drainage strategy is provided within the supporting documents.

The Phase 3 site is bounded to the east by the West Coast Mainline (WCML) railway line and the Chester to Manchester Mainline (CML) to the south. An acoustic assessment has been undertaken which has recommended a separation distance or zone of no development of up to 43 metres for dwellings facing the WCML and 30 metres for dwellings facing the CML.

Access will be required over Keckwick Brook, over a proposed bridge / culvert (indicative designs are provided within ProContract).

The ground comprises predominantly topsoil underlain by clay with variable sand bands acting as groundwater bearing strata. Limited/no contamination has been encountered with ground gas readings suggesting a CS1/Green ground gas regime. Phase 2 site investigations are available with this ITT and site investigations for the Phase 3 site will be made available in October.

Highway infrastructure with a culvert crossing over Sandymoor Brook, and associated footways and drainage was constructed by Homes England. Details are provided via ProContract and collateral warranties will be sought from the contractor.

A site constraints plan is provided for information within ProContract.

1.5 Project partners

There are no direct project partners over and above Homes England, though close working with Halton Borough Council, as the Local Planning Authority, and Sandymoor Parish Council will be a requirement when securing planning permission for the site.

Sandymoor Parish Council has expressed a keen interest in adopting, managing and maintaining the Public Open Space (POS) for a commensurate commuted sum which would be payable by the preferred developer, rather than using a management company. This is in line with other phases of development at Sandymoor.

1.6 Governance

The lead contact from Homes England will be:

Adam Gordon
Development Manager
Homes England
110 Birchwood Boulevard, Warrington WA3 7QH
T: 01925 644784
M: 07747 761359
E: adam.gordon@homesengland.gov.uk

Any points of clarification on the Invitation To Tender (ITT) and the associated disposal process should be directed to Cushman & Wakefield, who are acting as Homes England's property agents:

Rhian Davitt-Jones
Development & Planning
Cushman & Wakefield
T: 0161 455 8995
E: Rhian.davitt-jones@cushwake.com

Please note that all mini competitions have to go through Homes England's e-Tendering system, ProContract. For any technical queries regarding this system please email etendering@homesengland.gov.uk

1.7 Planning overview

The Halton Core Strategy Local Plan (2013) Policy CS11: East Runcorn allocates the wider Sandymoor site for approximately 1,400 homes, a local centre, primary school (if required) and public transport connections. Sandymoor Phases 2 and 3 are also allocated residential sites⁶ within the Halton Unitary Development Plan (2005).

The site is proposed to be allocated as part of a Strategic Residential Location (SRL4) within the emerging Delivery and Allocations Local Plan Publication Document (2018), having the capacity to accommodate 900 dwellings.

Bidders will also need to consider the principles set out within the Sandymoor Supplementary Planning Document (2009) and the updated Design Guide (2013). Both of these documents are available via pro-contract.

A site wide Section 106 Agreement is in place which requires payment of a roof tax/ infrastructure contribution per dwelling. Homes England has pre-paid the contribution to Halton Borough Council for Phases 2 & 3, up to a maximum of 275 units. If the bidder proposes to deliver more than 275 units, the extra-over costs in terms of the Section 106 roof tax will be borne by the bidder.

Tim Gibbs of Halton Borough Council's Policy, Planning and Transportation Department can be contacted regarding the Council's planning requirements – tim.gibbs@halton.gov.uk

1.8 Affordable Housing

As a S106 already exists for the site, it is not anticipated that Halton Borough Council will seek delivery of affordable housing on the site, in line with the other phases covered by the existing S106 Agreement.

Notwithstanding this, whilst affordable housing is not a requirement to be delivered via S106, bidders are **not** precluded from delivering affordable housing as part of the development. If bidders wish to include affordable housing, and subsidise this through grant, then they must confirm via their submissions the level of grant required and confirm that grant has been secured.

Bids which are conditional on securing grant funding from Homes England will not be accepted.

⁶ 406/16,17,18,20,30

2. THE DEVELOPMENT OPPORTUNITY

2.1 Delivery requirements

The delivery requirements for this site are set out in Section 3.

2.2 Partnering arrangements

Bidders should provide details of any delivery partner and/or Registered Provider if relevant.

2.3 Indicative programme

An indicative programme is to be provided for the project. The bidder is asked to highlight the intended start date of the project, the dates for completing the legal documentation, any planning targets, the proposed start-on-site date, the overall completion date and any interim phasing completion dates.

2.4 Principles of the Project Contract

Please see the Heads of Terms and Proposed Contract Structure provided via ProContract.

2.5 Technical reports

A range of technical surveys and documents have been made available to bidders via ProContract.

Intrusive site investigations have been undertaken for Phases 2 and 3. The investigations on Phase 3 were delayed and were completed in September. The report for Phase 3 is due to be finalised during October and will be uploaded to ProContract before the end of October 2018.

3. SELECTION OF THE DELIVERY PARTNER

3.1 Role of the Delivery Partner

The duties and services to be performed by Homes England's preferred development partner at Sandymoor Phases 2 and 3 are summarised below:

- Secure detailed planning permission for the scheme (including associated highway infrastructure), the basis of which must be consistent with the scheme tendered to Homes England as part of this ITT
- Secure detailed planning permission for the dwellings and associated infrastructure;
- Secure and comply with all ecological licences, consents etc required to deliver the scheme
- Design and construct the proposed culvert over Keckwick Brook⁷;
- Design and construct the associated highway infrastructure, including provision of The Avenue bus route;
- Design and construct the proposed dwellings;
- Discharge all planning conditions associated with the scheme
- Discharge payment of the scheme's agreed 'extra-over' S106 cost (if applicable)
- Pay all SDLT costs owed in accordance with HMRC requirements. It should be noted that the site is Opted to Tax meaning that VAT is payable on the purchase price tendered.
- Raise the level of finance required to cover the scheme's peak funding requirement – and arrange any credit lines that may be needed to meet cost overruns / cash flow shortfalls
- Upon draw down of the Building Lease, coordinate effective management of the site
- Arrange the delivery and management of all construction activities across the site in compliance with implementation of the planning approval
- Secure all appropriate accreditations (NHBC, etc.) for completed dwellings such as to ensure they are insurable / mortgageable
- Manage all marketing and sales of dwellings across the site
- Carry out snagging activities and provide all appropriate maintenance and aftercare services to buyers
- Agree and complete adoption agreements with the local authority in respect of all communal highways and public open spaces such that Homes England is absolved of all management responsibility. This is to include the highways infrastructure constructed by Homes England to serve the site such that there is a fully adopted means of access from the south and north.
- Discharge all statutory obligations in respect of health and safety
- Comply with any duties / services required of the developer under the terms of the warranty agreements provided to buyers
- Otherwise comply with all obligations set out within the Agreement to Lease and Building Lease
- The development will be expected to occur at a build out pace of at least an average of 5 dwellings per month (from commencement of first housing unit to house build completion), and incorporate at least the minimum level of Modern Methods of Construction.

⁷ Please refer to Draft Culvert General Arrangement Plan

3.2 Delivery Partner Selection

The Delivery Partner will be selected based upon information provided in this tender.

Submissions will be marked by two members from Homes England and two members from Cushman & Wakefield. Homes England may invite Halton Borough Council to assist it in the evaluation process by reviewing bidders' proposals to determine whether they would secure planning consent.

In the event that it is deemed that a scheme would not secure planning consent, at Homes England's discretion, it may be discounted from the bidding process.

We would encourage bidders to attend a mid-tender meeting to discuss the site, the tender process and any clarifications.

Answers to questions that are not of a commercially sensitive nature will be copied to all bidders. No interviews are planned to be held.

Homes England hopes to have confirmed the preferred bidder by 1 February 2019.

3.3 Project Contract

Bidders will be expected to enter into this contract with little change. Any amendments the bidder wishes to make should be raised within their tender (by populating Tender Form 5) and not after the submission date.

Homes England requires the conditional contract to be completed before the end of March 2019.

4. SUBMISSION REQUIREMENTS

4.1 Tender Forms

Bidders should complete the seven Tender Forms provided via ProContract in addition to a separate written submission. A brief description of each form is provided below.

These are:

TENDER FORM 1 (TF1): Property & Revenues Form

TENDER FORM 2 (TF2): Cost Form

TENDER FORM 3 (TF3): Project Timings

TENDER FORM 4 (TF4): MMC Scoring Form

TENDER FORM 5 (TF5): Legal Clarifications Form

TENDER FORM 6 (TF6): Conditions Form

TENDER FORM 7 (TF7): Financial Offer Form

TF1-4

Tender Forms 1-4 are provided as separate tabs within the Excel spreadsheet which is located on procontract. Bidders should populate all cells (where applicable). For any queries on completing the forms please contact Rhian Davitt-Jones, Cushman & Wakefield in the first instance. Definitions of MMC are provided within Appendix 5.1 to assist with populating TF4. For this site bidders are required to score a minimum of 1 within the MMC Scoring Form to ensure that their bid is compliant.

TF5 – Legal Clarification Form

Homes England does not intend to amend the legal documents provided via procontract. However, if the bidders feel that they require any of the clauses / terms to be amended, they should use form TF5 to confirm this. In this regard, the bidder must describe the amendment required by populating the form and provide justification as to why the amendment is absolutely necessary. Homes England reserves the right to discount bidders.

Completion of the TF5 is required so bidders should confirm that no amendments are required where this is the case.

TF6

Bidders should complete the form with details of all conditions proposed. Please note however that Homes England is seeking bids for the site which are subject to planning only. Bidders should use TF6 to confirm that no other conditions are proposed.

TF7

Bidders should complete all sections of the form.

4.2 Written Submission

Whilst the Tender Form responses will form a key part of the information that is assessed by Homes England (HE) to determine a preferred bidder – **bidders are also asked to provide a Written Submission to support their offer.**

Written Submissions are an opportunity for bidders to expand upon the responses given in their Tender Forms. The submission should be presented in the form of a single PDF document – and should be divided into 7 parts as follows:

Part 1: Scheme Plans & House Types

Bidders should provide:

- PLAN 1: A constraints and opportunities plan
- PLAN 2: A layout for their proposed scheme which shows each dwelling marked by their tenure
- PLAN 3: A plan showing the layout and specifications of your public open space / public realm (including CGIs (if available) / images of past schemes which illustrate the proposed finish of your POS / public realm)
- PLAN 4: A plan indicating which highways / POS across the development you propose to have adopted by the local authority and highways / POS you propose to vest with a nominated management company
- PLAN 5: A construction and sales phasing plan
- Floor plans and CGIs of each of the dwelling types proposed as part of your scheme (these can either be embedded into your written submission or else provided as separate appendices)

Submission to be limited to plans / drawings only

Part 2: Design

- Bidders should explain how their proposed scheme has been designed to overcome the constraints and take advantage of the opportunities you have identified in PLAN 1
- Homes England will use Building for Life 12 (BfL12) criteria, along with other tools and techniques, to assess the design quality of schemes throughout the lifetime of the project. Bidders are requested to outline how their bid will address the BfL12 criteria and how the implementation of design quality is proposed

Responses should be limited to no more than 4 A4 pages / 2000 words

Part 3: Planning

Bidders should set out:

- Narrative setting out how / why your proposed scheme aligns with local and national planning policy
- Your strategy for achieving detailed planning permission

Responses should be limited to no more than 2 A4 pages / 1,000 words

Part 4: Values & Marketing Strategy

Bidders responses to this section should correspond to the information you have provided in your response to Tender Form 1.

Bidders should provide:

- Evidence to verify that your tendered sale values per sq.ft (across all tenures) are achievable
- Why you believe there is sufficient choice in your proposed house type range to maintain buyer interest over the course of the project
- Who your regard as being your core market audience
- The marketing brands you will use and the types of promotional marketing activities you will use to maintain your tendered pace of sales

Responses should be limited to no more than 3 A4 pages / 1,500 words

Part 5: Project Risks & Programme

Bidders should provide:

- A risk register identifying:
 - The bidder's opinion of all the key risks / constraints associated with the project
 - The likelihood of the risk occurring
 - The likely impact of the risk
 - How the risk will be mitigated
 - A summary of the costs (if any) you have allocated to mitigation of the risk
- A development programme (in a Gantt chart format of their choosing) which demonstrates time allowances for all work stages associated with the project – and which corresponds to the timings set out in Tender Form 3.

Response to be provided in the form of a table (risk register) and Gantt chart (programme)

Part 6: Funding

Bidder should provide:

- An accessible / editable version of their organisation's own internal development appraisal and cash flow for the scheme
- Details of the proportion of the scheme's Gross Development Cost that will be met from:
 - The developer's own equity
 - Debt
 - Recycled sales receipts
- In regard to those projects to be funded through debt, please indicate:
 - Who your lender is / lenders are
 - The level of debt to be borrowed
 - Whether this debt is currently in place or still to be approved by the lender
 - In the event of your debt funding having already been approved, please provide evidence
 - What terms of security your investor requires
- Please indicate how any cost overruns that might arise from the scheme would be paid for
- In the event that elements of your scheme are to be funded / part funded through forward sale arrangements (e.g. affordable housing, PRS, etc...), please indicate:
 - Who your investor is / investors are
 - The stage payment terms you have agreed with this party
 - Whether heads of terms for the forward sale are agreed or still to be agreed
 - That your forward funder is satisfied with the Golden Brick security arrangements referred to in the legal pack provided by Homes England

Responses should be limited to no more than 1 A4 page / 500 words – with the developer's appraisal provided as a separate appendix to their submission

Part 7: Resource & Expertise

Bidders should provide:

- Evidence of their track record for delivering schemes of a similar scale and with a similar peak debt / gross build cost to this scheme
- Confirm that they have the necessary in-house staffing, financial and supply chain capacity to successfully resource a project of this scale within the timescales tendered
- In respect of those members of your consultancy team or sub-contractors who will have either i) design responsibility or ii) will be appointed on the basis of work packages valued at £2m or more:
 - Details of who these organisations are
 - Confirmation that collateral warranties, IPR and step in rights can be provided in the event of your withdrawal from the project

Responses should be limited to no more than 2 A4 pages / 1,000 words

All submissions must be via the e Tendering system. Hard copies are not acceptable.

4.3 Evaluation Framework

Homes England intends to use the ITT stage to appoint a single preferred bidder to develop Sandymoor Phases 2 and 3.

There are 3 principal areas of assessment in this regard, these are:

- Pass / fail
- Non-price – accounting for 30% of marks
- Price – accounting for 70% of marks

The bidder who passes the pass / fail criteria and who scores the highest unique mark out of 100 will be appointed as Homes England’s preferred development partner.

Pass / Fail

The following criteria will be assessed on a pass/fail basis:

- No less than 220 units
- Minimum pace threshold of 5 units per month (average) from commencement of first housing unit to house build completion;
- Minimum MMC threshold achieving score of 1 or more (please see TF3);
- Completion of all Tender Forms, including Legal Clarification Form
- Financial due diligence
- Programme
- Resource & Expertise

Pace	Pass / Fail	Evidence to be provided that the minimum build pace of 5 units per month can be achieved.
Financial Due Diligence	Pass / Fail	The bidder is to provide evidence that it has the required financial resources available to meet the land payment and peak borrowing requirements necessary to deliver the project on time and adequately manage risks of delays and overruns. Can the sources of finance be adequately traced to legitimate sources and/or individuals?
MMC	Pass / Fail	Bidders must evidence that the baseline level of MMC will be met or exceeded using Tender Form 4 – with reference to the MMC categories at Appendix 5.1 A minimum score of 1 within TF4 is required. As well as the pass/fail element, MMC form part of the non-price score (10%) – see below.
Completion of all tender forms	Pass/Fail	All tender forms need to be completed and submitted with your bid. This should include the legal clarification form.
Programme	Pass / Fail	A development programme is to be submitted which demonstrates time allowances for all work stages associated with the project. Is the build and sale

		programme realistic and have assumed rates been adequately justified? Is the approach to methods of construction and sequencing in accordance with the programme? Is the Sales and Marketing Strategy appropriate to deliver sales at the required rate?
Resource and Expertise	Pass / Fail	<p>The bidder is to submit evidence of their track record and ability to deliver this scheme including confirmation that there is the necessary in-house staffing, financial and supply chain capacity to resource the project.</p> <p>Details must be provided of consultancy team and / or subcontractors who have either design responsibility or will be appointed on the basis of work packages of £2 million or more.</p>

Tender submissions must also include all information required by Homes England requested in this ITT.

Should bidders fail to incorporate Homes England’s mandatory requirements within their scheme proposals and / or fail to provide all information requested by Homes England as part of their submissions, then the bidder’s tender proposal will not be put forward for evaluation against the price / non-price criteria, and will be discounted from the bidding process.

In terms of planning, Homes England will invite Halton Borough Council to assist in the evaluation process by reviewing each bidder’s scheme proposals to determine whether their proposals would secure planning approval. In the event that the local authority does not believe the scheme proposed by the bidder would secure detailed planning approval, the bidder’s submission – at Homes England’s discretion – may be discounted from the bidding process.

Non-Price and Price

Non-price elements of the scoring will account for 30% of marks. Price will account for 70% of the marks. The following summarises how scores within these categories will be apportioned:

Criteria	Weighting	Comments
Non-Price		
Planning	10%	<p>Is evidence provided that the proposed scheme is likely to achieve detailed planning permission with acceptable conditions within the required timescale?</p> <p>Does the proposed scheme align with National and Local Planning Policy, including the adopted Sandymoor Supplementary Planning Document?</p> <p>Have plans been provided showing a comprehensive scheme which includes details of layouts, dwelling types, Public Open Space (POS), access and parking?</p> <p>A score out of 5 will be multiplied by 2 to give a score out of 10. A minimum score of 4 is required.</p>
Modern Methods of Construction	10%	<p>Proposed schemes must include the minimum level of MMC to meet the pass / fail criteria set out above. In addition, TF4 is used to calculate a score of up to 10 based on the number of units in each MMC category. Each unit can only be allocated to one category of MMC.</p> <ul style="list-style-type: none"> • Off Site Manufacture – Volumetric (10) • Off Site Manufacture – Hybrid (6) • Off Site Manufacture – Panellised (4) • Off Site Manufacture-Sub-Assemblies and Components (1) <p>The completed TF4 is to be supported by narrative to evidence:</p> <ul style="list-style-type: none"> • MMC technologies to be used in the development; • Capacity and robustness of supply chain and lead in times • Mortgageability, warrantability and insurability of MMC dwelling proposed. <p>The level of MMC proposed will be reflected in the contractual documents.</p>
Technical	10%	<ul style="list-style-type: none"> • Have technical conditions, matters or constraints that could affect the eventual receipts, timings, costs and outputs been assessed and prepared for; and has sufficient detail been provided as to the implications to the proposed development? • Have mitigation measures been proposed and are they appropriate for the proposed development? Has the bidder investigated, assessed and priced risk in an efficient and appropriate manner that clearly identifies

		<p>a risk transfer from the Agency to the bidder?</p> <ul style="list-style-type: none"> • Has the bidder assumed all the risks required by the documents at a price that represents value for money? Is the bid fully priced? <p>A score out of 5 will be multiplied by 2 to give a score out of 10.</p>
Price		
Robustness of Price and Cost Workings	10%	<p>An overall assessment of the robustness of the revenue and cost details, workings and underlying assumptions and consistent with the proposed scheme and construction method including the following:</p> <ul style="list-style-type: none"> • Costs reflect what is proposed in terms of design, construction method and technologies, quality and finish? • Does it represent good value for money? • Is the value of the units too high in comparison with the specification, size of unit, location, market and track record? • Are the marginal costs of additional specification reasonable and consistent with any increase in sales revenue? • Is the sales value too low i.e. an improvement in spec could generate marginal increase in sale value greater than the marginal increase in cost? • Is the financing structure appropriate and adequate for the overall project objective as set out in the ITT? • Has the bidder demonstrated that the funding is certain, appropriate for the structure and represents value for money? • Are the revenues and cost consistent with the level of MMC proposed? • Is there a cash flow breakdown which supports the development and sales programme and is consistent with financing arrangements? <p>A score out of 5 will be multiplied by 2 to give a score out of 10.</p>
Land Value	60%	<p>The price score is calculated on the basis of the NPV of the land offer. The highest offer gets all of the available marks (i.e. 60) other offers are expressed as a percentage of the highest offer and multiplied by 60 to calculate their score. For example, if the highest offer is £10m which gets 60 marks, the next best offer of £9.50m gets 57 marks.</p>
Total Score	100	

Scoring Matrix

Score	Measurement
0	Does not meet the requirement. Does not comply and/or insufficient information provided to demonstrate that the Tenderer has the understanding or suitable methodology, with little or no evidence to support the response. Tenderer has rejected FCO standard terms and conditions of contract.
1	Satisfies the requirement with major reservations. Major reservations of the Tenderer's understanding and proposed methodology, with little or no evidence to support the response.
2	Satisfies the requirement with minor reservations. Some minor reservations of the Tenderer's understanding and proposed methodology, with limited evidence to support the response
3	Satisfies the requirement. Demonstration by the Tenderer of the understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services.
4	Satisfies the requirement with minor additional benefits. Above average demonstration by the Tenderer of the understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services. Response identifies factors that will offer potential added value, with evidence to support the response.
5	Satisfies the requirement and demonstrates exceptional understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services. Response identifies factors that will offer potential added value, with evidence to support the response.

4.4 Tender Information

Below is the tender timetable:

Milestone	Date From	Date to	Duration
Invitation to Tender Stage	3 rd October 2018	5pm, 5 th December 2018	9 weeks
Mid-tender Clarification Meetings	6 th and 7 th November 2018		2 days
Evaluation of tender responses (including post clarifications)	5 th December 2018	21 st December 2018	2.5 weeks
Homes England Financial vets and Board approvals	30 th January 2018		1 day
Commencement of Contracting with Preferred Bidder	w/c 11th February 2019	w/e 29 th March 2019	7 weeks

Tenderers can inspect the site should they wish. Access should be arranged through contact with Homes England's property agents through the portal.

The tender return date is **5pm on 5th December 2018** and tender returns will only be accepted via the eTendering System. **Please note that the tender deadline is final and no extensions of time will be permitted.**

Bidders should also note that the Agreement for Lease needs to be completed before 29th March 2019.

4.5 Insurances

To note - the following insurances are held by all Panel Members (or proof has been provide/ that it can be obtained):

- Employers Liability £10m
- Public Liability £10m
- Contractors All Risks £20m

4.6 Disclaimer and important information

This ITT has been produced in good faith, and is set out as a general guide only, and does not constitute any part of an offer or contract. The content is believed to be correct at the time of writing, however bidders should not rely on it as statements or representations of fact – and must satisfy themselves as to the correctness of information provided.

No person or persons engaged by or in the employment of Homes England has any authority to make or give any representation or warranty in relation to this property.

Bidders are advised that Homes England is subject to the Freedom of Information Act 2000 ("The Act"). If a bidder considers that any of the information they provide as part of this procurement procedure should not be disclosed because of its commercial sensitivity, confidentiality or otherwise – they must, when providing this information, clearly identify the specific information they do not wish to be disclosed and clearly specify the reasons for its sensitivity. Homes England shall take such statements into consideration in the event that it receives a request pursuant to the Act which relates to the information provided by the interested party. Please note it is insufficient to include a statement of confidentiality encompassing all the information provided in the response.

This ITT does not commit Homes England to appointing a preferred development partner for the scheme at Sandymoor Phases 2 and 3 – and at its own discretion Homes England may elect to suspend, alter or otherwise terminate this procurement process at any stage. In such an event, bidders will not be permitted to pursue Homes England for abortive costs associated with the preparation of their bid.

APPENDIX 5.1 - MMC Categories

SCORE	MODERN METHODS OF CONSTRUCTION DEFINITIONS
5	<p>OSM⁸ – Volumetric</p> <p>Volumetric construction (also known as modular construction) involves the production of three-dimensional units in controlled factory conditions prior to transportation to site. Modules can be brought to site in a variety of forms ranging from a basic structure to one with all internal and external finishes and services installed, all ready for assembly. A family sized dwelling might typically be manufactured in four modules plus roof module(s).</p>
3	<p>OSM – Hybrid</p> <p>A method - also referred to as semi-volumetric - which combines both panellised and volumetric approaches. Typically, volumetric units (sometimes referred to as 'Pods') are used for the highly serviced and more repeatable areas such as kitchens and bathrooms, with the remainder of the dwelling or building constructed using panels. The hybrid approach is sometimes used to provide added flexibility on complex sites and those requiring additional communal areas. As with both volumetric and panellised approaches the degree of factory-based fabrication is variable.</p>
2	<p>OSM - Panellised</p> <p>Flat panel units are produced in a factory and assembled on-site to produce a three dimensional structure. The most common approach is to use open panels, or frames, which consist of a skeletal structure only with services, insulation, external cladding and internal finishing occurring on-site. More complex panels - typically referred to as closed panels - involve more factory-based fabrication and may include lining materials and insulation. These may also include services, windows, doors, internal wall finishes and external claddings. This category embraces newer panellised approaches such as Structurally Insulated Panels (SIPs), SIG Offsite and H+H I-House System and Cross Laminated Timber (CLT) panels.</p>
1	<p>OSM - Sub-Assemblies and Components</p> <p>This category is intended to encompass approaches that fall short of being classified as systemic OSM but which utilise several factory fabricated innovative sub-assemblies or components in an otherwise traditionally built structural fabric. Typically, schemes incorporating the use of floor or roof cassettes, pre-cast concrete foundation assemblies, pre-formed wiring looms, mechanical engineering composites, etc. would fall into this category. Traditional constructed schemes utilising manufactured units – such as windows, door-sets, roof trusses, etc, which might otherwise be part of the fabrication process in the other OSM categories – should not be included as sub-assemblies or components in this category.</p>
0	<p>Non-OSM Modern Methods of Construction.</p> <p>This category is intended to encompass schemes utilising innovative housing building techniques and structural systems that fall outside the OSM categories. The presence of innovation is an essential feature that might manifest itself through an innovative non-OSM building system, through a building technique familiar in other sectors but new to house-building, or through traditional components being combined in innovative ways. Typically, insulated concrete formwork (ICF), 'TunnelForm', H + H Celcon 'Thin joint blocks' and other innovative masonry or concrete approaches would fall within this category.</p>
0	<p>Traditional build</p> <p>This category is intended to encompass all 'Traditional' site-based new build schemes and site-based rehabilitation, refurbishment and conversion.⁹</p>

⁸ OSM – Off-site manufacture

APPENDIX 5.2 - Submission checklist

Tender Contents Checklist	Please tick
Bid Summary Form (cover sheet from TF1-4)	
TF1 – Property & Revenue Schedule	
TF2 – Cos Schedule	
TF3 – Project Timing	
TF4 – Modern Methods of Construction	
TF5 – Legal Clarification Form	
TF6 – Conditions Form	
TF7 – Financial Offer	
Written submission – Part 1 (including associated submission requirements)	
Written submission – Part 2 (including associated submission requirements)	
Written submission – Part 3 (including associated submission requirements)	
Written submission – Part 4 (including associated submission requirements)	
Written submission – Part 5 (including associated submission requirements)	
Written submission – Part 6 (including associated submission requirements)	
Written submission – Part 7 (including associated submission requirements)	
Submission Checklist	