

**PROCUREMENT GATEWAY 3 -  
CONTRACT AWARD REPORT -  
PART I**



**Plymouth Mobility Hubs  
Lot 3 – E-Bike Share Operator  
Procurement Reference No.  
20559**

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## **I. INTRODUCTION**

This contract award report is in relation to the procurement of Plymouth Mobility Hubs Lot 3 – E-Bike Share Operator.

The scope of the requirement includes: Plymouth City Council (“The Council”) is seeking to procure an experienced CoMoUK (or equivalent) accredited E-bike Share Operator to deliver and manage a publicly accessible e-bike share scheme across a network of Mobility Hubs within Plymouth.

The E-bike Share Operator must deliver and operate an e-bike share scheme of at least 390 e-bikes accessible at all Mobility Hub locations 24 hours a day, 365 days per year.

Contract Duration: Initial period of 5 Years, with the option to extend by 3 Years at the discretion of the Council.

## **2. BACKGROUND**

The Council utilising funding from the Department for Transport’s Transforming Cities Fund is seeking to deliver a network of Mobility Hubs across Plymouth. These Hubs will comprise of electric vehicle charging infrastructure, an electric vehicle car club and e-bikes.

The size of the Hubs will vary according to the need at each location and in total will consist of electric vehicle charging points for a minimum of 300 parking bays, at least 10 electric car club vehicles and will support approximately 390 e-bikes.

For more information on the Mobility Hubs project see:

<https://www.plymouth.gov.uk/parkingandtravel/transportplansandprojects/transportplans/transformingcitiesfund/mobilityhubs>

## **3. PROCUREMENT PROCESS**

In line with the Council’s Contract Standing Orders, this requirement is classed as a High Value / High Risk Procurement, and as such, the estimated value exceeds the relevant World Trade Organisation (WTO) Agreement on Government Procurement (GPA) thresholds and is subject to the full public procurement regime as set out in the Public Concession Contract Regulations 2016 (CCR 2016).

Whilst CCR2016 does not stipulate different procurement procedures, subject to compliance with certain key principles and requirements it provides the Council with a level of freedom to choose how to organise its procurement.

Following a procurement options appraisal, it was determined that a competitive procurement exercise was undertaken utilising the ‘Open’ Procedure in accordance with the Public Contracts Regulations 2015. The ‘Open’ Procedure is a one-stage process comprising of an Invitation to Tender (ITT), which incorporates a suitability assessment and contract award criteria. Under this process, any prospective supplier expressing an interest to participate in the procurement activity can submit a Tender

## **4. TENDER EVALUATION CRITERIA**

The following information concerning the evaluation criteria and scoring methodology was included in the ITT instructions.

A suitability assessment (also known as the selection stage) and an award stage.

## Suitability Assessment

This section assessed the Tenderer's suitability to undertake the contract requirement. The questions included in this Schedule, as advised in PPN Action Note 8/16 9th September 2016, have been informed by the Crown Commercial Services Standard Selection Questionnaire (SQ), previously known as the Pre-Qualification Questionnaire.

## Suitability Assessment Evaluation Methodology

### For Information Only Schedules

The following schedules were for information only and were not evaluated.

### Schedule - Suitability Assessment

- SA Section 1: Tenderer Information
- SA Section 5: Parent Company
- SA Section 8.5: Business Capability: SA8.5.1
- SA Section 8.6: Data Protection – General: SA8.6.2, SA8.6.4, SA8.6.7 – SA8.6.10
- SA Section 8.7: Data Protection – ICT Systems: SA8.7.1, SA8.7.3 – SA8.7.5

### Pass/Fail Questions

The following Schedules and questions were evaluated on a pass or fail basis. In the event of the Tenderer being awarded a 'fail' on any of the below criteria, the remainder of the Tender would not be evaluated and the Tenderer would be eliminated from the process. The Tender would be disqualified if a Tenderer failed to submit these completed Schedules and questions.

Wherever possible the Council permitted Tenderers to self-certify they met the minimum PASS/FAIL requirements without the need to attached evidence or supporting information. However where the Council regarded the review of certain evidence and supporting information, as critical to the success of the procurement this would be specifically requested.

The return document clearly indicated whether 'Self-certification' is acceptable or whether 'Evidence is required' for each question.

Where Tenderers were permitted to self-certify, evidence would be sought from the successful Tenderer at contract award stage. Please note the successful Tenderer must be able to provide all evidence to the satisfaction of the Council at contract award stage within a reasonable period, if the successful Tenderer is unable to provide this information the Council reserves the right to award the contract to the next highest scoring Tenderer and so on.

### Schedule - Suitability Assessment

- SA Section 2: Grounds for Exclusion 1
- SA Section 3: Grounds for Exclusion 2
- SA Section 4: Economic and Financial Standing
- SA Section 6: Technical and Professional Ability
- SA Section 7: Modern Slavery Act 2015
- SA Section 8.1: Insurance
- SA Section 8.2: Health and Safety
- SA Section 8.3: Equality and Diversity
- SA Section 8.4: Environmental Management

- SA Section 8.5: Business Capability: SA8.5.2
- SA Section 8.6: Data Protection – General: SA8.6.1, SA8.6.3, SA8.6.5 and SA8.6.6
- SA Section 8.7: Data Protection – ICT Systems: SA8.7.2
- SA Section 8.8: CoMoUK Accreditation

**Award Evaluation Criteria and Methodology**

Tenderers satisfactorily meeting the Suitability Assessment evaluation had their Tender responses evaluated by the Council to determine the most economically advantageous Tender based on the quality, price and social value criteria that are linked to the subject matter of the contract.

All responses were assessed against the Evaluation Criteria set out below:

**Award Criteria and Methodology**

This section assessed how the Tenderer proposes to deliver the required service as detailed in the specification.

The Council intends to award any Contract based on the most economically advantageous offer.

The Council will not be bound to accept the lowest price of any Tender submitted.

**High-Level Award Criteria**

The high-level award criteria for the project is as follows:

EVALUATION CRITERIA	WEIGHTING
Price	30%
Quality	60%
Social Value	10%

A Tender may not have been accepted if it significantly failed to satisfy any specific criterion, even if it scored relatively well against all other criteria.

In the event that evaluating officers, acting reasonably, considered that a Tender is fundamentally unacceptable on any issue, then regardless of the Tender’s other merits or its overall score, and regardless of the weighting scheme, that Tender may have been rejected.

**Price (30%)**

Tenderers were instructed to complete the Price Schedule within the ITT Document.

The Tenderer’s Total Tender Sum would be evaluated using the scoring system below:

$$\left( \frac{\text{Lowest Total Tender Sum}}{\text{Tenderer's Total Tender Sum}} \right) \times \text{Weighting} = \text{Weighted score}$$

### Quality – 60% Weighting

Tenderers were asked to provide a number of method statements within the ITT Return Document, which were intended to explain how they would meet specific requirements.

Each method statement was scored on a scale of 0 to 5 points, in accordance with the following scheme:

Response	Score	Definition
Excellent	5	Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates a thorough understanding of the requirement/outcomes and provides details of how the requirement/outcomes will be met in full.
Very good	4	Response is particular relevant. The response is precisely detailed to demonstrate a very good understanding of the requirements and provides details on how these will be fulfilled.
Good	3	Response is relevant and good. The response is sufficiently detailed to demonstrate a good understanding and provides details on how the requirements/outcomes will be fulfilled.
Satisfactory	2	Response is relevant and acceptable. The response addresses a broad understanding of the requirements/outcomes but lacks details on how the requirement/outcomes will be fulfilled in certain areas.
Poor	1	Response is partially relevant and poor. The response addresses some elements of the requirements/outcomes but contains insufficient/limited detail and explanation to demonstrate how the requirements/outcomes will be fulfilled.
Unacceptable	0	No or inadequate response. Fails to demonstrate an ability to meet the requirement/deliver the required outcomes.

Tenderers had to achieve an average score of 2 or more for each scored item. Any scored criteria item receiving an average of less than 2 would result in the Tender being rejected and Tenderer being disqualified from the process.

Tenderers scores for each method statement were multiplied by the relevant weighting to result in a 'weighted score' for that method statement. The weighted scores were then totalled, with the total expressed as an overall score out of 60.

Method Statement	Weighting	
	Tier 1	Tier 2
MS1 – Team Experience	7.50%	
MS2 – Service Provision	35.00%	
MS2.1 – E-Bike and Parking Stations		12.50%
MS2.2 – E-Bike Review		10.00%
<i>MS2.2a – Ease of Adjusting Bike for User</i>		
<i>MS2.2b – User Perception of Bike (Important for attracting new users)</i>		
<i>MS2.2c – Based on a Standard Test Ride: Ease of Riding</i>		

<i>MS2.2d – Based on a Standard Test Ride: Comfort</i>		
<i>MS2.2e – Based on a Standard Test Ride: Suitability of Gears for the Terrain</i>		
<i>MS2.2f – Based on a Standard Test Ride: Electric Assist Intervention</i>		
<i>MS2.2g – Based on a Standard Test Ride: Braking Efficiency</i>		
<i>MS2.2h – Based on a Standard Test Ride: Ease of Manoeuvring Bike Manually (e.g. Up a curb)</i>		
<i>MS2.2i – Stability of Bike on Stand (if Fitted)</i>		
<b>MS2.3 – Implementation Plan</b>		<b>5.00%</b>
<b>MS2.4 – Operations</b>		<b>7.50%</b>
<b>MS3 – User Experience, and Marketing</b>	<b>7.50%</b>	
<b>MS3.1 – User Experience</b>		<b>5.00%</b>
<b>MS3.2 – Promotions and Marketing</b>		<b>2.50%</b>
<b>MS4 – Partnership Working and Innovation</b>	<b>5.00%</b>	
<b>MS4.1 – Partnership Working</b>		<b>2.50%</b>
<b>MS4.2 - Innovation</b>		<b>2.50%</b>
<b>MS5 – Risk Management</b>	<b>2.50%</b>	
<b>MS6 – Data Sharing</b>	<b>2.50%</b>	

### **Social Value (10%)**

Social value commitments were assessed based on a combination of quantitative and qualitative assessment.

#### **SVI- Total Social Value Commitment (£) – 5%**

The Tenderer's Total Social Value Commitment was evaluated using the quantitative scoring system below:

$$\left( \frac{\text{Tenderer's Total Social Value Commitment (£)}}{\text{Highest Total Social Value Commitment (£)}} \right) \times \text{Weighting} = \text{Weighted score}$$

#### **SV2 – Social Value Method Statements – 5%**

The method statements submitted in support of the social value commitments made in SVI was allocated a single score **for all method statements** and the appropriate weighting then applied. The weighted score was rounded to **2** decimal places.

The qualitative responses were evaluated in accordance with the scoring table detailed above.

### **Total Evaluation Methodology (100% of weighting)**

To determine the overall total score and corresponding ranking for each Tenderer, it was necessary to add the total weighted price points score with the total weighted Quality points, and total weighted Social Value points.

## **Moderation**

The Council decided to take a '**consensus**' scoring evaluation approach to this procurement. This means that, following the independent evaluation of submissions, where there was a difference in individual evaluator scoring for one or more individual questions, a moderation session took place to arrive at an agreed, consensus score. In the event that the evaluators could not agree on a final score, the score awarded by the majority would be the consensus score.

## **5. SUMMARY OF EVALUATION**

A Concession Notice ref: 2021/S 000-017632 was published on the 26<sup>th</sup> July 2021 for publication within the Find a Tender Service (FTS).

The Invitation to Tender was published electronically via, The Supplying the South West Portal – the Council's chosen procurement portal on 26<sup>th</sup> July 2021 with an initial Tender submission date of 1200hrs, 15<sup>th</sup> October 2021. This was subsequently amended to 1200hrs, 21<sup>st</sup> October 2021, to allow Tenderers more time to compile a Tender offer.

The Tender opportunity that included the 3 Lots received a high level of interest, with 83 organisations registering an interest, of which 6 submitted Tenders for these Lots (3 for Lot 3 – E-Bike Share Operator), 14 opted out and a further 63 not providing a Tender response for these Lots.

The received Tender submissions, were evaluated in accordance with the overall evaluation strategy set out above, and were independently evaluated by Council Officers, all of whom had the appropriate skills and experience, in order to ensure transparency and robustness in the process.

In order to ensure fairness of the process the evaluation of Quality, Social Value and Price were split, with Price information being held back from the Quality evaluators.

The resulting quality, social value and financial scores are contained in the confidential paper.

## **6. FINANCIAL IMPLICATIONS**

Financial provision has been made for this contract within the project budget. Details of the contractual pricing are contained in the confidential paper.

## **7. RECOMMENDATIONS**

It is recommended that a contract be awarded to the highest scoring Tenderer for Plymouth Mobility Hubs E-Bike Share Operator. Details of the successful Tenderer have been set out in the confidential paper.

This award will be provisional and subject to the receipt from the highest scoring Tenderer of the satisfactory self-certification documents detailed in the suitability assessment questionnaire.

In the event the highest scoring Tenderer cannot provide the necessary documentation, the Council reserves the right to award the contract to the second highest scoring Tenderer.

This award is also subject to the outcome of any challenge made during the mandatory standstill period.

## 8. APPROVAL

### Authorisation of Contract Award Report

Author (Responsible Officer / Project Lead)	
<b>Name:</b>	John Green
<b>Job Title:</b>	Low Carbon City Officer
<b>Additional Comments (Optional):</b>	
<b>Signature:</b>	
<b>Date:</b>	7 <sup>th</sup> December 2021
Head of Service / Service Director [Signature provides authorisation to this award report and award of Contract]	
<b>Name:</b>	Paul Barnard
<b>Job Title:</b>	Service Director – Strategic Planning & Infrastructure
<b>Additional Comments (Optional):</b>	
<b>Signature:</b>	
<b>Date:</b>	7 <sup>th</sup> December 2021