

## SEVENOAKS MARKETS TENDER EVALUATION SUMMARY

Lot 1 - SATURDAY MARKET Value for Money Scores  
 Tender VFM (max.  
 No. Tenderer Bid 30)

1	Sevenoaks Town Cl.	£14,000	30
2	Bray Associates	£10,500	23

Lot 2 - WEDNESDAY MARKET Value for Money Scores

Tender VFM (max.  
 No. Tenderer Bid 30)

1	Sevenoaks Town Cl.	£25,500	30
2	Bray Associates	£2,500	3

### COMBINED WEDNESDAY AND SATURDAY MARKETS Total Scores

Tender No.	Tenderer	Bid	Value for money (max. 60)	Technical Merit (max. 12)	Suitability as a Business (max. 5)	Assessed Capability (max. 14)	Complete Response (max. 9)	TOTAL (max. 100)
1	Sevenoaks Town Cl.	£39,500	60	11	5	14	9	99
2	Bray Associates	£13,000	26	10	5	14	7	62

### Award Recommendation to Portfolio-holder:

The most economically advantageous tender in accordance with the evaluation criteria is that submitted by Sevenoaks Town Council. It is recommended that tenderers be advised of the tender outcome and that subject to there being no challenge during the ten day standstill period required under EU tender rules the contract for the Sevenoaks markets operation, commencing 1st April 2018 until 31st March 2023, be awarded to Sevenoaks Town Council.

## Sevenoaks Markets Tender - Evaluation Criteria - Value for Money Scores

	Sevenoaks Town Council		Bray Associates	
	Lot 1 - Saturday	Lot 2 - Wednesday	Lot 1 - Saturday	Lot 2 - Wednesday
Tender price for first year (initial fee)	£14,000	£25,500	£10,500	£2,500
Whole contract period including any possible extension <i>Assumes 2% annual CPI increase</i>	£88,314	£160,857	£66,235	£15,770
<i>Apply Annual CPI increases</i>	£14,000	£25,500	£10,500	£2,500
To calculate the total value of the market fees paid, at the same rate of annual CPI inflation: = $P*(1+r)^n$ where, <i>P</i> is the initial amount; <i>r</i> is the annual interest rate as a percentage;	£14,280	£26,010	£10,710	£2,550
	£14,566	£26,530	£10,924	£2,601
	£14,857	£27,061	£11,143	£2,653
	£15,154	£27,602	£11,366	£2,706
	£15,457	£28,154	£11,593	£2,760
	£249,171		£82,006	
	Total		Total	

	Scores		Max. Score
Annual income to the Council	20	20	20
Overall income to the Council for the whole contract period including any possible extension.	8	8	8
Clarity of pricing of all Services	2	2	2
<b>Total</b>	<b>30</b>	<b>30</b>	<b>30</b>

<b>Sevenoaks Markets Tender - Evaluation Criteria - Quality Scores</b>	<b>Maximum Score</b>	<b>Sevenoaks Town Council</b>	<b>Comments</b>	<b>Bray Associates</b>	<b>Comments</b>
<b>Technical merit.</b>					
Compliance with the Specification and Tender. Together with an acceptable integration process	3	3		3	PSC information blank
Responses to Method statements.	3	3		2	
Demonstrated Health and Safety Compliance	3	2	1 x annual H & S inspection	2	No H&S policy enclosed
Technical back up and support	3	3		3	
<b>Sub-Total</b>	<b>12</b>	<b>11</b>		<b>10</b>	
<b>Suitability as a business</b>					
Flexibility on contract conditions.	2	2		2	
Ability to work with the Council	3	3	Current market Operator	3	Swanley Market Operator
<b>Sub-Total</b>	<b>5</b>	<b>5</b>		<b>5</b>	
<b>Assessed capability</b>					
Monitoring and dealing with complaints.	3	3		3	
Evaluation of reference sites	3	3	Current market Operator	3	Swanley Market Operator
Assessed ability to comply with Heads of Terms	3	3	Current market Operator	3	Swanley Market Operator
<b>Level of experience both directly and indirectly of tenderers staff who will oversee and implement the contract</b>					
Training and development of staff.	3	3	First hand experience	3	Multiple Markets experience
<b>Sub-Total</b>	<b>2</b>	<b>2</b>		<b>2</b>	
<b>Completeness of Response</b>					
Assessed completeness of response.	3	3	H & S policy unsigned	1	No H&S policy or other docs.
Assessed capability of tenderer to support all elements of the contract	3	3		3	Multiple Market Operator
Any social value added	3	3	Town Council	3	Supports charity stalls
<b>Sub-Total</b>	<b>9</b>	<b>9</b>		<b>7</b>	
<b>Total</b>	<b>40</b>	<b>39</b>		<b>36</b>	