

Watling Tyre Service Ltd						
WEIGHTING MATRIX						
Evaluation Criteria		Weighting	Mark out of 10	Weighted score	Convert to %	Mark x Weighting
a)	Value for Money	40%				
(i)	Price	20	10	200		
(ii)	Compliance with specification	20	10	200		
(iii)	Technical merit and quality factors	20	5	100		
		60	25	500	83%	33.3%
				/600		
b)	Completeness of Response	60%				
(viii)	Assessed capability of tenderer to support all elements of the contract	20	5	100		
(ix)	Acceptance of existing contract conditions.	10	10	100		
(x)	Questionnaire response	30	5	150		
		60	20	350	58%	35.0%
				/200		
					Total	68.3%

ATS Euromaster Ltd						
WEIGHTING MATRIX						
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(x)	Questionnaire response	30	5	150		
		60	20	350	58%	35.0%
				/200		
					Total	68.3%

PK Commercial Tyres Ltd						
WEIGHTING MATRIX						
Evaluation Criteria		Weighting	Mark out of 10	Weighted score	Convert to %	Mark x Weighting
a)	Value for Money	40%				
(i)	Price	20	0	0		
(ii)	Compliance with specification	20	10	200		
(iii)	Technical merit and quality factors	20	10	200		
		60	20	400	67%	26.7%
				/600		
b)	Completeness of Response	60%				
(viii)	Assessed capability of tenderer to support all elements of the contract	20	10	200		
(ix)	Acceptance of existing contract conditions.	10	10	100		
(x)	Questionnaire response	30	10	300		
		60	30	600	100%	60.0%
				/200		
					Total	86.7%

<u>Supplier</u>	<u>Annual Tender value</u>	<u>3 year contract value</u>	<u>Weighted %</u>	
Watling Tyre Service Ltd	£41,416.60	£124,249.80	68.33%	3
ATS Euromaster Ltd	£42,104.39	£126,313.17	68.33%	2
PK Commercial Tyres Ltd	£43,397.86	£130,193.58	86.67%	1

Conclusion

Watling Tyres have the lowest price submitted in this tender as they do not quote for all michelin or other primary brand, and subsequently the brand quoted is not a primary brand of tyre and given the use of these tyres in our experience will cost SDC more over the life of this contract. On account of this they have been marked down on the tender value scoring for quality and specification.

ATS have come in slightly more expensive than Watling but cheaper than PK Commercial, however PK Commercial Tyres have a better tender response, a proven track record and quality service with SDC. Additionally, historically, in our experience ATS have had a poor response time to maintain our fleet whereas PK Commercial work with us to provide a good service supporting our workshop and fleet and were both marked accordingly for this under the assessed capability to support the contract. It is therefore our conclusion, given the marginal price variations between the tenderers over a year of the contract, that PK Commercial Tyres be awarded the EU contract.

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