

Detailed Evaluation Methodology

Submitted tenders will be evaluated based on price and quality. Evaluation scores will be calculated for each Tenderer against each Lot tendered for, in accordance with the evaluation criteria, to determine the final rankings for each lot. The Lot structure is shown below.

<table><tr><th>Lot 1</th></tr><tr><td>Residual Waste</td></tr></table>	Lot 1	Residual Waste	<table><tr><th>Lot 7</th></tr><tr><td>Residual Waste</td></tr><tr><td>Bulky Waste</td></tr></table>	Lot 7	Residual Waste	Bulky Waste	<table><tr><th>Lot 9</th></tr><tr><td>Residual Waste</td></tr><tr><td>Bulky Waste</td></tr><tr><td>Green Waste</td></tr><tr><td>Food Waste</td></tr><tr><td>Wood Waste</td></tr><tr><td>Street Sweepings</td></tr></table>	Lot 9	Residual Waste	Bulky Waste	Green Waste	Food Waste	Wood Waste	Street Sweepings
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The proposed nine Lot structure seeks to provide opportunities for all sectors of the market from multinational waste management companies to single material operators.

This design has been informed by three rounds of market engagement providing examples of where companies could fit into each of the proposed Lots

Tenderers are asked to bid the maximum capacity they have available for the lots they are interested in. There is no restriction on the number of lots or delivery points that can be bid. Each delivery point will be scored separately. As a minimum, Tenderers **must** complete the individual material lots (Lots 1-6) relevant to their interest.

Tenderers must only bid for Lots 7/8/9 where they are able to offer **improved terms** for exclusivity over multiple waste types (improved terms in comparison to their respective individual material bids tendered under Lots 1-6).

Not all Lots will be awarded. The Council will compare the outcomes of Lots 1-6 against the outcomes of Lots 7/8/9, to determine what will ultimately provide best overall value to the Council.

The information below provides the step by step process that the Councils Officers will follow in:

- 1) Evaluating responses and determining the rankings for all 9 Lots
- 2) Comparing the outcomes of all Lots to determine the best overall award solution for the Council

Part 1 - Evaluating responses and determining the rankings for all 9 Lots

- i. Tenderers are asked to tender a per tonne gate fee for each delivery point. Multiple delivery points can be bid by each tenderer.
- ii. An Authority Contracted Haulage rate (per mile) is then added to provide an overall price per tonne
- iii. This price per tonne will determine the Tenderer's price score. This price score carries a 60% weighting towards the Tenderer's overall submission score.
- iv. The Tenderer's quality score is determined by evaluation of their submitted Service Delivery Plan. This quality score carries a 40% weighting towards the Tenderer's overall submission score.
- v. The Tenderer's price and quality scores are combined to give their final overall score per each delivery point.
- vi. These scores are then ranked within each Lot.
- vii. **In respect of Lots 1-6 only:** In each of these Lots, the Tenderer with the highest overall score is awarded available tonnage up to the capacity they have offered in their bid. If this does not award all available tonnage under the respective Lot, the Tenderer ranked second is awarded available tonnage until either their bid capacity is exhausted or there are no further tonnes to allocate. This process continues down the ranked Tenderers until all available tonnage has been allocated.
- viii. **In respect of Lots 1-6 only:** In the scenario that the tendered bids received for lots 1-6 do not provide capacity for all available tonnage the following approach will be adopted for each Lot as required;
 - a. In order of their ranked positions within the relevant material lot, Tenderers will be offered the remaining tonnes to add to their allocation at the same price as their tendered bid.
 - b. Tenderers can choose to accept all or part of the offered additional tonnes.
 - c. Tenderers will be given a period of five working days to accept or reject all or part of the additional tonnes.
 - d. Where a Tenderer rejects or only accepts part of any additional tonnes offered, the next ranked Tenderer will be offered the remaining tonnage on the same basis with five working days to accept or reject the additional allocation.
 - e. This process will continue until all remaining tonnes have been allocated.

Part 2 - Comparing these outcomes to determine the best overall award solution for the Council

- x. Completion of steps i-viii as listed above will identify the overall cost to the Council of all Lots tendered for. If Lots 7 and/or 8 and/or 9 have been tendered for, the outcomes of these Lots will be compared to the outcomes of Lots 1-6, to determine the best overall award solution for the Council.
- xi. in respect of (*Part 1*) **point viii**. - this process of attempting to allocate remaining tonnages will only apply and continue where Lots 1-6 can achieve better value than the respective exclusive Lots

Note: The Council will not award all Lots and reserves the right to award those Lots which represent best value to the Council.

Worked Examples

Worked examples of the methodology are detailed below

6.6 Lot 1-6 Scoring Methodology Worked Example

Authority haulage rate applied

Price 60% -Quality 40%

	Tonnes	Gate Fee	Haulage Cost	£/t	Cost Score	Quality Score	Total Score	Rank	Allocation
Lot 1. - Residual Waste - 59,000 tpa									59000
Bid 1. Delivery Point W	20,000	£ 80.00	£ 10.00	£ 90.00	60.00	30	90.00	1	20000
Bid 2. Delivery Point X	55,000	£ 110.00	£ 10.00	£ 120.00	40.00	30	70.00	3	24000
Bid 3. Delivery Point Y	15,000	£ 108.00	£ 8.00	£ 116.00	42.67	30	72.67	2	15000
Bid 4. Delivery Point Z	15,000	£ 130.00	£ 12.00	£ 142.00	25.33	36	61.33	4	0
Bid 5.	Tonnes made available per annum	£ 150.00	£ 13.00	£ 163.00	11.33	34	45.33	5	Delivery points ranked on combined cost quality scores
Bid 6.		£ 150.00	£ 14.00	£ 164.00	10.67	32	42.67	6	
				£ 90.00					0
Lot 2. Bulky Waste - 1,450 tpa									1450
Bid 1. Delivery Point W	500	£ 120.00	£ 10.00	£ 130.00	45.71	34	79.71	2	0
Bid 2. Delivery Point X	10,000	£ 90.00	£ 15.00	£ 105.00	60.00	36	96.00	1	1450
Bid 3. Delivery Point Y	600	£ 125.00	£ 10.00	£ 135.00	42.86	36	78.46	3	0
Bid 4. Delivery Point Z	5,000	£ 140.00	£ 20.00	£ 160.00	28.57	28	56.57	4	0
				£ 105.00					0
Lot 3. Green Waste - 34,500 tpa									34500
Bid 1. Delivery Point A	50,000	£ 35.00	£ 10.00	£ 45.00	36.92	36	72.92	2	29500
Bid 2. Delivery Point B	5,000	£ 25.00	£ 7.50	£ 32.50	60.00	28	88.00	1	5000
				£ 32.50					0
Lot 4. Food Waste - 14,970 tpa									14,970
Bid 1. Delivery Point C	5,000	£ 5.00	£ 12.00	£ 17.00	60.00	32	92.00	1	5000
Bid 2. Delivery Point D	10,000	£ 10.00	£ 10.00	£ 20.00	49.41	32	81.41	2	9970
Bid 3. Delivery Point F	25,000	£ 15.00	£ 9.00	£ 24.00	35.29	32	67.29	3	0
				£ 17.00					0
Lot 5. Wood Waste - 8,200 tpa									8,200
Bid 1. Delivery Point A	10,000	£ 30.00	£ 10.00	£ 40.00	60.00	16	76.00	2	3200
Bid 2. Delivery Point B	500	£ 35.00	£ 12.00	£ 47.00	49.50	12	61.50	3	0
Bid 3. Delivery Point C	5,000	£ 40.00	£ 5.00	£ 45.00	52.50	28	80.50	1	5000
				£ 40.00					0
Lot 6. Street Sweepings - 3,495 tpa									3,495
Bid 1. Delivery Point K	500	£ 130.00	£ 15.00	£ 145.00	60.00	26	86.00	1	500
Bid 2. Delivery Point J	5,000	£ 140.00	£ 20.00	£ 160.00	53.79	28	81.79	2	2995
				£ 145.00					0
Total Lots 4-9			£ 9,251,350.00						

6.7 Exclusive Lots – Worked Example

	Tonnes	Gate Fee	Haulage	Cost	Price Score	Quality Score		
Lot 7.								
Residual Waste	59,000	£ 105.00	£ 10.00	£ 6,785,000				
Bulky Waste	1,450	£ 150.00	£ 20.00	£ 246,500				
							Total Score	Rank
Total Lot 7				£ 7,031,500	55.81	35	90.81	2
Lots 1&2				£ 6,572,250	60.00	32	92.00	1
				£ 6,572,250				
	Tonnes	Gate Fee	Haulage	Cost				
Lot 8.								
Green Waste	34,500	£ 25.00	£ 10.00	£ 1,207,500				
Food Waste	14,970	£ 20.00	£ 15.00	£ 523,950				
Wood Waste	8,200	£ 35.00	£ 10.00	£ 369,000				
Street Sweepings	3,495	£ 80.00	£ 12.00	£ 321,540				
							Total Score	Rank
Total Lot 8				£ 2,421,990	60.00	31	90.50	1
Lots 3-6				£ 2,679,100	53.63	28	82.03	2
				£ 2,421,990				
	Tonnes	Gate Fee	Haulage	Cost				
Lot 9.								
Residual Waste	59,000	£ 120.00	£ 10.00	£ 7,670,000				
Bulky Waste	1,450	£ 150.00	£ 20.00	£ 246,500				
Green Waste	34,500	£ 30.00	£ 10.00	£ 1,380,000				
Food Waste	14,970	£ 15.00	£ 15.00	£ 449,100				
Wood Waste	8,200	£ 30.00	£ 25.00	£ 451,000				
Street Sweepings	3,495	£ 85.00	£ 20.00	£ 366,975				
							Total Score	Rank
Total Lot 9				£ 10,563,575	51.49	38	89.49	2
Lots 1-6				£ 9,251,350	60.00	29	89.20	3
Lots 7-8				£ 9,453,490	58.69	33	91.44	1
				£ 9,251,350				

Average of quality score from all lots used for comparison