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Preliminary Market Consultations (Soft Market Testing)

Questionnaire

District Heating Works in London

THIS IS NOT A CALL FOR COMPETITION

# Soft Market Testing Questionnaire

**Note - This questionnaire should be completed after the SMT Event, which will be held on the 8th September.**

## General Information

##### Qu.1 - Full name, address, financial capacity and website:

|  |  |  |
| --- | --- | --- |
| Organisation name |  | |
| Address |  | |
| Town/city |  | |
| Postcode |  | |
| Country |  | |
| Website |  | |
| Annual Turnover for last full financial year for which you have audited accounts  (delete as appropriate) | Less than £1m  £1m - £5m  £5.1m - £10m  £10m - £20m  £20m – £40m | £20m – £40m  £40m – £60m  £60m – £80m  £80m – £100m  More than £100m |
| Where your Turnover is below £30M can you provide a PCG and if so from which entity and what is their turnover ? |  | |
| Where your Turnover is less than £30M please confirm your capacity to provide a Performance Bond of £3M |  | |

##### Qu.2 - Main and back up contacts for correspondence about this questionnaire:

|  |  |  |
| --- | --- | --- |
| Names |  |  |
| Positions |  |  |
| Telephone numbers |  |  |
| Mobile phone numbers |  |  |
| Fax numbers |  |  |
| email addresses |  |  |

## SMT Questions

Unless stated, these questions are not specific to either project so, where necessary, please make clear where parts of your answer only apply to one project.

##### Qu.3

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| Question |
| Whilst each Authority is not currently considering splitting the works out into sub lots, would it be advantageous for your organisation if the works were split?  If so, what split would you propose and why? |
| Answer |
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##### Qu.3A

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| Question |
| If you answered yes to question 3, please highlight the issues that you anticipate arising for the Authorities from the splitting of works and how do you propose these are dealt with? |
| Answer |
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##### Qu.4

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| Question |
| Qu - If your organisation was to tender for the works and your Turnover was insufficient to pass the relevant Turnover test , would you be willing to form a consortium to resolve this issue  Qu - If so, would the consortium be required from a financial or delivery capability perspective?  Qu - What issues do you see with forming such a consortium  Qu - what questions would you wish to ask the Authority before it can be considered further ? |
| Answers |
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##### Qu.5

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| Question |
| Would you engage sub-contractors to carry out any of the works, if so, which elements of the works would you sub contract? |
| Answer |
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Qu.6

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| Question |
| [For non-UK based organisations only]  For what activities would you envisage using UK based sub-contractors or resources, and to what extent? |
| Answer |
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##### Qu.7

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| Question |
| Are there any areas where the currently proposed structure for procuring works and services could be improved to enhance market interest and/or value for money?  If so, please describe the possible changes and why they would be beneficial. |
| Answer |
|  |

##### Qu.8

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| Question |
| Can you please list the key risks that could influence your pricing for these projects and how you believe these risks should be best allocated to achieve Best Value for the Authorities,i.e. which party should be accountable for each of the risks, and why? |
| Answer |
|  |

##### Qu.9

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| Question |
| Is there anything in the description of these projects or contract that you think would prevent you or other bidders from submitting a tender?  If so, please elaborate. |
| Answer |
|  |

##### Qu.10

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| Question |
| Do you have any comments on the proposed procurement timelines outlined in Table 2  What timescales would you propose as build programmes?  What would be the effects on cost and deliverability of shorter or longer programmes? |
| Answer |
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##### Qu.11

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| Question |
| The Authorities will be undertaking works ahead of any D&B Tender with the aim of reducing the risks that bidders may otherwise price into the build contract.  Given the stated aim, do you believe that undertaking PAS 128:2014 compliant GPR type B (detection) surveys would have the desired effect on your view of risk and pricing?  If so, how much of the route would you suggest is surveyed? (e.g., whole route, pinch points only, etc.). What detection method(s) would you suggest? (e.g. M2, M4P etc.). How important is the quality level achieved?  Please add any further details that would support the Authorities in obtaining results that would meet your requirements. |
| Answer |
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##### Qu.12

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| Question |
| Can you identify any other actions (e.g., works or the development of information) that could be undertaken ahead of any D&B tender, that may allow you to reduce the budget allocated to risks within your bid?  Please express how important each action would likely be to achieving the goal. |
| Answer |
|  |

Q.13

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| Question |
| Striving for fairness to all parties, what form of indexation do you propose is applied during the two-year period when the contract remains capable of acceptance? |
| Answer |
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##### Qu.14

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| Question |
| Do you have suggestions for any procedures for how the projects are managed that might benefit all parties? e.g. contract form, risk allocation, shared risk, etc. |
| Answer |
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##### Qu.15

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| Question |
| Please provide any information or response which you think would be helpful for the Authorities to consider when developing its thoughts on how to approach the market with a formal procurement process. This could include anything that we have missed or not asked that you think would help successfully deliver these works. |
| Answer |
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##### Qu.16

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| Question |
| Do you wish to be considered for an individual meeting to discuss your responses with the Authorities?  Please answer Yes or No |
| Answer |
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##### Qu.17

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| Question |
| Do you wish to find out more about the OPDC project in Appendix 1.  If Yes, please provide contact details below. |
| Answer |
|  |