



KENT COUNTY COUNCIL CALL FOR COMPETITION **Part 1: Market Engagement**

Contract No: SC22192

Title: Electric Bus Charging Solutions



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1 Scope and Context

1.1 Kent County Council

Kent County Council (the Council) is the largest local authority in England covering an area of 3,500 square kilometres. It has an annual expenditure of over £1bn on goods and services and a population of 1.6m. The Council provides a wide range of personal and strategic services on behalf of its residents, operating in partnership with the NHS Kent and Medway Clinical Commissioning Group, 12 district councils, and 289 parish/town councils. The Council consists of four directorates:

- Adult Social Care and Health;
- Children, Young People and Education;
- Growth, Environment and Transport; and
- Strategic and Corporate Services.

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1.2 Introduction

This is a call for competition for electric bus charging solutions including:

- civil engineering and electrical works to design, supply, build, construct, install, and energise “Electric Vehicle Charging Systems” (including on-street Opportunity Chargers, associated power cabinets, substation equipment, ducting, & cabling) required to power future fleets of electric buses serving the Fastrack Bus Rapid Transit (BRT) networks in Kent;
- associated civil engineering works, including (but not limited to) surfacing the Acacia Hall Bus Hub; and
- long-term asset management, repair and maintenance, and support services for the Electric Vehicle Charging Systems.

The Council requires three “Electric Vehicle Charging Systems” (including on-street Opportunity Chargers, cabinets, substation equipment, ducting, and cabling) installed and energised (including system design, purchase, installation, and testing) to power the future electric Fastrack services due to start during 2024 at the following three Site locations:

- Electric Vehicle Charging System with 3 Opportunity Chargers at Acacia Hall Bus Hub (Acacia Hall Car Park Dartford, Kent. DA1 1JB);
- Electric Vehicle Charging System with 2 Opportunity Chargers at Gravesend Bus Hub (Garrick Street, Gravesend, Kent. DA11 0DW); and
- Electric Vehicle Charging System with 1 Opportunity Charger at Dover Priory Station (Priory Station Approach Road, Dover, Kent. CT17 9SB).

The Council has started the process of acquiring landowner permissions (with Network Rail & Dartford BC), Planning Permissions (subject to final designs), and has already obtained ‘Point of Connection’ Offer letters for the 3 locations from UKPN, the Distribution Network Operator in the South East.

1.3 Call for Competition Documentation

Please find attached to this call for competition the following documentation:

- **Appendix A – Overview of the Requirement**, detailing the background and scope of the required electric bus charging solutions.
- **ZIP Files containing DRAFT requirements** for:
 - **Engineering and Construction Works** to design, install, build, Construct and energise the required EV Charging Systems, including associated Annex documents including maps, UKPN offer letters, etc.
 - **Asset Management and Maintenance Services.**
- **Market Engagement Questionnaire (for completion)** – Responding to the Market Engagement Questionnaire is **OPTIONAL**. Responses to the Market Engagement Questionnaire will be used to refine the Council's requirements for the electric bus charging solutions, the final version of which will be shared with Candidates shortlisted to tender as part of the 'Invitation to Tender' documentation.

After the deadline for responses to the Market Engagement Questionnaire (see section 2.3 of this document for Anticipated Procurement Programme), **Part 2 (Selection Questionnaire)** of the Call for Competition Documentation will be published, including:

- **Selection Questionnaire (for completion)** – The Selection Questionnaire which needs to be submitted along with your expression of interest.
- **Selection Questionnaire Instructions** – Instructions on how to complete the Selection Questionnaire and how the Selection Questionnaire received from Candidates will be evaluated.

For avoidance of doubt, all organisations who express an interest in this opportunity will be provided with automatic online access to **Part 2 (Selection Questionnaire)** of the Call for Competition Documentation and will be able submit a response to the Selection Questionnaire regardless of whether they have responded to the Market Engagement Questionnaire.

1.4 Quantities

Any quantities shown within this Call for Competition and any relevant documentation are estimated and the Council gives no warranty as to the accuracy or completeness of any such quantities.

2 Procurement Process

2.1 Call for Competition

The Council is calling for Candidates to participate in a **Competitive Procedure with Negotiation** to procure Electric Bus Charging Solutions.

To participate in this procurement process, Candidates must first complete and submit an online Selection Questionnaire, to allow the Council to assess and determine the suitability, and technical and professional ability, to deliver the required services.

Responses will only be accepted if received electronically via the Kent Business Portal and instructions on how to submit your response can be found using the online 'Help' facility. These instructions should be consulted to ensure that your response is submitted correctly.

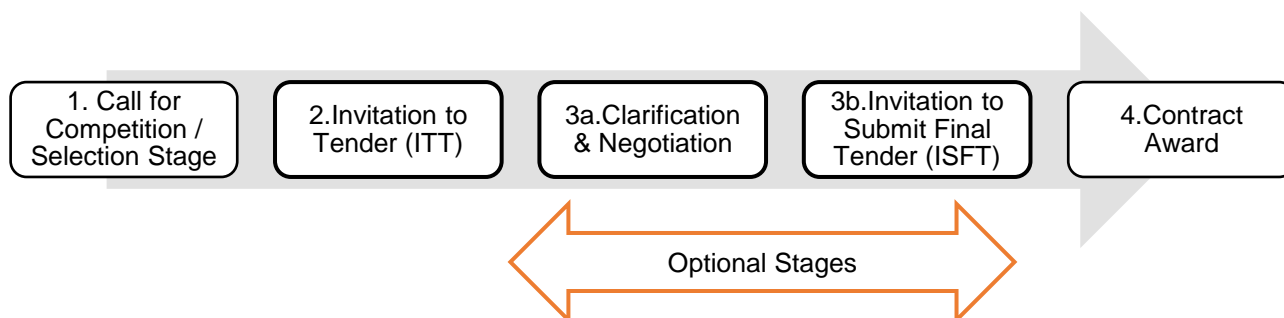
Some files may take longer to upload dependent upon size and broadband connection. Please take this into consideration when uploading and ensure that you leave enough time to submit your submission online.

The deadline for Candidates to submit a completed Selection Questionnaire is specified below. Only Candidates that pass all the selection criteria based on their completed Selection Questionnaire will be shortlisted and invited to tender. Further details regarding each stage of this procurement process, along with indicative timescales, are set out below.

If you have any questions that you may wish to ask during this stage, please submit them electronically. All questions from all suppliers will be put in a separate document and sent back out with the Council's responses to each question.

2.2 The Competition Procedure with Negotiation

The procurement process the Council is undertaking to procure the required services is a Competitive Procedure with Negotiation. The process will consist of multiple stages:



Details regarding these different stages, along with indicative timescales, are set out below:

1. Call for Competition / Selection Stage

- Candidates interested in participating in this procurement process complete and submit to the Council a completed Selection Questionnaire by the specified deadline.
- Candidates that pass all selection criteria will be shortlisted and invited to tender.

2. Invitation to Tender

- The Council sends an 'Invitation to Tender' to Candidates that have been shortlisted only.
- Tenderers submit their proposed solutions in response to the ITT.
- The Council evaluates Tenderer responses against award criteria set out in the ITT documentation.

3. Optional Stages: (a) Clarification & Negotiation; and (b) Invitation to Submit Final Tender (ISFT)

At this stage, the Council reserves the right to award a contract to the tenderer(s) that submit the Most Economically Advantageous Tender (MEAT), as well as the right to negotiate with tenderers. If and when the Council decides to evoke its right to negotiate with tenderers on any element of their tenders, the Council will invite tenderers to submit improved and Final Tenders, which will be evaluated and scored using against the same award criteria as that used to evaluate their initial tenders.

4. Contract Award

Prior to Contract Award, the tenderer(s) that have submitted the Most Economically Advantageous Tender (MEAT) may be required to attend a Pre-Award Clarification Meeting at the Council's offices (or otherwise virtual meeting). The purpose of this meeting is to ensure there is a clear mutual understanding between the Council and the Council(s) preferred provider(s) regarding the requirements of the Contract prior to Contract Award. It is important to note that it is NOT a negotiation meeting or an opportunity to present new information. The council preferred provider(s)' Bid Manager and Account Manager, who will be responsible for delivery of the contract, will be required to attend this meeting.

Following notice of the Council's contract award decision, a ten-day standstill period will apply before the Council enters into contract(s) for these services.

2.3 Anticipated Procurement Programme

The following dates are provided for information only to provide an indication of timeframe:

Activity	Date
Online Market Engagement webinar event (OPTIONAL):	15:00 – 16:30 on Thursday 2 February 2023. Microsoft Teams meeting Join on your computer, mobile app or room device: Click here to join the meeting Meeting ID: 321 417 524 735 Passcode: yJMTNN
Deadline for Market Engagement Questionnaire (OPTIONAL):	Thursday 9 February 2023.
Publication of Part 2 (Selection Questionnaire) of the Call for Competition documentation:	Friday 10 February 2023.
Deadline for completed Selection Questionnaire:	12:00 (midday) on Monday 6 March 2023.
Evaluation and tender list approval:	By Friday 17 March 2023.
ITT dispatch to successful Candidates:	Friday 17 March 2023.

2.4 Award Criteria

All tenders received will be considered on the information contained in the tender or obtained by the Council as a direct result of the procurement process. Submissions will be assessed based on the Most Economically Advantageous Tender (MEAT), which will be measured using the **Price per Quality Point (PQP)** scoring method.

The Council is seeking to make a value-for-money contract award and this means the award of a contract to the tenderer offering the best PQP score. This will show clearly and objectively how much quality is offered per pound tendered.

Since the PQP formula will not convert the price into points but uses the tender prices itself and produces a ratio for each tender independently from the content of the other tenders, it allows for a valid comparison between Tenderers and against a benchmark of minimum acceptable values for money.

In other words, each tender's quality score gets divided by its own offered price:

$$\text{PQP Score} = \text{Price} \div \text{Quality}$$

Where:

- **“Quality”** means the total weighted quality score out of 100% awarded to a tender, where the ‘quality’ element of each Tender will be scored and weighted. The Council will set a **Minimum Quality Threshold (MQT)** for the ‘quality’ element of the tender.
- **“Price”** will be defined in the ITT documentation.

The result is the amount of quality in score-unit for each currency-unit (GBP£), and then the Council will see exactly how much quality it will obtain for each pound that it is going to spend.

The Tenderer, whose tender meet the Minimum Quality Threshold and is awarded the **lowest PQP score**, will be ranked first and will become the Council's preferred bus operator. The Council will reserve the right to exclude any Tenderer from the procurement process whose tender fail to meet the Minimum Quality Threshold(s) for quality.

Details regarding sub-award criteria will be set out in the ITT documentation, including:

- how quality sub-criteria will be scored and weighted;
- what the **Minimum Quality Threshold(s)** will be; and
- how the **Price** will be calculated (e.g. combination of different price components).

2.5 Form of Contract(s)

The contract to be awarded shall be in the forms of the draft contract(s) which will be provided with the Invitation to Tender documentation, which will be signed by all parties and such contract shall incorporate the successful tenderer's tender, Parent Company Guarantee (if applicable), pricing schedule, the Conditions of Contract, and any other relevant documentation.

END OF DOCUMENT