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| **Greater Manchester Combined Authority**  **Soft Market Testing Questionnaire**  **For the supply of:**  **Biowaste Treatment Services**  **Questionnaire Response Document**  **Find a Tender Reference: 2024/S 000-022982**  **ProContract Reference: DN734436**  **GMCA Reference: GMCA 1148**  **Issue Date: 24th July 2024**  **Response Time Limit: 13th September 2024 – 17:00PM** |

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GREATER MANCHESTER COMBINED AUTHORITY – RESPONSE QUESTIONNAIRE DOCUMENT

This document provides a response questionnaire which Candidates can use to respond and provide feedback to the Authority. Candidates should complete sections 1-8 and return this questionnaire in line with the instructions and important notices included in the Descriptive Document of this SMT Pack

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| **1** | **Candidates and prospective suppliers**  **Through this soft market testing exercise, the Authority seeks to better understand the organisations who could potentially supply the required works and services to meet the Authority’s requirements. The Authority recognises that its requirement includes specialist works and therefore looks to better understand the experience and capabilities within the market for providing a robust solution. The Authority also anticipates that the delivery of the combined works and services requirements may transcend several industry sectors and therefore looks to better understand how Candidates might bring together the necessary specialisms into a single offer to the Authority.**  **Word limit guidance for section 1 (questions 1.1 to 1.3): 3,000 words total** | | |
| 1.1 | The Candidate responding to this soft market testing exercise | Please state your company name and provide a general introduction to your business and its operations. |  |
| 1.2 | Previous experience | Please provide a brief description of delivering projects of similar scope. The authority is keen to understand capabilities and experience for the works and services at a comparable scale to its stated requirement. |  |
| 1.3 | Partner and consortium | Please identify any partners that you are considering working with to respond to any contract notice that the Authority may release. Where identified, please state their likely role in and brief experience of delivering similar works and/or services. |  |
| **2** | **Waste Treatment Solution**  **Through this soft market testing exercise, the authority seeks to better understand the range of waste treatment technology options which could be offered by Candidates to meet the biowaste recycling requirement. The Authority is looking to better understand the various forms and options of the reference technology as well as other options which may not have been considered. In better understanding the availability of technology, the authority looks to understand how considerations such as capacity provision, contingency arrangements and contamination management can be addressed through facility design.**  **Word limit guidance for section 2 (questions 2.1 to 2.5): 5,000 words** | | |
| 2.1 | Waste treatment technology. | Please provide an introduction to the waste treatment technology that you would look to develop/offer to treat the Authority’s co-mingled food and garden waste. |  |
| 2.2 | Capacity and scalability of treatment technology. | Please provide details on the annual processing capacity for the treatment technology that you would look to offer the Authority. Any minimum or maximum tonnages required for a facility should be stated.  Please also indicated whether the technology is modular, and if so, state the increments in which the solution is scalable. Where solutions are modular, to what extent can additional capacity be added at a later date? |  |
| 2.3 | Feedstock tolerances and variation. | Please provide details on feedstock tolerances for the treatment technology that you would look to offer the Authority. Please also provide information on whether the treatment technology is capable of handling any temporal or compositional variation in the waste feedstock that the Authority requires recycling |  |
| 2.4 | References and deployment for recycling comparable wastes. | Where available, please provide information on the levels of deployment for the treatment technology that you would look to offer the Authority. Candidates may choose to include references and case studies stating specifically the type of wastes which those references are treating. |  |
| 2.5 | Operating period and major lifecycle works. | Please provide details of the typical operating lifespan for the treatment technology that you would look to offer the Authority. The Authority is also keen to understand major lifecycle works that may be required within the operating period. |  |
| 3 | **Assets and land**  **The Authority recognises that the development of new biowaste recycling infrastructure may necessitate the identification, acquisition and development of a new site. Through this soft market testing exercise, the Authority is seeking to better understand the options for identifying and delivering a new site.**  **The Authority also recognises that the strategy taken to provide a site, along with financing, may determine the ownership and responsibility for a facility upon contract expiry. Through this soft market testing exercise, the Authority seeks to better understand the markets view on long term asset ownership.**  **Word limit guidance for section 3 (questions 3.1 to 3.4): 1,500 words** | | |
| 3.1 | Number of sites. | How many sites would be required for the treatment technology that you would look to offer the Authority? If more than one, please identify the different process phases that would occur at individual sites, along with any details on factors that could determine the location for those facilities. |  |
| 3.2 | Site provision. | Please state a preference for (1) providing a site upon which a treatment facility could be constructed; or, (2) looking to the Authority to provide a development site. Please provide reasoning for your stated preference. |  |
| 3.3 | Treatment facility land take. | Please state the required land take requirement for the (whole) treatment technology that you would look to offer the Authority. Candidates should clearly provide details of individual sites where multiple are used. |  |
| 3.4 | Asset ownership and hand-back. | Would you (1) look to retain an asset on expiry of an initial contract period; or, (2) revert/hand-back the asset to the Authority for their continued operation? Please provide the reasoning for your preference. |  |
| **4** | **Process outputs and utilisation.**  **The Authority is aware that the recycling of its biowaste can generate a wide range of valuable energy and biofertilizer outputs, as well as products for emerging markets. Through this soft market testing exercise, The Authority seeks to better understand this range of potential outputs and specifically opportunities where the Authority and its partners can support best value through the use and/or facilitation of end markets.**  **Word limit guidance for section 4 (questions 4.1 to 4.3): 1,000 words.** | | |
| 4.1 | Quantities, grades and intended markets | Please state the range of outputs including quantities, grades and intended markets that could result from the treatment technology that you would look to offer the Authority. |  |
| 4.2 | Authority and an off-taker | For each of the outputs referred to in 4.1, please provide your views on how the Authority could work with you organisation to achieve best value in the use of these outputs. |  |
| 4.3 | Carbon capture and usage/storage | The authority has an interest in carbon capture and storage and/or carbon capture and usage initiatives. Is this a capability that you can provide? If so, please provide details including any assumptions or enabling activities that would be required to realise CCS/CCU. |  |
| **5** | **Programme and development timescales**  **Through this soft market testing exercise, the Authority seeks to better understand the timescales that would be required to develop and fully commission a treatment solution. The Authority recognises that a range of external factors may influence and/or impact the delivery programme.**  **Word limit guidance for section 5 (questions 5.1 to 5.2): 1,000 words.** | | |
| 5.1 | Development programme | Please provide the durations for the following project phases that you would anticipate for developing the treatment solution that you would look to offer the Authority:   * + - * Planning       * Permitting       * Site acquisition       * Site preparation and enabling/preliminary works       * Equipment ordering/manufacturing (Lead time)       * Construction and installation       * Cold and hot commissioning       * Attaining GGSS accreditation       * Snagging period   The Authority notes that these phases may not be sequential and asks Candidates to also state an overall duration for delivering a treatment facility from the point of a contract award. |  |
| 5.2 | External programme impacts and/or time limits | Please provide details of any external factors which could impact or determine a development programme? This could include matter such as but not limited to renewable energy incentives that you would look to claim; or the delivery of third-party infrastructure projects. Where applicable please make clear any key dates, restrictions or specific requirements for the solution. |  |
| **6** | **Authority’s role**  **The Authority recognises that any long-term contract for biowaste treatment would be a partnership between the Authority and the contractor. Through this soft market testing exercise, the Authority is seeking to better understand Candidates views on the role(s) that the Authority can take to support the delivery of best value.**  **Word limit guidance for section 6 (questions 6.1 to 6.2): 1,000 words** | | |
| 6.1 | Project finance | Would you be looking to the Authority to provide finance for capital funding to develop a new waste treatment asset? Please provide reasoning for your answer. |  |
| 6.2 | The Authority as a partner | Please provide any further points on how the Authority could work with your organisation to achieve a best value biowaste solution. |  |
| **7** | **Procurement and contract structure**  **The Authority is presently considering the development of a contract for biowaste treatment and the procurement process for that contract. Given the scale, complexity, and combined works and services components of the proposed contract, the Authority envisages that a competitive dialogue with negotiation option might be the most appropriate procurement route. Through this soft market testing exercise, the Authority is looking to better understand contract particulars that could bring forward and support solutions that represent best value for the treatment of biowaste.**  **Word limit guidance for section 7 (questions 7.1 to 7.4): 2,000 words.** | | |
| 7.1 | Contract duration | Please provide a minimum contract duration that would be required; or, would be desirable for this contract. Please provide your reasoning for any stated durations; and, any portion of the contract that would be acceptable as an extension. |  |
| 7.2 | Supply of contract waste | Does your organisation have a preference for the inclusion of a waste exclusivity clause or guaranteed minimum tonnage? If so, please provide reasoning for your response. |  |
| 7.3 | Third party waste | Would you look to provide capacity for third party wastes within the solution that you may look to offer the authority? If so, to what extent would additional capacity be provided? |  |
| 7.4 | Contract limitations | Please identify any matters that might preclude your organisation for choosing to participate in a procurement to provide the Authority with a solution for biowaste treatment. |  |
| **8** | **Carbon, social value and best value**  **The Authority recognises that the biowaste treatment project provides an opportunity to progress strategic ambitions in carbon emission reduction and social value. The Authority is also obligated to achieve best value for the services it provides.**  **Word limit guidance for section 8 (questions 8.1 to 8.3): 1,500 words.** | | |
| 8.1 | Carbon management | Please provide any specific thoughts on carbon emission reduction/management strategies that your potential solution could offer that can positively contribute to the GMCA’s overarching strategic vision and sustainability strategies. |  |
| 8.2 | Social value | Please provide any specific thoughts on social value delivery, and how a positive and long-lasting social value contribution can be made through the entirety of a future BMS Contract. |  |
| 8.3 | Best Value | Please provide any additional remarks on achieving a best value solution for the Authority. |  |