



Homes  
England

# Homes England Property and Financial Professional Services

Further Competition Invitation to Tender (Stage 3  
Over FTS Threshold / Stage 1 Under FTS Threshold)

**Brislington Meadows**

**Property Consultant to support Land Disposal**

**Issue Date: 07/07/2023**

**ProContract Identification Number: DN678379**



## Table of Contents

Introduction .....	3
<b>Part 1 – Commission Requirements</b>	
1. Commission Background .....	4
2. Objectives .....	7
3. The Services .....	7
4. Key Deliverables .....	8
5. Site Information .....	10
6. Indicative Programme .....	11
7. Management .....	12
8. Key Staff .....	13
9. Risks .....	13
10. Payment .....	13
11. Termination .....	13
12. Conflict of Interest .....	14
13. Confidentiality .....	14
<b>Part 2 – Instructions for Submitting a Response</b>	
1. General .....	15
2. Quality .....	16
3. Pricing .....	16
4. Evaluation .....	17
5. Documents to be Returned .....	17
6. Evaluation Criteria .....	19
7. Worked Example .....	22
<b>Part 3 – Response Form</b>	
3.1 Response Form .....	24
3.2 Resource and Pricing Schedule .....	26

## Introduction

The purpose of this Further Competition Invitation to Tender (ITT) is to award the call-off contract for the above commission.

We ask you to respond to the questions detailed in Part 2, Section 6 (Evaluation Criteria) using the Response Form included at Part 3 and to return the Response Form and Resource and Pricing Schedule with your tender.

This Further Competition ITT is divided into 3 parts:

### Part 1 – Commission Requirement

- Details the commission requirements.
- Details additional terms and conditions for the Further Competition. The successful Supplier will be subject to both the terms and conditions of this Further Competition and the Framework Contract. Unless otherwise defined in these instructions, terms used shall have the meaning given to them in the Framework Contract.

### Part 2 – Instructions for Submitting a Response

- Contains important information and instructions on preparing and submitting a tender response. Please read these instructions carefully prior to submitting your tender response.
- Outlines the evaluation criteria which will be used for assessment. It is important that Suppliers familiarise themselves with the criteria and ensure they are considered when compiling their tender response.

### Part 3 – Standard Forms

- Contains the standard forms required to be completed and returned by the Supplier when submitting a tender response.

## Part 1 - Commission Requirements

### 1. Commission Background

Homes England is seeking to appoint a property agent from the Property Professional Services Framework to develop a marketing strategy, undertake marketing and dispose of residential development land at Brislington Meadows in Bristol. The appointed agent will play a critical role in assisting Homes England to market the opportunity and appoint a delivery partner from Delivery Partner Dynamic Purchasing System (DPS) before the end of July 2024.

Brislington Meadows (“the Site”) is a 9.34 ha (23.1 acres) site and is located in the ward of Brislington East, Bristol (Post Code: BS4 4TD). In order to consolidate land ownership and take forward delivery of the site for residential development Homes England acquired three separate parcels of land from O&H Properties Ltd, Bristol City Council (BCC) and a private individual in March 2020.

The site is predominantly meadows and grazing land with significant hedgerows/trees, although the frontage to Broomhill Road includes an element of brownfield land consisting of a former police station which Homes England has demolished.

Aerial photographs, and a site plan showing the Homes England land edged in red is provided below:





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The site offers a rare greenfield opportunity for new homes in Bristol and, at the time of acquisition, was a stated priority for the delivery of new housing for both BCC and the West of England Combined Authority (WECA). The majority of the site is subject to a planning allocation (2014) which estimates capacity for 300 homes.

Planning permission was granted at appeal for up to 260 new residential dwellings in April 2023. The description of development is as follows:

Application for Outline Planning Permission with some matters reserved - Development of up to 260 new residential dwellings (Class C3 use) together with pedestrian, cycle and vehicular access, cycle and car parking, public open space and associated infrastructure. Approval sought for access with all other matters reserved.

A plan of the outline application can be seen below:



## 2. Objectives

Homes England's primary objective relating this commission is to enter into a conditional contract (Agreement for Lease) with a preferred development partner before the end of July 2024.

Homes England's approach to the disposal of land commences with a Call for Competition – Stage 1, in which expressions of interest are sought from the DPS panel members. Following Homes England's approval of the disposal strategy and evaluation criteria, those parties who expressed an interest will be invited to tender to enter into a 125-year Building Lease with Homes England. Where there is a high level of interest at Stage 1, the Call for Competition – Stage 2 tender process will comprise a two-stage approach. Stage 2a will enable bidders to submit responses to an initial tender set of questions for evaluation; the highest scoring bidders (up to a maximum of 6) will then complete the remainder of the ITT process (Stage 2b). Evaluation of the tenders will be undertaken in line with the Evaluation Criteria issued to developers as part of the ITT Pack. A 50% price 50% quality scoring ratio forms the basis of the tender evaluation and preferred developer selection stages (subject to internal approval) alongside pass/fail items related to Building for a Healthy Life, Build Pace and MMC amongst others.

The contract documents employed will be the Homes England Standard Agreement for Lease and the 125-year Building Lease, which has been revised to incentivise pace and use of MMC. This reflects Homes England's mission to facilitate and achieve an increase in pace and the use of MMC on the land it promotes as well as drive quality to create a sustainable development.

## 3. The Services

Homes England is intending to bring the site to market in October 2023 via the DPS, to secure a conditional disposal by July 2024 (subject to any changes to the ongoing appeal process). As noted above, the proposed disposal route is by means of a building lease, to include approaches for the delivery of pace and Modern Methods of Construction (MMC).

The objectives of this commission are to support Homes England in the successful appointment of a developer from the DPS framework by no later than July 2024. This will require our appointed Property Agent to operate at pace and support the acceleration of activities within the disposal programme, wherever possible.

Our multi-disciplinary consultant CampbellReith has been instructed to gather all relevant site information and create a comprehensive technical pack for the disposal procurement including technical due diligence and site surveys.

As part of this commission, Homes England intends to:

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- Select one preferred development partner from the DPS following a further competition for the disposal of Brislington Meadows.
- Dispose of the Site to the preferred bidder and enter into a conditional agreement by no later than the end of July 2024 (subject to any changes to the ongoing appeal process).
- The disposal will be conditional on the Developer obtaining Reserved Matters planning approval with Homes England approving plans prior to their submission.

The detailed tender brief for this disposal will comprise a comprehensive development brief giving details of Homes England existing knowledge of the land, relevant planning and landscape information, bid options and submission requirements. A draft sale agreement and heads of terms will also be included in the tender pack.

The bidders will then be invited to respond to this brief. Detailed bids will be asked to include:

- Site Masterplan
- A site-wide phasing and delivery plan
- Details of the design (including compliance with Building for a Healthy Life), demonstrating local sustainability standards to be achieved.
- A planning strategy.
- Financial terms and a strategy for treatment of any uplifts/overages.
- We would endeavour by this method, to appoint a partner who could optimise land value payments and also housing delivery rates, including affordable homes.

## 4. Key Deliverables

Homes England wishes to appoint a property consultant to act in an advisory and marketing capacity to achieve disposal of Brislington Meadows (“the site”), taking this through to conditional exchange of contract and formal signature of the sale contract.

The appointed agent will be required to advise Homes England on the presentation of the site to the market, production of the briefs at each stage of the disposal procurement, liaising with prospective purchasers through the marketing period, agreeing the best structure for the leasehold, and assist where required in the legal sales contract.

The appointed Property Agent will be expected to:

- Provide market appraisal and valuation advice.
- Review previous informal soft market testing with potential development partners.



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- Coordinate marketing activities to dispose of the entire site to a single member of Homes England's DPS.
- Evaluate tender submissions and provide a preferred developer recommendation letter.
- Advise on the sale and support Homes England in matters of commercial negotiation in the lead up to exchange of contracts.

Based on the objectives of this commission, Homes England will require the appointed agent to:

## Stage 1

- Identify a lead contact and maintain this throughout the commission.
- Advise on the extent and scope of the Tender Pack required supporting the marketing of the site.
- In conjunction with the technical consultant's gap analysis, to undertake a review of the existing data and to advise on any additional work required to support the marketing of the site, having regard to both proposed timescales and Homes England's wish to minimise post tender price adjustments.
- Assist with the preparation of the Tender Pack and the Tender Evaluation Criteria.
- Support Homes England in managing the ProContract e-tendering process.
- Agree upfront a robust programme for the development partner selection process including the key stages and outputs.
- Drafting for the G3 Paper to secure formal Homes England approval of the preferred disposal strategy and evaluation criteria.

## Stage 2

- Assist with preparation of the ITT Brief for issue to bidders at the Invitation to Tender (ITT) stage.
- Manage the Call for Competition – Stage 1 exercise via Homes England's e-Tendering system, ProContract. Where more than six Expressions of Interest are received, provide support in shortlisting bidders.
- Develop in collaboration with Homes England the scoring criteria and support/advise the Homes England in assessing returned bids, including producing a detailed analysis of the financial returns.
- Support and advise Homes England in the production of responses to Tender Clarification questions.
- Liaison with bidders during the marketing stage, managing requests for site visits, preparation of responses to queries and provision of any supplemental information as may be required, and leading on developer clarification meetings (Mid- / Post-Tender Interviews).
- Support and advise Homes England in the short-listing of bidders and assessment of submitted tenders, to include a detailed analysis of the financial returns.
- Ensure robust sign off processes for assessment, moderation and client approvals for audit purposes.

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- Prepare a Franking Valuation report detailing the marketing process undertaken, the outcome of each stage and your Preferred Developer and Under Bidder recommendations to Homes England. This should include a detailed analysis of the completed Tender Evaluation exercise which provides commentary on both financial and non-financial aspects of the Tenders received.
- Drafting for the G4 Paper to secure formal Homes England approval to the selection of the preferred development partner.

## Stage 3

- Prepare Heads of Terms
- Provide negotiation support to Homes England during Agreement for Lease and Building Lease negotiations with the Preferred Developer and ultimately support the completion of these documents.
- Liaise and work in partnership with our appointed Solicitors (Womble Bond Dickinson) to assist Homes England with any queries that arise during lease negotiations.
- Liaison with Homes England's legal and technical consultants as necessary in concluding the Agreement for Lease / Building Lease with the selected development partner.
- Advise on any post tender price adjustments sought during the negotiation of the Agreement for Lease / Building Lease.

10

## General

- Run weekly progress update meetings in Bristol (or virtual via MS Teams) when required.
- Provide information, as requested by Homes England, in order to support the preparation of approval papers and reports.
- Provide advice to Homes England on any risks associated with the disposal strategy and bidder responses received.
- Liaison and partnership working with the appointed legal and technical consultants.

## 5. Site Information

For further information on the site and our development proposals, please refer to the submitted outline planning application link to planning permission ([22/01878/P](#))

Please also refer to the appeal detail and documents at the links below:

[Core Documents](#)

[Inquiry Details](#)

6. Indicative Programme

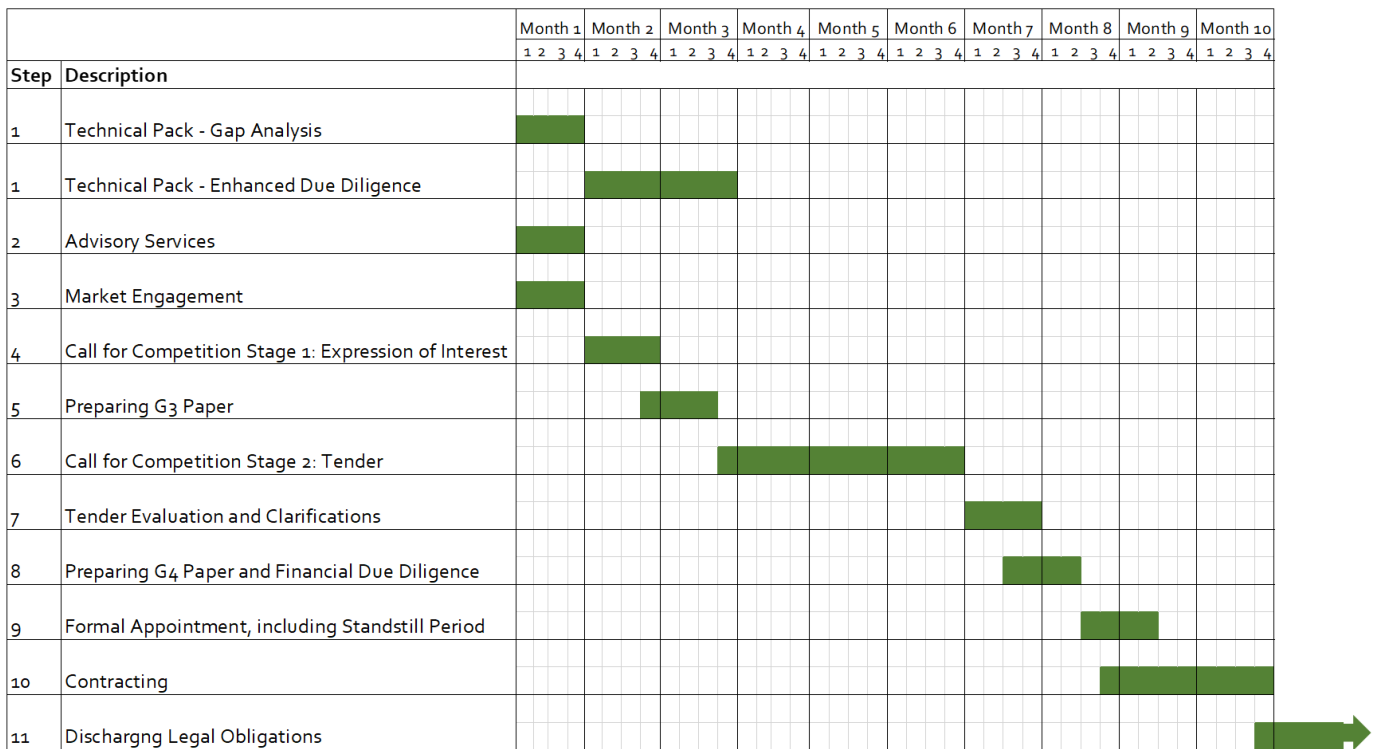
When preparing their Programme information in the Response Form, Suppliers should note the indicative programme dates below and Homes England’s intention to accelerate these dates, where possible, to enable contracts to be exchanged with the Preferred Developer by 31/07/24.

Key Delivery Milestones	Anticipated Date
Further Competition ITT for Property Agent	31/07/2023
Bid Evaluation / Property Agent Appointment	14/08/2023
Call For Competition Stage 1 / Expression of Interest to the DPS Developers via ProContract	29/08/2023
DPS Call for Competition EoI responses received	18/09/2023
Approval of Disposal Strategy and Tender Evaluation Criteria (G3)	19/10/2023
Call for Competition Stage 2 – Tender	30/10/2024
Tender Evaluation and Clarification	26/02/2024
Selection of the Preferred Developer	22/03/2024
Approval to dispose (G4) and Financial Due Diligence	25/04/2024
Formal Appointment / Standstill Period	17/05/2024
Enter into Agreement for Lease with Developer	16/07/2024

11

The Key Delivery Milestones and Dates shown above are based on the Indicative timings for a land disposal using the DPS, as set out below.

# Indicative timings for a land disposal using the DPS



## 7. Management

The Homes England Senior Development Manager will manage the Supplier day-to-day and will be responsible for providing any further instructions to the supplier, as well support provided by the Homes England Development Manager.

In working on this disposal, the Supplier will be expected to collaborate with all other members of the Homes England consultant team, which includes multi-disciplinary, master planning and legal representatives.

### Meeting Requirements:

- **Start-up meeting**

The commission start-up meeting will be held within the first week following appointment. All key personnel who will be involved in this project are expected to attend. The aim of the start-up meeting will be to introduce the parties, provide an update on the project, it’s current status and disposal programme, set out key actions and establish next steps.

- **Review meetings**

The Supplier will be expected to host weekly progress meetings (the need / frequency of meetings may change to reflect services being undertaken), to update the Senior Development Manager on progress and

any anticipated risks. At each review meeting, the parties will agree the next steps and actions required. Meetings will be via Teams and in person, as deemed most appropriate.

- **Poor Performance Meeting**

These meetings will hopefully not be required. However, if poor performance is repeated following escalation to the Supplier's Key Personnel to resolve the issue, as required in the Framework Management Schedule of the Framework Contract, the Framework Manager must be notified, and Homes England may call for a Poor Performance Meeting. Beforehand, Homes England will present areas of concern so that the Supplier and Homes England can discuss what happened and why, what will be done to prevent it happening again and how matters will improve. The Supplier subject to such a meeting would be expected to outline in writing in a Rectification Plan afterwards what improvements/modifications they will be putting in place. There will be a maximum of two Poor Performance Meetings before termination of the commission.

## 8. Key staff

The key staff at Homes England for this commission are as follows:

- Sam Evison (Senior Development Manager) – Project & Disposal Lead and Senior Responsible Officer for the project marketing and disposal process
- Matthew Squires (Development Manager) – Assisting with the Day-to-Day project marketing and disposal
- Ian Knight (Head of Disposals South West) – Strategic Lead

## 9. Risks

The Supplier will be required to provide advice to Homes England on any risks associated with this commission, the disposal strategy and bidder responses received and will work closely with the Senior Development Manager and Development Manager to identify risks and risk mitigation measures.

The project risk assessment will be shared with the appointed Property Consultant.

## 10. Payment

We would anticipate that fees will be paid upon completion of key delivery stages i.e. selection of preferred bidder and exchange of contract.

## 11. Termination

Should performance during the period of this appointment prove unsatisfactory following the Poor Performance meeting provisions set out in the Management section above, Homes England will exercise its

right under the Termination and Suspension of the Contract clause in the Framework Contract to give notice to terminate the arrangement with immediate effect.

If the services are no longer required, for whatever reason, then Homes England reserves the right to terminate the appointment and pay for services completed at that point.

## 12. Conflict of Interest

Homes England will exclude the Supplier if there is a conflict of interest which cannot be effectively remedied. The concept of a conflict of interest includes any situation where relevant staff members have, directly or indirectly, a financial, economic or other personal interest which might be perceived to compromise their impartiality and independence in the context of the procurement procedure.

Where there is any indication that a conflict of interest exists or may arise then it is the responsibility of the Supplier to inform Homes England, detailing the conflict in a separate Appendix.

## 13. Confidentiality

This Further Competition ITT and associated information is confidential and shall not be disclosed to any third party without the prior written consent of Homes England. Copyright in this Further Competition ITT is vested in Homes England and may not be reproduced, copied or stored on any medium without Homes England's prior written consent.

Suppliers shall not undertake, cause or permit to be undertaken at any time any publicity in respect of this Further Competition process in any media without the prior written consent of Homes England.

## Part 2 - Instructions for Submitting a Response

### 1. General

- 1.1 The Further Competition deadline is **13:00** on **31/07/23** and tender responses **must** be submitted on ProContract. Please regularly check ProContract for any amendments to the Further Competition deadline. For all ProContract portal issues please contact [ProContractSuppliers@proactis.com](mailto:ProContractSuppliers@proactis.com).
- 1.2 Suppliers **must** ensure that suitable provision is made to ensure that the submission is made on time. Any tender responses received after the Further Competition deadline shall not be opened or considered unless Homes England, exercising its absolute discretion, considers it reasonable to do so. Homes England, may, however, at its own absolute discretion extend the Further Competition deadline and shall notify all Suppliers of any change via ProContract.
- 1.3 **Please note all communications during the tender period will be via the ProContract website. All Suppliers that have registered their interest for the Procurement will receive a direct email notification from ProContract on any updates via the Suppliers registered email address. No approach of any kind should be made to any other person within, or associated with, Homes England. It is the Suppliers responsibility to check the ProContract website for any updates to the Procurement process. No claim on the grounds of lack of knowledge of the above mentioned item will be entertained.**
- 1.4 The Supplier should check the Further Competition ITT for obvious errors and missing information. Should any such errors or omissions be discovered the Supplier must send a message via the messaging function on ProContract. No alteration may be made to any of the documents attached thereto without the written authorisation of Homes England. If any alterations are made, or if these instructions are not fully complied with, the tender response may be rejected.
- 1.5 All clarification requests must be sent using ProContract no later than 5 working days before the Further Competition deadline shown on ProContract. Any queries submitted after this may not be answered. Homes England will respond to clarifications as soon as practicable.
- 1.6 Suppliers should specify in their clarification questions if they wish the clarification to be considered as confidential between themselves and Homes England. Homes England will consider any such request and will either respond on a confidential basis or give the Supplier the right to withdraw the clarification question. If the Supplier does not elect to withdraw the question and Homes England considers any clarification question to be of material significance, both the question and the answer will be communicated, in a suitably anonymous form, to all prospective Suppliers who have responded.

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If Suppliers consider that page limits set out in Section 20 (Evaluation Criteria) are insufficient to provide the information required by the question then a clarification request should be raised. No guarantee can be given that the page limit will be increased.

1.7 Tender responses must not be accompanied by statements that could be construed as rendering the tender response equivocal and/or placing it on a different footing from other Suppliers. Only tender responses submitted without qualification strictly in accordance with the Further Competition ITT (or subsequently amended by Homes England) will be accepted for consideration. Homes England's decision on whether or not a tender response is acceptable will be final.

1.8 Tender responses must be written in English.

1.9 Under no circumstances shall Homes England incur any liability in respect of this Further Competition or any supporting documentation. Homes England will not reimburse the costs incurred by Suppliers in connection with the preparation and submission of their tender response to this Further Competition.

1.10 Homes England reserves the right to cancel this Further Competition process at any time.

16

## 2. Quality

2.1 A Response Form template has been provided in Part 2 to respond to the Quality questions detailed in Section 20 (Evaluation Criteria). The Response Form must be **completed and returned** as part of the tender response.

2.2 Suppliers must provide information on proposed staff in the Response Form and Resource and Pricing Schedule. If the Supplier is a consortium or intends to sub-contract the Services, in whole or in part, then it should specify precisely in the Resource and Pricing Schedule which economic operator shall perform the Services (or parts thereof).

## 3. Pricing

3.1 A Resource and Pricing schedule has been provided with this Further Competition ITT which must be completed and returned as part of the tender response.



3.2 The pricing approach for this Further Competition is a lump sum fixed fee.

3.3 The list of activities in the Resource and Pricing Schedule is not exhaustive and there may be additional duties/services required that will emerge as work is undertaken. This commission may be extended on client instruction to cover such matters as arise, based on a time charged fee schedule completed in the tender response. The commission will only be extended if the services relate to the original objective of the overall call off contract.

3.4 Suppliers are reminded that day rates for all individuals must be the agreed Framework Contract rates unless discounted rates are offered and will be used for all of the services. The day rates submitted by Suppliers in their tender return, will be checked to ensure they do not go above the Framework Contract rates.

## 4 Evaluation

4.1 Tender responses will be evaluated on the basis of the overall most economically advantageous Tender (MEAT) submitted to Homes England. The evaluation criteria (and relative weightings) that Homes England will use to determine the most economically advantageous Tender are set out in Section 20 (Evaluation Criteria) below and the scoring approach is detailed in Section 25 (Worked Example). Scores will be rounded to two decimal places.

4.2 Evaluators will initially work independently. Once they have completed their independent evaluation they will meet to discuss, understand and moderate any differences they have via a consensus meeting, where a single consensus score for each question will be agreed.

4.3 Award decisions will be subject to the standstill period if over the FTS Services threshold. Unsuccessful Framework Suppliers will be provided with their scores and feedback to explain the award decision.

## 5 Documents to be Returned

Suppliers are expected to provide the following information in response to this Further Competition ITT:

- Completed Response Form
- Completed Resource and Pricing Schedule
- Supporting CV's for staff proposed to undertake this commission (no more than 2 pages each)



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## 6 EVALUATION CRITERIA

Quality will account for **50%** of the Overall Score. The following scoring methodology will apply:

**5 – Excellent** Satisfies the requirement and demonstrates exceptional understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services. Response identifies factors that will offer potential added value, with evidence to support the response.

**4 – Good** Satisfies the requirement with minor additional benefits. Above average demonstration by the Supplier of the understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services. Response identifies factors that will offer potential added value, with evidence to support the response.

**3 – Acceptable** Satisfies the requirement. Demonstration by the Supplier of the understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services.

**2 - Minor Reservations** Some minor reservations of the Supplier’s understanding and proposed methodology, with limited evidence to support the response.

**1 – Major Reservations/Non-compliant** Major reservations of the Supplier’s understanding and proposed methodology, with little or no evidence to support the response.

**0 - Unacceptable/Non-compliant** Does not meet the requirement. Does not comply and/or insufficient information provided to demonstrate that the Supplier has the understanding or suitable methodology, with little or no evidence to support the response.

**PLEASE NOTE:**

If your response scores 0 or 1 for any one question your overall submission will be deemed as a fail.

Any text beyond the specified page limits below will be ignored and will not be evaluated.

Homes England will not cross-reference to other answers when assessing quality responses.

Evaluators will initially work independently. Once they have completed their independent evaluation they will meet to discuss, understand and moderate any differences they have via a consensus meeting, where a single consensus score for each question will be agreed.

Number	Criteria	Demonstrated by	Weighting
1	<p><b>Technical Merit of Proposal</b></p> <p>Methodology.</p> <p>Provide a statement to explain how this commission will be undertaken.</p>	<p>Statement outlining method and approach explaining how the commission will be undertaken</p> <p>Schedule of services to be delivered</p> <p>Information on other Supplier input that may be required</p>	15%

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	<p><b>PAGE LIMIT:</b> Maximum 2 A4 pages, 12-point Calibri Light font</p>	<p>Identification of other information that may be required</p> <p>Where relevant identification of areas of innovation</p> <p>Where appropriate identify the potential impact of external influences and stakeholders</p> <p>Areas where value engineering could be considered to achieve best value.</p> <p>Supported by relevant examples, where applicable, demonstrating how they are relevant to the approach proposed</p>	
2	<p><b>Understanding of Project Requirements</b></p> <p>Demonstrate your relevant experience, understanding of project requirements and programme; in particular how you can add value to the process.</p> <p><b>PAGE LIMIT:</b> Maximum 2 A4 pages, 12-point Calibri Light font</p>	<p>Supported by relevant examples and case studies that evidence your experience of marketing and disposing of similar sites and your experience of Building Lease disposals</p> <p>Examples of related experience that will add value to this commission, supported by relevant examples where applicable</p> <p>Information and evidence to support knowledge and experience of the local property market</p>	15%
3	<p><b>Staff and other Resources</b></p> <p>Describe who will undertake this commission and the proportion of each member of team's time that they will they devote to it.</p> <p><b>PAGE LIMIT:</b> Maximum 2 A4 pages, 12-point Calibri Light font</p>	<p>Who will undertake the commission and why have they been chosen?</p> <p>Identify key members of staff and allocation to the required services</p> <p>How much time will they devote to it?</p> <p>Supported by resourcing information provided in Resource and Pricing Schedule</p> <p>Supported by CVs for key members of staff</p>	10%

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4	<p><b>Management and Communication</b></p> <p>Detail how you will manage this commission and your approach to communication.</p> <p><b>PAGE LIMIT:</b> Maximum 1 A4 pages, 12-point Calibri Light font</p>	<p>How will the commission be managed?</p> <p>Who will be responsible for reporting to the Client?</p> <p>Who will manage the team?</p> <p>Who will attend site visits / client meetings?</p> <p>Communication strategy</p> <p>Supported by relevant examples, where applicable, demonstrating how they are relevant to the approach proposed</p>	5%
5	<p><b>Programme</b></p> <p>Detail the timeline of activities and key milestones to clearly address how this commission will be delivered, including potential to accelerate the indicative disposal programme.</p> <p><b>PAGE LIMIT:</b> Maximum 1 A4 pages, 12-point Calibri Light font</p>	<p>When will the commission be complete?</p> <p>When will key milestones be complete?</p> <p>What is the programme for the required services?</p> <p>Are any programme dates we have given achievable?</p> <p>Identify risks which may affect the programme or costs, what impact they may have, and any mitigation.</p> <p>Please provide a programme to demonstrate the timings by which key milestones across this commission will be achieved.</p>	5%

21

Price will account for 50% of the Overall Score. The lowest price will gain the maximum marks with other prices expressed as a proportion of the best score using the maths explained in the worked example below.

Criteria	Demonstrated by	Weighting
Price	Completed Resource and Pricing Schedule	50%

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### 7 Worked Example

How your quality scoring will be used to give a weighted score

Bidder	Question	Score out of 5	Weighting	Weighting Multiplier	Weighted Score	Total Weighted Score
Supplier A	1	3	15%	3	9	31
	2	4	15%	3	12	
	3	3	10%	2	6	
	4	2	5%	1	2	
	5	2	5%	1	2	
Supplier B	1	5	15%	3	15	41
	2	4	15%	3	12	
	3	4	10%	2	8	
	4	3	5%	1	3	
	5	3	5%	1	3	
Supplier C	1	2	15%	3	6	n/a (fail)*
	2	1	15%	3	n/a	
	3	2	10%	2	4	
	4	2	5%	1	2	
	5	2	5%	1	2	

\* in the example above Supplier C's pricing will not be scored

Worked example of how your price will be used to calculate a score

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Bidder	Form of Tender price	Lowest price/Supplier's price (as %)	Price Score (out of 50)
Supplier A	350	$350/350 = 100\%$	$100\% * 50 = 50$
Supplier B	700	$350/700 = 50\%$	$50\% * 50 = 25$
Supplier C	250	n/a	n/a

### Worked example of Overall Score and Ranking

Bidder	Total Quality Score	Price Score	Total Score	Ranked Position
Supplier A	31	50	81	1
Supplier B	41	25	66	2
Supplier C	n/a	n/a	n/a	n/a

Part 3

3.1 RESPONSE FORM

Framework:	[insert]
Project Title:	[insert]
ProContract Identification Number:	DN [insert]
Supplier:	[insert]
Date:	[insert]



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To enable Homes England to evaluate your tender, we require Suppliers to respond to the questions below whilst making reference to the evaluation section above.

Please refer to the evaluation section for page limits for each question. Any text beyond this will be ignored and will not be evaluated.

## 1. Technical Merit of Proposal

## 2. Understanding of Project Requirements

25

## 3. Staff and other Resources

## 4. Management and Communication

## 5. Programme

### 3.2 RESOURCE AND PRICING SCHEDULE

Excel spreadsheet to be embedded by Supplier in response.