



Norfolk County Council

ITT Part 2:

Requirements and Evaluation Strategy

Date: **Sept 2018**

Version: **2**

Status: Final

Table of Contents

1 Introduction and Context

1.1 Purpose

1.2 Project Stakeholders

1.3 Meeting the Objectives

1.4 Geography and Premises

1.5 Lotting

1.6 Premises in Scope

1.7 Other Context

1.8 Consortia Arrangements

2 Local Body Requirements

2.1 High-level Service Requirements

2.2 Local Body Solution Requirements

2.3 Funding Requirements

2.4 Implementation and Operations Requirements

APPENDIX 1 - Evaluation Strategy, including [Selection and] Award Criteria

APPENDIX 2 - Bidder Response to ITT

APPENDIX 3 - Speed and Coverage Template

APPENDIX 4 - Supplier Solution Document

APPENDIX 5 - Compliance Matrix

APPENDIX 6 - Bidder Completion Check Sheet

1. Introduction and Context

1.1 Purpose

1.1.1 The purpose of this Part 2 is to define the Local Body Requirements. Part 2 contains the following sections:

- Introduction and Context
- Local Body Requirements
- Appendix 1 – Evaluation Strategy, including Selection and Award Criteria
- Appendix 2 – Bidder Response to ITT
- Appendix 3 – Speed and Coverage Template
- Appendix 4 – Supplier Solution Document
- Appendix 5 – Compliance Matrix
- Appendix 6 – Bidder Completion Check Sheet

1.2 Project Stakeholders

1.2.1 Local Body (i.e. the lead Local Body and Contracting Authority under the Contract)

Norfolk County Council

1.2.2 Other Beneficiary Local Bodies

The following Local Bodies are each anticipated as being an "Other Beneficiary" (as referred to in Clause 9 of the Contract) for the purposes of the Contract entered into pursuant to this ITT:

None

1.2.3 Wider Stakeholders

There is widespread support for this Project among its stakeholders. Details of the project's stakeholders, including MPs, MEPs, businesses, District, Town and Parish Councils and other community and public sector organizations, can be found in the Local Body's Local Data Room.

1.2.4 Development of the Procurement Strategy and Requirements

The Local Body Requirements have been developed over the course of the past 6 months taking due regard of:

- The EU commission direction provided to BDUK on generating and agreeing the National Broadband Scheme 2016
- A wide spectrum of industry players through Early Market Engagement.

- Local economic growth priorities and social and inclusion objectives.

1.2.5 Commercial Model:

The Local Body has tested different commercial models with the market and across its funders. The outcome from this is that this ITT is based on a gap funded model approach.

1.2.6 State Aid & Open Access Requirements

In line with the National Broadband Scheme (NBS) the Local Body requires proposals from Bidders to be based on an Open Access basis (as further described in the 2016 Commission Decision).

1.3 Meeting the Objectives

1.3.1 Strategic Objectives:

The Local Body's strategic objectives are set out in the "Caring for our County – A Vision for Norfolk in 2021" which is provided in the Data Room. In summary, the Local Body's key aims are:

- Building communities we can be proud of
- Installing infrastructure first
- Building new homes to help young people get on the housing ladder
- Developing the skills of our people through training and apprenticeships
- Nurturing our growing digital economy
- Making the most of our heritage, culture and environment

1.3.2 Installing infrastructure first:

Driving business growth particularly in rural areas through improved access to markets for suppliers (including exporting) are key ambitions. These ambitions will be supported by fast and reliable broadband services. High levels of NGA and Ultrafast coverage should also support attracting new investment and act as catalyst for new business starts ups, support home-working and micro businesses.

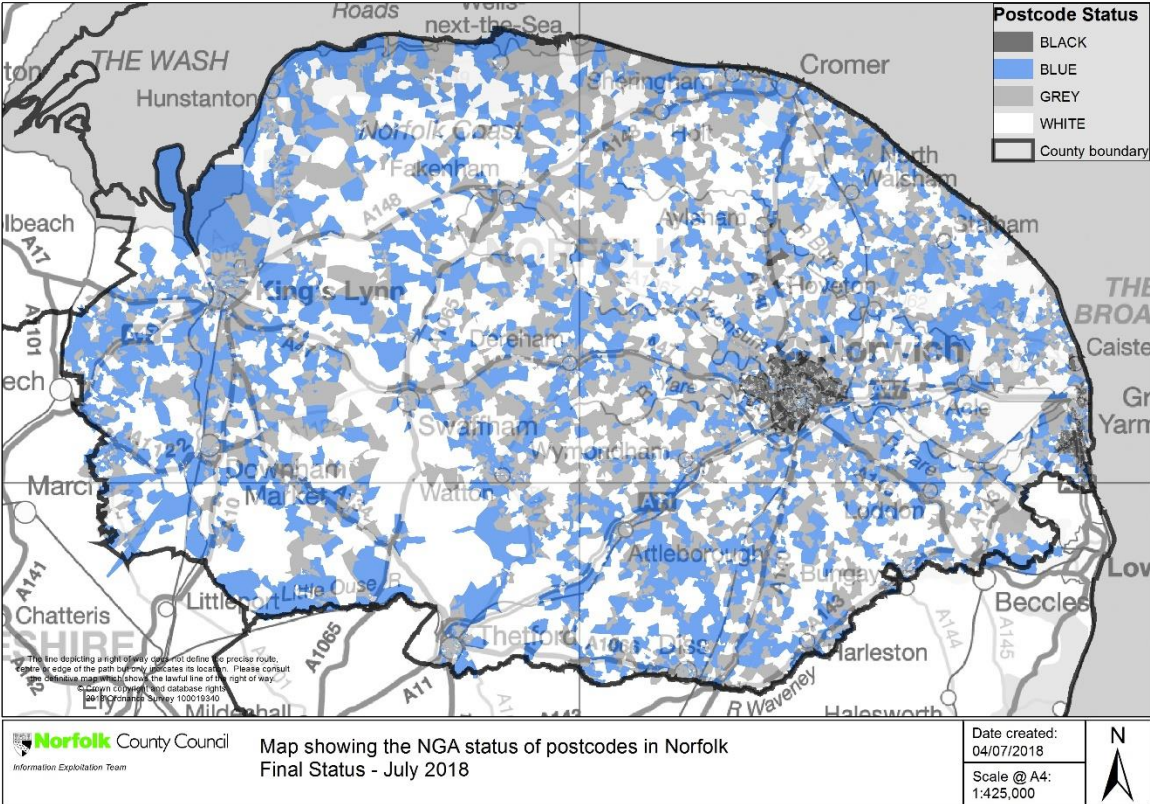
1.3.3 Nurturing our growing digital economy:

Ensuring NGA infrastructure is exploited to make Norfolk a best-in-class county for the digital economy.

1.4 Geography and Premises

1.4.1 Data Overview

The following maps are based on broadband access speed data derived from the Open Market Review (OMR) Better Broadband for Norfolk initiated on 27th November 2017, and the subsequent Public Consultation which closed on 5th June 2018.



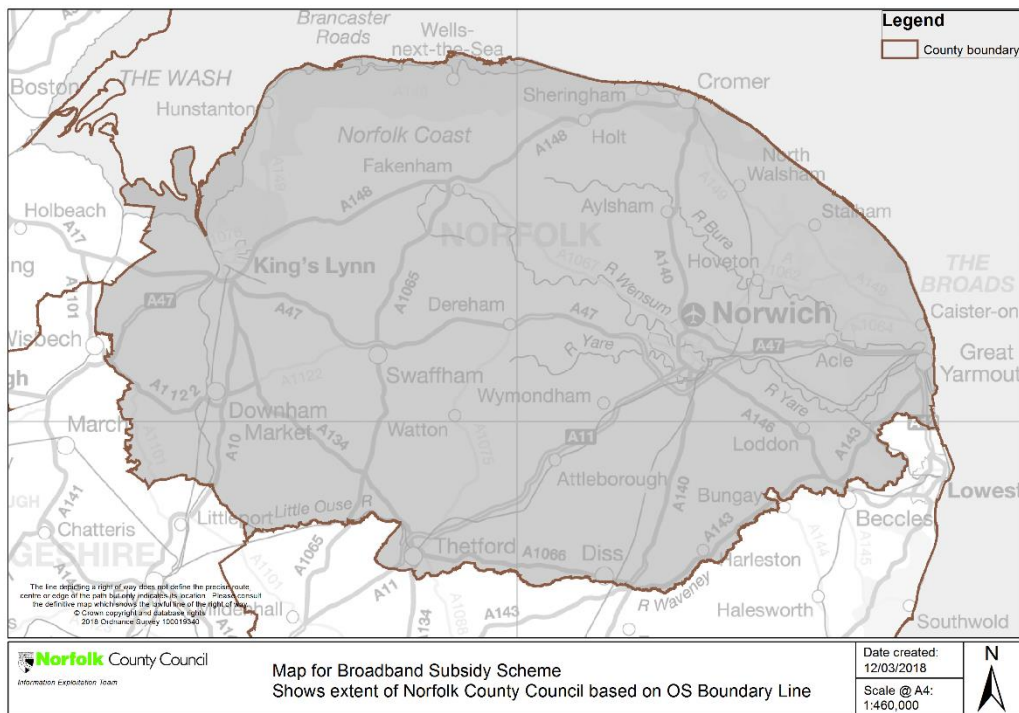
1.4.2 Overall Geographic Area

The following map shows the boundary of the entire Better Broadband for Norfolk Project area (the Overall Geographic Area) that is the subject of this tender.

There is a total of 469,901 premises within the Overall Geographic Area. The total number of Targeted NGA White premises in the Overall Geographic Area for this tender is **22,801**.

Some premises within the Overall Geographic Area already have NGA broadband services available, or there is a commitment to make NGA available in the next three years - these premises are Out of Scope Premises and are mapped as NGA grey or black. The remainder are NGA white with a proportion classified as 'under review'. These under review premises are not targeted for the purposes of this ITT. Better Broadband for Norfolk will continue to review the relevant operator's plans regularly and where it is determined that delivery is not taking place Better Broadband for Norfolk can through the Contract Change Control Procedure include 'under review' premises for further NGA deployment.

Refer to Table in paragraph 1.6 for applicable premises counts.



Geographically, Norfolk covers a very large rural county with a land area of 549,751 hectares. Approximately forty-five percent of the population reside in just four large urban areas, the city of Norwich and the three large towns of Great Yarmouth, King’s Lynn and Thetford.

The overall area is relatively sparsely populated, with a population density of 1.61 persons per hectare.

There are almost 470,000 premises in the Project area, of which over 90% are residential and approximately 8% are business premises. The majority of premises have at least one fixed telephone line.

1.5 Lotting

Bids are welcomed for one Lot.

1.5.1 The Lots

There is one lot defined in this ITT covering Norfolk’s entire geographical area which contains almost 470,000 properties with **22,801** classified as NGA White and **21,014 BLUE ‘Under Review’**

1.6 Premises In Scope

The following table summarises:

- a) The total number of premises in the Overall Geographic Area (white, grey and black premises);

- b) The number of target premises comprising the NGA Intervention Area (white premises only);
- c) The number of premises currently under review in the NGA Intervention Area and which are not to be targeted at this time;
- d) The number of Out of Scope Premises in the Overall Geographic Area.

Lot Name	A) Total Premises in Overall Geographic Area	B) Target NGA White Premises (in scope of this ITT)	C) Under Review NGA White Premises (potentially in scope of the contract at a future date)	D) Out of Scope Premises in Overall Geographic Area (out of scope of this ITT)
Geographic Area (the Lot)	469,901	22,801	21,014	426,086

1.7 Other Context

Take-up in Norfolk has been much higher than expected. This has resulted in savings/efficiencies on the Better Broadband for Norfolk Programme. The lower the existing broadband speeds, the higher the level of Take-up has been.

The Council has instigated targeted Demand Stimulation activities to target properties which have recently gained access to Superfast broadband.

1.8 Consortia Arrangements

If the Bidder completing this ITT is doing so as part of a proposed consortium, the following information must be provided:

- names of all consortium members;
- the lead member of the consortium who will be contractually responsible for delivery of the contract (if a separate legal entity is not being created); and
- if the consortium is not proposing to form a legal entity, full details of proposed arrangements within a separate Appendix.

Please note that the Local Body may require the consortium to assume a specific legal form if awarded the contract, to the extent that a specific legal form is deemed by the Local Body as being necessary for the satisfactory performance of the contract. Alternatively the Local Body may require all members of the consortium to enter into the contract and to be jointly and severally liable.

All members of the consortium will be required to provide the information required in all sections of the ITT as part of a single composite response to the Local Body i.e. each member of the consortium is required to complete the form.

Where you are proposing to create a separate legal entity, such as a Special Purpose Vehicle (SPV), you should provide details of the actual or proposed percentage shareholding of the constituent members within the new legal entity in a separate Appendix.

The Local Body recognises that arrangements in relation to a consortium bid may be subject to future change. Bidders should therefore respond on the basis of the arrangements as currently envisaged. Bidders are reminded that the Local Body must be immediately notified of any changes, or proposed changes, in relation to the bidding model so that a further assessment can be carried out by applying the selection criteria to the new information provided. The Local Body reserves the right to deselect the Bidder prior to any award of contract, based on an assessment of the updated information.

2. Local Body Requirements

2.1 High-level Service Requirements

- 2.1.1 The Solution must meet the Service Requirements defined in Schedule 2 of the Contract.
- 2.1.2 The Local Body remains neutral about the technology used for the Solution.
- 2.1.3 The Solution must provide Next Generation Access infrastructure utilising qualifying NGA technologies capable of delivering broadband services with a download speed of greater than 30 Mbps to as many targeted residential and business premises in the intervention areas as possible. The Bidder must define the date by which this will be achieved and justify that timescale.
- 2.1.4 The Solution must measure and report the delivery of broadband services at speeds i) above 2 Mbps in support of managing the Government policy objective of providing universal coverage of basic broadband; ii) above 24Mbps to measure achievement against the Government policy objective of providing 95% superfast broadband by 2017, iii) above 30 Mbps; and iv) above 100 Mbps to measure achievement against the Government policy objective of making ultrafast broadband available.
- 2.1.5 To qualify for investments, the Solution must deliver a 'step change' in terms of broadband capability, with the purpose of this requirement being to ensure that use of public subsidy is well justified. Step change can be achieved by a demonstration of the following:
 - 2.1.5.1 Generally, download speeds have to be at least doubled and upload speeds substantially higher as a result of the intervention when compared with existing download and upload speeds;
 - 2.1.5.2 Significant new investments in the broadband network are undertaken (i.e. investments that must include civil works and installation of new passive elements); and
 - 2.1.5.3 The new infrastructure brings significant new capabilities to the market in terms of broadband service availability, capacity and speeds and or competition.
- 2.1.6 The Solution must provide wholesale access on an Open Access basis to the subsidised network with benchmarked prices under fair and non-discriminatory conditions. The relevant wholesale access products must be offered for at least 7 years, or indefinitely in the case of new passive infrastructure, post network deployment.

2.2 Local Body Solution Requirements

Ultrafast Broadband

- 2.2.1 Not used

2.2.2 Not used

Additional Priorities

2.2.3 Better Broadband for Norfolk is currently awaiting the outcome of a bid to DEFRA. This bid will target as many business premises as possible identified as **Priority Code 1 or 2** in the Speed and Coverage Template with implementation required by the **end of June 2020**. The Bidder's solution must enable a change control to be applied if this DEFRA bid is successful that will target **Priority Code 1 or 2** properties which were not delivered as part of the response to this ITT and enable delivery within the specified timescale. However, these premises should not be prioritised within this bid.

Project integration and Coordination with other Broadband Projects

2.2.4 The Bidder solution should be coordinated as far as possible with other activities, utilities works and other broadband projects impacted by the Contract and will be required to meet the requirements of paragraph 3.4 of Schedule 2 of the Contract.

2.2.5 Bidders should work with the Local Body and take account of the following other initiatives being progressed within or adjacent to the project area:

Better Broadband for Norfolk Superfast Extension Programme, rollout due to be completed end March 2020.

2.2.6 Further detail and information is provided in the Data Room.

Local Body and Other Reusable Assets

2.2.7 The Solution should seek to utilise existing infrastructure and facilities, where possible. This can be achieved through:

2.2.7.1 Use of own infrastructure.

2.2.7.2 Use of another supplier's infrastructure

2.2.7.3 Use of other utilities infrastructure

2.2.8 The Local Body has no assets available for use. The Bidder's re-use of other assets, in line with the provisions of the National Broadband Scheme 2016 and the Code of Conduct (see Part 1 Appendix 4 - as subscribed to by Bidders), will be assessed in the context of statements by the Bidder of the commercial viability of such assets.

Specific Community Projects

2.2.9 During the term of the Contract, the Solution must enable the provision of local community projects in accordance with the Contract.

2.2.10 There are no local community projects currently identified which are required to be reflected in the Solution proposed by the Bidder. Local community projects may be incorporated using the change control procedure as and when the requirement arises.

2.3 Funding Requirements

- 2.3.1 For the purposes of the Contract a total potential public sector subsidy of **£18 million** is available.
- 2.3.2 The current confirmed funding figure which should be modelled is **£11 million**, which is allocated to a single Lot. The difference between the total potential subsidy and the confirmed figure is additional approved funding which may be incorporated into the Contract in accordance with the terms of Schedule 5.4.
- 2.3.3 This ITT is issued under a gap funding principle. This means that the public sector subsidy is only available to fund the investment gap between the Bidder's infrastructure deployment cost were this to be a commercially viable area and the Bidder's estimate of the actual cost of this deployment in order to make it commercially viable. Therefore, the Bidder is expected to provide substantial investment into the broadband network and the Bidder must declare the investment that the Bidder itself is prepared to make before the subsidy is applied.
- 2.3.4 The resulting infrastructure built as a result of the Bidder investment plus the subsidy, is owned and operated by the successful Bidder. The Bidder will manage the risks associated with developing and operating the broadband network on a wholesale basis, including take-up risks.
- 2.3.5 The successful Bidder must contract to operate the infrastructure for at least the term of the Contract.
- 2.3.6 Costs, revenue and profits associated with the subsequent operation of the infrastructure are the responsibility of the Bidder. However, there are restrictions to ensure the Bidder is not making excess profits as a result of the public subsidy - see Schedule 5.1 of the Contract.

Funding Sources

- 2.3.7 The following table sets out the specific breakdown of the public sector subsidy and relative requirements:

Sourcing Fund	Amount	Fund status	Requirements for funding
Local Body	£11,000,000	Agreed	None

- 2.3.8 Not used

Additional Potential Funding

2.3.9 It is possible that additional funding may become available during the life of this deployment. Should this occur any decision to add additional funding to this agreement shall be at the sole discretion of the Local Body. The table below sets out the amount of funding that may become available, the potential source of funding and the expected timeline. Any Additional Approved Funding that may become available and is to be incorporated into the Contract will be subject to the provisions of Schedule 5.4:

Sourcing Fund	Amount	Fund status	Available from	Requirements for funding
DEFRA	£2,000,000	Awaiting approval. Bidders MUST confirm that following contract signature and at the sole discretion of the Local Body,	Identified by end of March 2019	Delivery by end 2020/21 Q1 and defrayed and claimed by end 2020/21 Q3 and only to be used to provide a solution for priority areas identified in SCT The successful supplier will raise a CCR, to model any DEFRA priority premises not already covered.
Local Body	£5,000,000	Available if further savings/ efficiencies on Better Broadband for Norfolk Programme occur	Identified by end 2020	

Un-allocated funding

2.3.10 Not used

Contingency

2.3.11 Not used

2.4 Implementation and Operations Requirements

Milestones

2.4.1 For the purpose of Appendix 1 to Schedule 5.1 of the Contract, the percentage breakdown of public funding to Milestone types for this Contract will be as set out in the following table:

Milestone Type	Contract Percentage of Public Funding	Additional Conditions of Payment
Milestone 0: Survey & Design Completion	Maximum 10%	None
Milestone 1: Infrastructure Build	Bidder to Propose up to maximum of 40%	None
Milestone 2: Wholesale Access Available	Bidder to Propose up to maximum of 80%	None
Milestone 3: End-user Take-up	Minimum 5%	None

Timing

2.4.2 The Solution must meet the following timetable:

Deliverable	Timeline	Comment
Implementation of DEFRA priority premises (subject to successful DEFRA bid)	End June 2020	Final M2 Milestone to have been achieved – total funding £2 million with no option to extend the delivery date for this requirement
Implementation of other premises	End March 2021, If a bidder propose a longer timeframe it must provide an explanation	Final M2 Milestone to have been achieved.
Implementation plans which deliver coverage more quickly will score more highly		

Governance

2.4.3 The governance arrangements are set out in Schedule 6.1 of the Contract.

Additional Marketing and Demand Stimulation

2.4.5 Not used

2.4.6 Not used

Appendix 1

Evaluation Strategy, including Selection and Award Criteria

A1.1 Introduction

- A1.1.1 This Appendix describes the evaluation approach which will operate for the award of the Local Body's Contract. The objective of the evaluation is to identify the Bidder submitting the Most Economically Advantageous Tender (MEAT).

A1.2 Evaluation Process

- A1.2.1 The main sequence of evaluation process activities is as follows:

A1.2.2 Selection Process & Submissions Review

- A1.2.2.1 Each Bidder is required to submit a completed set of information relating to the Standard Selection Questionnaire as set out in Appendix 2: Bidder Response to ITT. Bidders are able to submit the relevant parts of the European Single Procurement Document where indicated in Appendix 2: Bidder Response to ITT. The Standard Selection Questionnaire is split into potential supplier information and exclusion grounds: part 1 and part 2 and supplier selection questions: part 3.
- A1.2.2.2 Each Bidder shall self-declare compliance with the relevant sections of the Standard Selection Questionnaire, as described in section A1.3 below. Provided these sections of Appendix 2: Bidder Response to ITT are satisfactorily completed, the response will proceed to completeness and compliance checking.
- A1.2.2.3 The Local Body will only check the status of the completed Standard Selection Questionnaire for the winning Bidder. If the winning Bidder fails to provide the required evidence within set timeframes, or the evidence proves unsatisfactory, the award of contract shall not proceed. The Local Body reserves the right to withdraw the contract award decision and award to the second-placed Bidder, provided that they have submitted a satisfactory and compliant bid.
- A1.2.2.4 The Local Body has the discretion to require information and/or evidence from any bidder at any stage if it deems this necessary to ensure proper conduct of the procurement.
- A1.2.2.5 The Local Body reserves the right to reject a response and/or disqualify a Bidder where the response is incomplete or non-compliant, including where

the response is submitted late, is completed incorrectly, is materially incomplete, is submitted in any other format other than that specified.

A1.2.2.6 Bids that have been assessed as having been completed satisfactorily will then proceed to full evaluation.

A1.2.3 Evaluation

A1.2.3.1 Evaluation will take place using the Award Criteria and Scoring Methodology for each criterion as described in section A1.5.

A1.2.3.2 Where the evaluators reach an equivalent score for a criterion, that score will be entered directly into the master evaluation spreadsheet (being the spreadsheet, to be maintained by the Local Body, which will record evaluation scores and the summarised evaluator commentary regarding rationale for scoring).

A1.2.3.3 If the evaluators reach different scores for a criterion, a moderation meeting will be used to facilitate a discussion between evaluators in order that an agreed score can be reached (the reason for evaluator score adjustments will be documented). That agreed score will then be entered into the master evaluation spreadsheet.

A1.2.4 Decision

A1.2.4.1 The Local Body will select a Bidder based on the Most Economically Advantageous Tender. Following the completion of the evaluation process the Bidder achieving the highest weighted evaluation model score will be considered successful, subject to contract finalisation and the Local Body's governance arrangements.

A1.2.4.2 All evaluation criteria and weightings have been set in line with the Commission Decision.

A1.3 Exclusion Grounds and Selection Criteria

A1.3.1 The grounds for mandatory and discretionary exclusion are set out in part 2 of the Standard Selection Questionnaire within Appendix 2: Bidder Response to the ITT.

A1.3.2 Information required for selecting a Bidder based on its economic and financial standing, technical and professional ability and compliance with legislation and standards are set out in part 3 of the standard selection questionnaire of Appendix 2: Bidder Response to the ITT.

A1.3.3 Grounds for Mandatory Exclusion

A1.3.3.1 Grounds for mandatory exclusion are set out in part 2 Section 2 of Appendix 2: Bidder Response to the ITT.

A1.3.3.2 Bidders in responding to question 2.1a will be excluded from the procurement process if there is evidence of convictions relating to specific

criminal offences including bribery, corruption, conspiracy, terrorism, fraud and money laundering, or if you have been the subject of a binding legal decision which found a breach of legal obligations to pay tax or social security obligations (except where this is disproportionate e.g. only minor amounts involved).

- A1.3.3.3 If an answer of “yes” is provided to question 2.3a on the non-payment of taxes or social security contributions, and the Bidder has not paid or entered into a binding arrangement to pay the full amount, the Bidder may still avoid exclusion if only minor tax or social security contributions are unpaid or if it has not yet had time to fulfil its obligations since learning of the exact amount due. If the Bidder’s organisation is in that position it must provide details using a separate Appendix, and may contact the Local Body for advice before completing this form.

A1.3.4 **Grounds for Discretionary Exclusion**

- A1.3.4.1 Grounds for discretionary exclusion are set out in part 2 section 3 of Appendix 2: Bidder Response to the ITT.
- A1.3.4.2 The Local Body may exclude any Bidder who answers ‘Yes’ in any of the situations set out in paragraphs 3.1 (a) to (j).
- A1.3.4.3 Specifically in relation to paragraph 3.1 (g), the Local Body may exclude the Bidder 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 Bidder to inform the Local Body, detailing the conflict in a separate Appendix. Provided that it has been carried out in a transparent manner, routine pre-market engagement carried out by the Local Body should not represent a conflict of interest for the Bidder.
- A1.3.4.4 In accordance with paragraph 3.1 (i), the Local Body may assess the past performance of a Bidder (through a certificate of performance provided by a customer or other means of evidence). The Local Body may take into account any failure to discharge obligations under the previous principal relevant contracts of the Bidder completing this ITT. The Local Body may also assess whether specified minimum standards for reliability for such contracts are met. In addition, the Local Body may re-assess reliability based on past performance at key stages in the procurement process (i.e. Bidder selection, tender evaluation, contract award stage etc.). Bidders may also be asked to update the evidence they provide in this section to reflect more recent performance on new or existing contracts (or to confirm that nothing has changed).

A1.3.4.5 The Local Body reserves the right to use its discretion to exclude a Bidder where it can demonstrate the Bidder's non-payment of taxes/social security contributions, despite no binding legal decision having been established.

A1.3.5 Self-Cleaning for Mandatory and Discretionary Exclusion

A1.3.5.1 Bidders should note that where an answer of 'Yes' is provided to any question in part 2 by the winning bidder, the winning bidder must provide sufficient information as to the circumstance of the issue along with details of any remedial action that has taken place subsequently, which, in the reasonable opinion of the Local Body, evidences effective "self-cleansing" of the situation referred to in that question. The winning Bidder must demonstrate it has taken such remedial action, to the satisfaction of the Local Body, in each case.

A1.3.5.2 If the Local Body is using the Open Procedure, and such evidence is considered by the Local Body (whose decision will be final) as sufficient, the winning Bidder shall be allowed to continue in the procurement process.

A1.3.5.3 Not used

A1.3.5.4 In order for the evidence referred to above to be sufficient, the Bidder shall, as a minimum, prove that it has:

1.3.5.4.1. paid or undertaken to pay compensation in respect of any damage caused by the criminal offence or misconduct;

1.3.5.4.2. clarified the facts and circumstances in a comprehensive manner by actively collaborating with the investigating authorities; and

1.3.5.4.3. taken concrete technical, organisational and personnel measures that are appropriate to prevent further criminal offences or misconduct.

A1.3.5.5 The measures taken by the Bidder shall be assessed taking into account the gravity and particular circumstances of the criminal offence or misconduct. Where the measures are considered by the Local Body to be insufficient, the Bidder shall be given a statement of the reasons for that decision.

A1.3.6 Economic and Financial Standing Selection Criteria

A1.3.6.1 Bidders shall provide both historical/current performance and financial status data. The requirement for this are set out in part 3 of the standard selection questionnaire of Appendix 2: Bidder Response to the ITT. Bidders will need to provide a cash flow forecast statement and a statement on sources of and access to funding other than public subsidy.

A1.3.6.2 Bidders shall self-certify that they meet the Economic and Financial Standing Selection Criteria as set out in section A1.3.6.7 to A1.3.6.11 of ITT Part 2 in the Standard Selection Questionnaire part 3, section 4. The Local Body shall carry out checks against the self-certification for the winning Bidder.

Information will only be required from the winning Bidder as set out in the standard selection questionnaire part 3, sections 4 and 5.

- A1.3.6.3 Bidders should note that where a consortium is proposed where the members are sharing financial risk or financial commitment, then the financial information required in this section of the ITT must be provided for all members of the consortium. The evaluation of such will be carried out: (a) for a consortium which does not propose to form a legal entity, for each member of the consortium; and (b) for a consortium which is or proposes to form a legal entity, for the members of the consortium weighted according to the actual or proposed shareholding.
- A1.3.6.4 For prime and sub-contractor arrangements, financial information required in part 3 should be provided for the prime contractor, for all significant sub-contractors (i.e. any company in the supply chain which is being relied upon to demonstrate any aspect of the required experience or capability), and any proposed entity upon which the Bidder wishes to rely (where a Bidder is relying on the financial resources of a parent or group company or another entity).
- A1.3.6.5 Where a guarantee is to be provided, a financial evaluation will be undertaken on the financial information provided for the guarantor. Bidders should note that, based on the overall financial assessment, the Local Body may seek a parent or other guarantee from the Bidder as a pre-condition of remaining in the procurement.
- A1.3.6.6 The financial assessment will take a risk based approach to evaluation of the financial capacity and financial standing of Bidders as set out below. In applying this risk based approach, the Local Body will use ratio and other financial analysis and professional judgement to determine the level of concern.
- A1.3.6.7 The Local Body will use the Current Ratio = Current Assets/Current Liabilities in its financial assessment. If the score is below 5.0 for the financial assessment as set out in table A1.3.7.11 then the Bidder shall not be selected.
- A1.3.6.8 The Local Body reserves the right to seek further financial information from Bidders and other relevant companies if required. Bidders should note that the Local Body reserves the right to carry out its own review of publicly available financial information as additional data sources to be used in the Local Body's evaluation.
- A1.3.6.9 Specifically, the Local Body may use the following sources of public information for these purposes:
 - 1.3.6.9.1 Creditsafe

A1.3.6.10 It is for the Bidder to ensure that the information about it published by the public sources is correct and the Local Body accepts no liability if it relies upon information from the same that is incorrect. Should a Local Body use public information the Bidder will be given an opportunity to provide clarification should there be major concerns with the financial assessment.

A1.3.6.11 The evidence provided by the Bidder relating to economic and financial standing will be scored according to the scoring matrix set out in the table below:

Possible range of scores	The following lists set out some example concerns that would result in a score in this range. This is not an exhaustive list but simply an indication of the types of concern and their severity.
0 – 4 (Major concerns)	The financial analysis indicates a concern which is considered to pose a potential material risk to the Bidder’s ability to deliver the Contract.
5 - 7 (Moderate concerns)	The financial analysis indicates a concern which is considered to pose a potential moderate concern to the Bidder’s ability to deliver the Contract.
8 - 9 (Minor concerns)	The financial analysis indicates a concern which is considered to pose a potential minor or non-material concern to the Bidder’s ability to deliver the Contract.
10 (No concerns)	The financial analysis indicates there are no concerns to the Bidder’s ability to deliver the Contract.

A1.3.7 Technical and Professional Ability Selection Criteria

A1.3.7.1 Information on the Bidder’s technical and professional ability is captured in Section 6 of Appendix 2: Bidder Response to the ITT.

A1.3.7.2 Bidders shall self-certify that they meet the Technical and Professional Ability Selection Criteria as set out in section A1.3.7.3 to A1.3.7.6 of ITT Part 2 in the standard selection questionnaire part 3, section 6. The Local Body shall carry out checks against the self-certification for the winning Bidder. Information will only be required from the winning Bidder as set out in the standard selection questionnaire part 3, section 6.

A1.3.7.3 Bidders and any of their proposed sub-contractors and consortium members must have demonstrated the experience of delivering NGA access speeds in rural areas, as well as the capability to build and operate a network of a scale

comparable to the Local Body Requirements. Bidders' case studies will be evaluated to see whether the required experience and capability has been demonstrated.

- A1.3.7.4 The Bidder must provide up to three case studies, where their solution has been delivered in the last 36 months, that demonstrate the relevant experience and capabilities. If a Bidder submits more than three case studies, then only the first three case studies shall be evaluated and the rest will be ignored.
- A1.3.7.5 The evidence provided in each case study will be scored according to the scoring matrix set out in the table below:

Possible range of scores	The following lists set out some example concerns that would result in a score in this range. This is not an exhaustive list but simply an indication of the types of concern and their severity.
0 – 4 (Major concerns)	<ul style="list-style-type: none"> ● No, or irrelevant, case study; ● No, poor or limited, solution(s); ● Case study fails to offer the information requested; ● Case study fails to meet the requirement specified in terms of capability; or ● Unanswered clarification question for this level of concern or unsatisfactory response.
5 - 9 (Moderate concerns)	<ul style="list-style-type: none"> ● Case study relies on redundant technologies/solutions or is un-scalable; ● Some moderate technical concerns; ● Unanswered clarification question(s) for this level of concern or unsatisfactory response
10 (No concerns)	<ul style="list-style-type: none"> ● Case study is clear on detail; ● No cause for technical concern; and ● Coherent and consistent in all aspects of the case study.

- A1.3.7.6 The average of the Bidder's evaluated scores for its submitted case studies shall be taken, and if the average score is below 5.0 then the Bidder shall not be selected.

A1.3.8 Compliance-based Exclusion Grounds

- A1.3.8.1 Compliance-based exclusion grounds are set out in Part 3, Section 7 and 8 of Appendix 2: Bidder Response to the ITT.
- A1.3.8.2 The Local Body may exclude a Bidder who does not hold the required insurances.

A1.4 Award Criteria Scoring Methodology

A1.4.1.1 One or a combination of some of the approaches described below will be used during evaluation. The scoring method or methods used depend on the criterion being evaluated. Once the criteria have been scored these scores will be weighted using the evaluation model described in A1.5. The weightings in this model reflect the Local Body's specific priorities.

A1.4.2 Judgement-based scored evaluation criteria

A1.4.2.1 An evaluation criterion may have a score of between 0 to 10 (e.g. 0, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10), such that: (i) a bid receives a score of 0 for a criteria where no response is provided or insufficient evidence is submitted to evaluate a criteria, whereby the bid would be excluded; and (ii) a bid receives a score of under 5 if it failed to meet a described baseline capability for the criteria, whereby a bid receiving overall weighted score across all price-quality criteria of under 50% would be excluded.

A1.4.2.2 Using reasonable professional judgment each evaluator will determine a score for its assigned criteria, using the scoring principles in the following table:

Capability	Evidence	Remark	Score
Bidder is certain to be able to meet the needs of the Local Body and meets the maximum capability.	Evidence is to the highest degree comprehensive, credible, compelling and is directly relevant to the criteria in all respects.	Absolute confidence	[10]
Bidder is highly likely to be able to meet the needs of the Local Body	Evidence is consistent, comprehensive and credible and is directly relevant to the criteria in almost all respects.	High Confidence	[9]
Bidder is likely to be able to meet the needs of the Local Body	Evidence is sufficient, is largely convincing and is directly relevant to the criteria in most respects.	Confidence	[8]
Small risk that Bidder will not be able to meet the needs of the Local Body.	Evidence has minor gaps, or to a small extent is unconvincing, lacks credibility or is irrelevant to the criteria.	Moderate Confidence	[6-7]

Bidder has achieved the Baseline Capability	Evidence meets the baseline capabilities of the Service Requirement.	Satisfactory	[5]
Moderate risk that the Bidder will not be able to meet the needs of the Local Body	Evidence has moderate gaps, is unconvincing.	Moderate Concerns	[3-4]
Significant risk that the Bidder will not be able to meet the needs of the Local Body.	Evidence has major gaps, is unconvincing in many respects, lacks credibility, or is largely irrelevant to the criteria.	Major Concerns	[1-2]
Bidder will not be able to meet the needs of Local Body.	No evidence or misleading evidence.	Not acceptable	[0]

A1.4.3 Automatic scored evaluation criteria

Funding levels

- A1.4.3.1 The Funding Levels score will be calculated using specific outputs from the Bidder's Bid Project Model.
- A1.4.3.2 The Bidder should note that for public subsidy derived from BDUK/DCMS and the Local Body sources, this subsidy will only be provided for Qualifying Capital Expenditure. Committed Opex includes infrastructure lease costs or equivalent expenditure committed by the Bidder over the life of the Contract. The Committed Opex is included for the calculation of funding levels for evaluation purposes only.
- A1.4.3.3 Public Subsidy requested is the sum of all Subsidy Payments forecasted in the Bidder's Bid Project Model.
- A1.4.3.4 Qualifying Capital Expenditure, Subsidy Payments and Supplier NGA Network Build Investment are defined in the Contract, Schedule 1 (Definitions).
- A1.4.3.5 Only expenditure which is fully and demonstrably funded (e.g. through a combination of the Bidder's own investment, a third party investment or public subsidy) will be applicable in the performance of the calculation of the funding levels.

Solution coverage at NGA speeds - Speed and Coverage Template

- A1.4.3.6 The Local Body has determined the parameters for evaluating the speed and coverage offered as part of Bidder's responses to the outcomes specified in Part Two requirements based upon local priorities. Weightings have been applied to the

different speed bands to reflect the Local Body's priorities as defined in this ITT. Bidders will complete the spreadsheets for each speed range, identifying the number of premises that the proposed solution supports.

A1.4.3.7 Each Bidder's response to 3.2.1 in Part 2, Appendix 2 will be used to evaluate reservations that exist in the modelling that the Bidder has used when completing the Speed and Coverage Spreadsheet, based on this a deduction of between 0 to 10 points will be taken from the score which has been derived by the Speed and Coverage Spreadsheet. 0 points meaning where there are no reservations and [4] marks where there are major reservations.

A1.4.3.8 Not used

A1.4.4 **Pass / fail evaluation criteria**

A1.4.4.1 An evaluation criterion may represent a mandatory requirement, whereby a bid that fails to meet the requirement would be excluded.

Contract Acceptance

A1.4.4.2 The Bidder's response to Part 3 of this ITT, being the Contract terms, is evaluated on a pass/fail basis.

A1.4.4.3 For Part 3 to 'pass', the Bidder must: (i) confirm acceptance of the referenced Phase OJEU Template Contract terms as amended by the table set out in Part 3 of the ITT (the template terms as amended by Part 3 are collectively classified as non-negotiable); and (ii) not propose any change to those terms, in its ITT submission (whether directly or by the inclusion of materials in its proposed solution or other bid submission materials which would have the effect of amending the terms themselves, rather than populating the corresponding Bidder specific sections of the Contract). This is subject to the processing the specific subject matter of any remaining Bidder Notes as part of Contract finalisation.

A1.4.4.4 Any deviation from the foregoing shall represent a 'fail' by the Bidder of the applicable threshold and the Bidder will be disqualified from the procurement.

A1.4.4.5 Should a Bidder identify any:

1.4.4.5.1. cross-reference or typographical errors;

1.4.4.5.2. Part 3 drafting requiring clarification (although it is important to note that any such clarification points must only relate to an ambiguity or apparent error in the text),

then applicable CQs may be submitted in accordance with Section 4.4 of Part 1 of this ITT. However, only where changes to Part 3 are expressly confirmed to Bidders in a CQ response by the Local Body can they be considered part of the content against which the Bidder provides its confirmation in accordance with the Contract response evaluation criteria.

Funding availability

A1.4.4.6 Funding availability is a pass/fail criterion.

- A1.4.4.7 Bidders must: ensure their overall subsidy requirement within the bid does exceed the Local Body grant funding available as set out in section 2.3 of this Part 2.
- A1.4.4.8 Bidders must confirm their own funding arrangements, including sources of private funding.
- A1.4.4.9 If Bidders do not meet either of the requirements set out above then this shall represent a 'fail' and the Bidder will be disqualified.

NGA Technical Assessment

- A1.4.4.10 Solution design compliance is a pass/fail criterion.
- A1.4.4.11 Bidders must submit evidence of Next Generation Access (NGA) fulfilment in accordance with BDUK's 'NGA Technology Guidance'.
- A1.4.4.12 Bidders must complete the NGA Assessment Template set out in Part 2, Appendix 2: Bidder Response Document. The evidence provided in the template will be used for assessment of NGA and State aid compliance by BDUK's National Competence Centre (NCC).
- A1.4.4.13 Failure to fully complete the requirements set out in the BDUK Assessment Template shall represent a 'fail' and the Bidder will be disqualified.

A1.5 Award Criteria Weighting

- A1.5.1 The Commission Decision establishes the level 1 and level 2 evaluation criteria to be used for evaluation. The weightings for each level of these criteria have been selected by the Local Body from within the permitted ranges and are shown in the table below:

Award & Evaluation				
Criteria - Description	Scoring approach	Level 2 Weighting ranges (%)	Level 3 Criteria (Each scored between 0 and 10)	Level 3 Weighting (%)
1. Price		40%		
Price - Commercial compliance				
1.1 Contract acceptance Bidders will be assessed on whether they have confirmed their agreement to the key commercial principles/non-negotiable terms of the draft contract in their bid response. This applies to all procurement procedures.	Pass / Fail	n/a		
1.2 Contract markup and risk transfer (Competitive Dialogue/ Competition with Negotiation only) Bidders will be assessed on the extent that their changes to the draft Contract have a negative impact on the Implementing Body and other stakeholders contract requirement.	Not used	0%		

<p>1.3 Funding availability</p> <p>Bidders will be assessed on whether: i) the overall subsidy requirement in the bid is within the Implementing Body's budget; and ii) they have provided sufficient evidence (i.e. through a funding model) of their ability to fund the project (i.e. from private funding sources)</p>	Pass / Fail	n/a		
<p>Price - Commercial Robustness</p>				
<p>1.4 Financial Model</p> <p>[Baseline Capability] The Bidder has ensured that the cost assumptions in its Financial Model are realistic and consistent with the design assumptions in their Solution and the milestone payments in the Implementation Plan. The Bidder must have completed the Financial Model fully so that outputs are clearly identifiable.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder has evidenced a very high level of transparency and quality in its Financial Model and accompanying memoranda to show the key assumptions and underlying economic drivers for the Bidder's solution. The Bidder has included justification as to how its assumptions deviate from national baselines and have been customised to reflect the particular circumstances of a project. The Bidder's Financial Model provides a clear understanding of where contingency has been included and of how actual costs are expected to reduce if the Bidder were to win and aggregate other contracts.</p>	<p>Bids will be scored between 0 and [10].</p> <p>A score of 0 will be awarded if a Bidder has not provided a compliant Financial Model.</p> <p>A score of [5] will be awarded if a Bidder has provided a Financial Model achieving the baseline capability.</p> <p>A score of [10] will be awarded if a Bidder has provided a Financial Model achieving maximum capability.</p>	20%		
<p>1.5 Commercial sustainability and viability</p> <p>[Baseline Capability] Analysis of the Bidder's Financial Model demonstrates how the network (and downstream retail providers) are able to operate on a stand-alone and sustainable basis for the contract term under reasonable conservative</p>	<p>Bids will be scored between 0 and [10].</p> <p>[A score of 0 will be awarded if a Bidder's Financial Model does</p>	40%		

<p>baseline assumptions considering a sensitivity analysis of adverse scenarios (including higher debt servicing costs or lower revenue per customer or lower take-up than forecast).</p> <p>[Maximum Capability] In addition to the baseline capability, analysis of the Bidder's Financial Model demonstrates how the business remains economically viable under a range of adverse scenarios across the value chain to allow ongoing take up and use of retail and end user services. The Bidder has also demonstrated how its subcontractor arrangements mitigate risks to the on-going service provision.</p>	<p>not demonstrate a sustainable network].</p> <p>A score of 5 will be awarded if a Bidder has provided a solution design that achieves the baseline capability.</p> <p>A score of 10 will be awarded if a Bidder provides a solution design that achieves maximum capability.</p>			
<p>1.6 Funding levels</p> <p>Bidders will be assessed on the overall cost to the public sector of the project (either in absolute terms, on a per- premise basis, or relative to the overall private sector contribution.)</p>	<p>Scores will be awarded on a relative basis (e.g. the bid with lowest subsidy receives full marks, and a bid 10% more expensive receives a 10% reduction in score).</p> <p>An implementing body would set a score of 0 where it did not want to assess the funding levels.</p>	0%		
<p>1.7 Solution coverage at NGA speeds</p> <p>Bidders will be assessed on whether their coverage forecast is consistent with their Solution Design and Implementation Plans, as well as providing the required step change.</p>	<p>A score of 0 will be awarded if a Bidder has not provided a compliant Speed & Coverage Template or has failed to commit to the minimum</p>	40%		

<p>Implementing Bodies may also choose to set priority areas to be covered (e.g. a business park).</p> <p>Bidders will be assessed on the extent of NGA coverage to target premises in the intervention area at 30Mbps and higher speeds.</p>	<p>required coverage.</p> <p>Scores will be awarded in accordance with the evaluated response to the SCT. The Local Body has configured the SCT such that it weights the overall score as a function of:</p> <p>[(i) number of premises covered overall]^[1]_[SEP]</p>			
---	--	--	--	--

2. Quality		60%		
Quality - solution quality and viability				
2.1 Solution design compliance Bidders will be assessed on whether the Solution is NGA Technology compliant.	Pass / Fail	n/a		
2.2 Solution design quality <p>[Baseline Capability] The Bidder adequately describes its Solution, including the service management processes for the support of the Solution and has adequate design principles including considering reuse of infrastructure, mitigating environmental impacts and minimising single points of failure). Each of the underlying infrastructures in the Bidder’s solution also meets baseline standards for jitter, latency, committed information rate, and service levels for installation and fix (as set out in tender documents).</p> <p>[Maximum Capability] In addition to the baseline capability, each of the underlying infrastructures in the Bidder’s Solution significantly exceed baseline standards for jitter, latency, committed information rate, and service levels for installation and fix. The Bidder provides evidence and reasonable confidence that an upgrade path is achievable in the future (e.g. to ultrafast speeds or higher), and is designed to facilitate access and extension to the network to reduce the barriers to incremental coverage (up to 100% coverage of speeds of at least 30 Mbps) in the area (either from the selected supplier or from other access seekers).</p>	Bids will be scored between 0 and [10]. A score of [5] will be awarded if a Bidder has provided a solution design that achieves the baseline capability. A score of [10] will be awarded if a Bidder provides a solution design that achieves maximum capability.	40%		

Quality - customer choice/acceptance and solution value add			
<p>2.3 Wholesale network design/Wholesale and retail pricing</p> <p>[Baseline Capability] The Bidder has documented its wholesale products and services and provided a high degree of confidence that at least one ISP (which may be the Bidder itself) will be ready to provide broadband services over the NGA infrastructure to all premises in the intervention area, and have adequately documented how their wholesale pricing is compliant with the benchmarking principles.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder's wholesale offering meets a wide range of retail and end user requirements, and has optimised its approach to attract and bring on-board ISPs to use wholesale products. The Bidder provides a high degree of confidence that it is able to attract a large number of ISPs (including major ISPs) who offer a wide breadth of services using the network.</p>	<p>Bids will be scored between 0 and [10].</p> <p>[A score of 0 will be awarded if a Bidder has not documented its wholesale products and services, or they are not compliant with the benchmarking principles].</p> <p>A score of [5] will be awarded if a Bidder has provided a wholesale design that achieves the baseline capability.</p> <p>A score of [10] will be awarded if a Bidder provides a wholesale design that achieves maximum capability.</p>	20%	
<p>2.4 Economic Value Add</p> <p>Bidders will be assessed on the extent to which they have provided credible evidence of their ability to create/safeguard jobs within the Bidder's organisation or supply chain, to create apprenticeships and/or to create opportunities for the long term unemployed.</p>	<p>Bids will be scored between 0 and [10], dependent on the level of jobs created/safeguarded and opportunities provided.</p>	0%	

Quality – Deliverability				
<p>2.5 Implementation Plan</p> <p>[Baseline Capability] The Bidder has provided a compliant Implementation Plan, which meets specified delivery dates for completion of network deployment (if any), and is consistent with the speeds and coverage outputs and the Financial Model. The Bidder has documented an acceptable approach to deployment.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder has in its proposal allowed for appropriate resources and has provided confidence to the Implementing Body in describing its approach to planning, deployment, testing and overall project management. The Bidder in its proposal provides confidence in its approach to including sufficient contingency in its Implementation Plan and has aligned it with the Implementing Body’s priorities in the coverage area, including sequencing and pace of delivery.</p>	<p>Bids will be scored between 0 and [10].</p> <p>A score of 0 will be awarded if a Bidder has not provided a compliant Implementation Plan or it shows deployment extending beyond the specified date for delivery.</p> <p>A score of [5] will be awarded if a Bidder has provided an Implementation Plan and overall deployment approach that achieves the baseline capability.</p> <p>A score of [10] will be awarded if a Bidder has provided an Implementation Plan and overall deployment approach that achieves maximum capability.</p>	10%	2.5.1 For the extent to which the timescales meet the requirements set out in Part 2 Paragraph 2.4.2.	50%
			2.5.2 For the extent to which all other	50%

			baseline and maximum capability requirements are addressed.	
<p>2.6 Contract and stakeholder management</p> <p>[Baseline Capability] The Bidder has provided an adequate description of how it will comply with the contract management requirements for Reporting and Financial transparency, including how it will meet the obligations set out under the Milestone Claims process and how it will interface with BDUK at the programme level. The Bidder has also included sufficient costs for contract and stakeholder management in its Financial Model.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder in its proposal has included appropriate resources and has provided confidence to the Implementing Body in describing its approach to engage with the Implementing Body and other stakeholders through the operation of the contract. This would include commitments to strong governance arrangements, to sharing data on its deployment plans to different audiences, to joint-working with Implementing Body project team, to community engagement (in particular priority areas), to demand stimulation to maximise coverage opportunities, and to managing subcontractors (in particular SMEs).</p>	<p>Bids will be scored between 0 and [10]</p> <p>A score of [0] will be awarded if the Bidder does not submit a response that is compliant with the requirements for Report and Financial transparency, or does not include costs for contract and stakeholder management.</p> <p>A score of [5] will be awarded if a Bidder's contract and stakeholder management approach achieves the baseline capability.</p> <p>A score of [10] will be awarded if a Bidder's contract and stakeholder management approach achieves maximum capability.</p>	30%		

A1.6 Tender Requirements against Evaluation Criteria

Award Criteria

Tender Requirements against Evaluation Criteria

Section 2 of Part 2 of this ITT describes the Local Body's Requirements. Appendix 2 to this Part 2 asks a set of specific questions which Bidders must answer in their bid responses. This table below:

- Maps Appendix 2 questions to the evaluation criteria – this mapping serves as a primary reference point, but note that evaluators may take into account any other relevant information provided in respect of other Appendix 2 questions
- Maps Appendix 4 Supplier Solution Document questions to the evaluation criteria – this mapping serves as a primary reference point, but note that evaluators may take into account any other relevant information provided in respect of other Appendix 4 questions
- Identifies, without limitation, key Tender Response materials relating to the Scoring Approach for each criteria

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
1. Price	1.1 Contract acceptance Bidders will be assessed on whether they have confirmed their agreement to the key commercial principles/non-negotiable terms of the draft contract in their bid response. This applies to all procurement procedures.	Not applicable		Pass/Fail Based on response to Part 3 Contract terms

	1.2 NOT USED			
	1.3 Funding availability Bidders will be assessed on whether: i) the overall subsidy requirement in the bid is within the Implementing Body’s budget; and ii) they have provided sufficient evidence (i.e. through a funding model) of their ability to fund the project (i.e. from private funding sources)	Not applicable		Pass/Fail Based on response to Bid Financial Model
1. Price cont..	1.4 Financial Model [Baseline Capability] The Bidder has ensured that the cost assumptions in its Bid Project Model are realistic and consistent with the design assumptions in their Solution and the milestone payments in the Implementation Plan. The Bidder must have completed the Bid Project Model fully so that outputs are clearly identifiable. [Maximum Capability] In addition to the baseline capability, the Bidder has evidenced a very high level of transparency and quality in its Bid Project Model and accompanying memoranda to show the key assumptions and underlying economic	Not used	SSD6.5.1 SSD6.5.2 SSD6.5.3 7.4.1	Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2 primarily using the following: - Bid Project Model - Financial Memoranda

	<p>drivers for the Bidder’s solution. The Bidder has included justification as to how its assumptions deviate from national baselines and have been customised to reflect the particular circumstances of a project. The Bidder’s Bid Project Model provides a clear understanding of where contingency has been included and of how actual costs are expected to reduce if the Bidder were to win and aggregate other contracts.</p>			
<p>1. Price cont..</p>	<p>1.5 Commercial sustainability and viability [Baseline Capability] Analysis of the Bidder’s Financial Model demonstrates how the network (and downstream retail providers) are able to operate on a stand-alone and sustainable basis for the contract term under reasonable conservative baseline assumptions considering a sensitivity analysis of adverse scenarios (including higher debt servicing costs or lower revenue per customer or lower take-up than forecast). [Maximum Capability] In addition to the baseline capability, analysis of the</p>	<p>Not used</p>		<p>Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2 primarily using the following:</p> <ul style="list-style-type: none"> - Bid Project Model - Financial Memoranda

	Bidder's Financial Model demonstrates how the business remains economically viable under a range of adverse scenarios across the value chain to allow ongoing take up and use of retail and end user services. The Bidder has also demonstrated how its subcontractor arrangements mitigate risks to the on-going service provision.			
	1.6 Funding levels Bidders will be assessed on the overall cost to the public sector of the project (either in absolute terms, on a per-premise basis, or relative to the overall private sector contribution.)	Not used		Scores will be awarded on a relative basis using outputs from the bid financial model (e.g. the bid with lowest subsidy receives full marks, and a bid 10% more expensive receives a 10% reduction in score).

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
1. Price cont..	1.7 Solution coverage at NGA speeds Bidders will be assessed on whether their coverage forecast is consistent with their Solution Design and Implementation Plans, as well as providing the required step change.	Not used	3.2.1	Calculated score using Speed and Coverage Template, followed by Judgement Based Scored Evaluation Criteria resulting in a potential adjustment to the Speed and Coverage Template score

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	Implementing Bodies may also choose to set priority areas to be covered (e.g. a business park). Bidders will be assessed on the extent of NGA coverage to target premises in the intervention area at 30Mbps and higher speeds.			
2. Quality	2.1 Solution design compliance Bidders will be assessed on whether the Solution is NGA Technology compliant.	Not applicable	2.1.1	Pass/Fail Based on response within NGA Assessment Template under 2.1.1 of Appendix 2 part 2
	2.2 Solution design quality [Baseline Capability] The Bidder adequately describes its Solution, including the service management processes for the support of the Solution and has adequate design principles including considering reuse of infrastructure, mitigating environmental impacts and minimising single points of failure). Each of the underlying infrastructures in the Bidder's solution also meets baseline standards for jitter, latency, committed information rate,	Not used	SSD2.1 SSD2.2.1 SSD3.1.1 SSD4.1.1 SSD5.1 SSD5.2 SSD5.3.1 SSD5.4 SSD5.5 SSD7.1 SSD7.2 2.1.2	Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	<p>and service levels for installation and fix (as set out in tender documents). [Maximum Capability] In addition to the baseline capability, each of the underlying infrastructures in the Bidder's Solution significantly exceed baseline standards for jitter, latency, committed information rate, and service levels for installation and fix. The Bidder provides evidence and reasonable confidence that an upgrade path is achievable in the future (e.g. to ultrafast speeds or higher), and is designed to facilitate access and extension to the network to reduce the barriers to incremental coverage (up to 100% coverage of speeds of at least 30 Mbps) in the area (either from the selected supplier or from other access seekers).</p>		3.1 3.2 3.3 3.4 3.5 3.6 3.7 3.8 4.1.1 8.1.1	
	<p>2.3 Wholesale network design / Wholesale and retail pricing [Baseline Capability] The Bidder has documented its wholesale products and services and provided a high degree of confidence that at least one ISP (which</p>	Not used	SSD8.1 5.1.1 6.1.1	Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	<p>may be the Bidder itself) will be ready to provide broadband services over the NGA infrastructure to all premises in the intervention area, and have adequately documented how their wholesale pricing is compliant with the benchmarking principles.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder's wholesale offering meets a wide range of retail and end user requirements, and has optimised its approach to attract and bring on-board ISPs to use wholesale products. The Bidder provides a high degree of confidence that it is able to attract a large number of ISPs (including major ISPs) who offer a wide breadth of services using the network.</p>			
	<p>2.4 Economic Value Add Bidders will be assessed on the extent to which they have provided credible evidence of their ability to create/safeguard jobs within the Bidder's organisation or supply chain, to create apprenticeships and/or to create</p>	Not used		For information only – not evaluated

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	opportunities for the long-term unemployed.			
	<p>2.5 Implementation Plan</p> <p>[Baseline Capability] The Bidder has provided a compliant Implementation Plan, which meets specified delivery dates for completion of network deployment (if any), and is consistent with the speeds and coverage outputs and the Bid Project Model. The Bidder has documented an acceptable approach to deployment.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder has in its proposal allowed for appropriate resources and has provided confidence to the Implementing Body in describing its approach to planning, deployment,</p>	2.5.1 Implementation Plan Timescales:	11.1	<p>Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2</p> <p>Implementation Plans will score more highly if DEFRA premises are delivered early</p>

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	<p>testing and overall project management. The Bidder in its proposal provides confidence in its approach to including sufficient contingency in its Implementation Plan and has aligned it with the Implementing Body's priorities in the coverage area, including sequencing and pace of delivery.</p>	<p>2.5.2 All other Implementation Plan capabilities:</p>	<p>SSD6.1 SSD6.2 SSD6.7 SSD7.3.1 SSD9.1 SSD9.2 SSD9.3 10.1 10.2 11.1 C6.1 C8.1</p>	<p>Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2</p> <p>For C6.1, evaluation will be made against any additional relief events proposed under contract.</p> <p>For C8.1, evaluation will be made against level and type of survey assumptions proposed under contract.</p>
	<p>2.6 Contract and stakeholder management [Baseline Capability] The Bidder has provided an adequate description of how it will comply with the contract management requirements for Reporting and Financial transparency, including how it will meet the</p>	<p>Not used</p>	<p>SSD1 SSD3.1.1 SSD6.3 SSD6.4 SSD6.6 SSD6.7 4.1.1</p>	<p>Judgement Based Scored Evaluation Criteria as set out in A1.4.2 of ITT Part 2</p>

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	<p>obligations set out under the Milestone Claims process and how it will interface with the Local Body at the programme level. The Bidder has also included sufficient costs for contract and stakeholder management in its Bid Project Model.</p> <p>[Maximum Capability] In addition to the baseline capability, the Bidder in its proposal has included appropriate resources and has provided confidence to the Implementing Body in describing its approach to engage with the Implementing Body and other stakeholders through the operation of the contract. This would include commitments to strong governance arrangements, to sharing data on its deployment plans to different audiences, to joint-working with Implementing Body project team, to community engagement (in particular priority areas), to demand stimulation to maximise coverage opportunities, and to</p>		<p>7.1 7.2 7.3 9.1</p>	

Level One Criteria	Level Two Criteria	Level Three Criteria	Award Criteria Question Ref:	Scoring Approach
	managing subcontractors (in particular SMEs).			

Appendix 2 Bidder Response to ITT

This Appendix 2 of Part 2 to this ITT asks a set of specific questions which Bidders must answer in their bid responses:



Part2_Appendix2_Bi
dder_Response_Doc

Appendix 3 Speed and Coverage Template

This Appendix 3 to Part 2 to this ITT set out the Speed and Coverage Template, to be completed by Bidders as part of their responses:

The document is provided as a standalone document.

Appendix 4 Supplier Solution Document



Part2_Appendix4_S
upplier_Solution_Dc

Appendix 5 Compliance Matrix



Part2_Appendix5_C
ompliance_Matrix_V

Appendix 6 Bidder Completion Checklist

Response	Complete?
Part 1, Appendix 3: Certificate of Non Collusion	
Part 1, Appendix 4: Code of conduct, Use of Existing Infrastructure	
Part 1, Appendix 5: Expression of Interest Form	
Part 2, Appendix 2: Bidder Response to ITT	
Part 2, Appendix 2: NGA Technical Assessment Template	
Part 2, Appendix 3: Speed and Coverage Template	
Part 2, Appendix 4: Supplier Solution Document	
Solution Component Template(s)	
Wholesale Product Template	
Part 2, Appendix 5: Compliance Matrix	
Part 2, Appendix 6: Bidder Completion Checklist	
Part 3, Terms & Conditions of Contract: Completed Schedules <ul style="list-style-type: none"> • Schedule 3.1 – Supplier Solution – Test Strategy • Schedule 3.3 – Key Subcontractors • Schedule 3.4 – Key Personnel Appendix 	

<ul style="list-style-type: none"> • Schedule 4.1 – Implementation – Appendix 2 Implementation Plan and Project Plan • Schedule 4.1 – Implementation – Appendix 4 – Survey Assumptions • Schedule 5.1 – Milestone Payments & Claims Procedure – Appendix 1 – Milestone Payment table 	
<p>Part 4: Financial Memoranda</p>	
<p>Part 4, Appendix 1: Bid Project Model</p>	
<p>Part 4, Appendix 2: Statement of Assurance</p>	