APPENDIX 2

QUEENS PARK CULLEN DEMOLITION AND SITE CLEARANCE CONTRACT

EVALUATION AND AWARD CRITERIA

Award Criteria	Weighting (%)
Quality	40%
Mandatory Question (Case studies)	Pass/Fail
Social Value	10%
Cost	50%
Total	100%

SCORING FOR QUALITY/SOCIAL VALUE QUESTIONS

Score	Acceptability	Description
0	The information required is either omitted or fundamentally fails to meet the relevant submission requirements to address the Council's requirements. Insufficient evidence to demonstrate that the relevant submission requirements or the Council's requirements can be met.	**Unacceptable**
1	Significant omissions, serious and / or many concerns.	**Major reservations**
2	The information submitted has some minor omissions in respect of the relevant submission requirements. The tender satisfies the basic requirements in some respects but is unsatisfactory in other respects and raises some concerns.	**Some Reservations**
3	The information submitted provides some good evidence to meet the relevant submission requirements or the Council's requirements, is satisfactory in most respects and there are no major concerns.	**Satisfactory**
4	The information submitted provides good evidence that all the relevant submission requirements or the Council's requirements can be met. Full and robust response, any concerns are addressed so that the proposal gives confidence.	**Good**
5	The information submitted provides good evidence that all the relevant submission requirements or the Council's requirements can be met and the proposal exceeds expectations. Exemplary in the industry, provides full confidence and no concerns.	**Outstanding**

SCORING/FINANCIAL CRITERIA FOR COST ASSESSMENT

Ratios	Max Score
1. Liquidity	**5**
Current assets divided by current liabilities.	
Current assets include items such as cash and cash equivalents, inventory, amounts receivable (or debtors) and other items classified as current assets in the Lead Construction Contactor(s)' audited financial statements. Current liabilities include items such as short term debt, amounts payable (creditors), other short term liabilities and any other items classified as current liabilities.	
2. Gearing Ratio	**5**
Long term borrowings divided by total equity.	
Long term borrowings include debentures, preference shares, finance leases, loans from group companies, and other long term loans. Total equity includes equity share capital, all reserves and retained earnings.	
3. Interest Payment and Cover	**5**
The interest coverage ratio, also known as times interest earned, measures a company's cash flows generated compared to its interest payments. The ratio is calculated by dividing EBIT (earnings before interest and taxes) by interest payments.	
4. Efficiency/Return on Capital Earnings (ROCE)	**5**
The Return on capital employed (ROCE) is a financial ratio that measures a company's profitability and the efficiency with which its capital is employed. ROCE is calculated as: ROCE = Earnings before Interest and Tax (EBIT) / Capital Employed.	
5. Operating Profit Ratio	**5**
Operating Profit is a ratio used to calculate the percentage of profit a company produces from its operations, prior to subtracting taxes and interest charges. It is calculated by dividing the operating profit by turnover	
6. Debtors	**2**
The debtor turnover ratio measuring how efficiently a firm uses its assets. It can be calculated by dividing the trade debtors by turnover.	
7. Creditors	**2**
The creditor turnover ratio indicates how many times a company pays off its suppliers. It also measures how a company manages paying its own bills. It is calculated by taking the total creditors divided by cost of sales and other operating expenses.	
8. Stock	**0**
The stock turnover is a ratio showing how many times a company has sold and replaced stock during a given period. It is calculated as sales divided by stock.	
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Overall Score	

EVALUATION GRID

Quality		Weighting	A		B		C	
		5	Score	Result	Score	Result	Score	Result
1	Methodology	15.0%	4	12.00%	2	6.00%	4	12.00%
2	Planning & Programme	10.0%	4	8.00%	2	4.00%	3	4.80%
3	Safety	5.0%	4	4.00%	2	2.00%	4	4.00%
4	BREEAM	5.0%	4	4.00%	3	3.00%	4	4.00%
Total out of 35%		**35%**	**28.00%**		**15.00%**		**24.80%**	

Sust & Circ	Weighting	A		B		B	
	5	Score	Result	Score	Result	Score	Result
Circular Economy - Q1	3.0%	4	2.40%	4	2.40%	4	2.40%
Circular Economy - Q2	1.0%	4	0.80%	3	0.60%	5	1.00%
Sustainability	1.0%	3	0.60%	2	0.40%	3	0.60%
Total out of 5%	5%	3.80%		3.40%		4.00%	

Social Value		Weighting	A		B		C	
		5	Score	Result	Score	Result	Score	Result
5	Social Value	**3%**	5	**3.00%**	4	**2.40%**	3	**1.80%**
6	Social Value	**3%**	5	**3.00%**	4	**2.40%**	3	**1.80%**
7	Social Value	**4%**	5	**4.00%**	4	**3.20%**	4	**3.20%**
Total out of 50%		**10%**	**10.00%**		**8.00%**		**6.80%**	

Commercial		Weighting	A	B	C
8	Costs submission	50%			
Total		**50%**	**50.00%**	**37.77%**	**45.18%**

Summary	Weighting	A	B	C
Quality	35%	28.00%	15.00%	24.80%
Sustainability & Circular Economy	5%	3.80%	3.40%	4.00%
Social Value	10%	10.00%	8.00%	6.80%
Commercial	50%	50.00%	37.77%	45.18%
Total	**100%**	**91.80%**	**64.17%**	**80.78%**

Ranking	A	B	C
Ranking	1	3	2