

APPENDIX 2

ORACLE CLOUD IMPLEMENTATION SERVICES

TENDER EVALUATION SCORING

Table 1

	Contractor A	Contractor B	Contractor C	Contractor D
Total Lot Price (£) ¹	£2,035,830.00	£2,823,595.50	£2,947,832.00	£2,456,887.50
Quantitative Price Score	100.00%	72.10%	69.06%	82.86%
Weighted Quantitative Price Score (55%)	55.00%	39.66%	37.98%	45.57%
Qualitative Price Score (Price confidence question) (5%)	3.33%	3.33%	3.33%	3.33%
Total Price Score (60%)	58.33%	42.99%	41.31%	48.90%

Table 2

Criteria	Weighting	Contractor Score			
		A	B	C	D
Approach to designing, configuring and migrating the existing Brent EBS R12 solution to Oracle Cloud: including the delivery of a proven prototype built Public Sector Cloud solution	10%	6.67%	6.67%	6.67%	10.00%
Design delivery approach to successfully deliver Oracle cloud optimisation	3%	2.00%	2.00%	2.00%	3.00%
Resource plan that demonstrates capability and capacity, from only highly experienced UK based resources, to design, build, transition and handover to Brent for first line service operational support	3%	2.00%	1.00%	2.00%	3.00%

¹ Total Lot Price used for evaluation purposes only

Data Migration delivery approach to migrate from Brent EBS R12 solution to Oracle Cloud including all stages of extraction, transformation and load plus support to business reconciliation	3%	3.00%	2.00%	2.00%	2.00%
Testing delivery approach to include test strategy, test plans, test scripts, results and defect management logs	3%	2.00%	2.00%	2.00%	2.00%
Training delivery approach with appropriate skills and proven methodology and techniques to provide training to Brent staff	3%	2.00%	2.00%	2.00%	2.00%
Approach to working with a client and demonstrable understanding of the issues faced by Local Authorities	3%	2.00%	2.00%	2.00%	2.00%
Approach to providing appropriate documentation and effective knowledge transfer to in-house service management teams and resources	2%	1.33%	0.67%	0.67%	1.33%
Approach to stakeholder management including addressing the challenges of migrating users to Oracle Cloud	2%	1.33%	1.33%	1.33%	1.33%
Identification of key risks, and associated mitigations	2%	1.33%	1.33%	1.33%	1.33%
Approach to the critical assessment of Oracle cloud design and configuration matched with an ability to recommend improvements/alternatives e.g. PaaS solutions	1%	0.67%	0.67%	0.33%	0.67%
Co-working with internal staff and existing external suppliers	1%	0.67%	0.67%	0.33%	0.67%
Approach to solving problems as they occur	1%	0.67%	0.67%	0.33%	0.33%
Delivering collaborative decision-making	1%	0.67%	0.67%	0.67%	0.67%
Approach to sharing knowledge and experience to build internal expertise and capacity	1%	0.67%	0.33%	0.67%	0.67%
Attitude towards making mistakes and how this is addressed and communicated to the customer	1%	0.67%	0.67%	0.67%	0.67%
Quality Total	40%	27.67%	24.67%	25.00%	31.67%
Price	60%	58.33%	42.99%	41.31%	48.90%
Total Score	100%	86.00%	67.66%	66.31%	80.57%