Appendix A
Tender evaluation

1.   THE AWARD CRITERION

Award of the contract will take place on the basis of the award criterion best price-quality ratio.

In this connection, the contracting entity will apply the following sub-criteria:

1. **Price 40 %**
   evaluated on the basis of the total evaluation technical price specified in Appendix 4: Pricing Schedule
2. **Quality 60 %**
   evaluated on the basis of the following sub-sub-criteria:
   Note: **[An]** *cross-references to the Tender Submissions in Section 5.1 of the Employer's Requirements (Specific)*

Sub – sub - criteria	Weight
Programme [A1] – The contracting entity's evaluation of this sub-sub-criterion will be an overall assessment of the overall robustness of the programme based on the following: Show how the works can be programmed to be completed to permit the first rehearsal on stage on the 31st July 2022. Show the required resourcing, work patterns and labour rates. Explain how contingency and risk have been included in the programme. Include milestones for: • Completion of key design steps • Key procurement deadlines • Completion of onsite investigations • Completion of high programme risk activities • Checkpoints on the critical path As part of the risk management strategy identify opportunities for accelerating the programme to recover programme slippage.	20%
Technical Approach [A2] – Full description of the technical approach intended to be followed. The evaluation will be an overall assessment on the robustness of the Technical Approach based on the following key criteria: • Details of the Podium Elevator winches – specifically the size of the hauling ropes and the justification for how they will achieve the required levelling tolerance and how the winches will fit in the available space with compliant wire rope fleet angles • Details of the LinkLifts to be used on the Backcloth Elevator – specifically justification of the LinkLift drive and coupling	30%

arrangements to ensure equal load sharing between LinkLift units • Changes to the drives and control system – specifically the level of system availability and minimum single points of failure offered by the proposed redundant sensors and spare drive configuration	

Team [A3] – Assess relevant experience of:
  1. Lead mechanical designer
  2. Lead electrical designer
  3. Lead control system engineer
  4. Site mechanical installation manager
  5. Site electrical installation manager
  6. Project manager
 	
The contracting entity's evaluation of this sub-sub-criterion will be an overall assessment of the Tendering Team's capability based on the following:
• Accumulated experience, particularly with similar upgrade works rather than all new installations.
• Formal qualifications, ideally to degree level, with evidence of continuing professional development.
• Evidence of the team's experience using best practice CAD, ECAD tools.
	10%

Total	**60%**

The percentage rates indicate the weighting of each sub-criterion in the tender evaluation. The weighting of the sub-sub-criteria under each sub-criterion is the weighting indicated.

2. EVALUATION METHOD – SCORING MODEL WITH FINANCIAL FRAMEWORK

2.1 Introduction

For the evaluation of which tender offers the best price-quality ratio, the contracting entity uses a scoring model with a financial framework.

The scoring model is based on a comparison of the total weighted number of points achieved by the tenders under the sub-criteria "Price" and "Technical Approach".

The tender having achieved the highest number of points will be found to have offered the best price-quality ratio.

The details of the scoring model are described in the following paragraphs.

2.2   Points for the financial sub-criterion

With regard to the financial sub-criterion "Price," each tender will be awarded points in accordance with a financial framework. The evaluation will be based on an evaluation-technical price calculated as stated in paragraph 1.

The financial framework is lowest price + 50%.

The compliant tender with the lowest evaluation-technical price is awarded the highest number of points on the scale (maximum points).

Tenders with an evaluation-technical price that exactly matches the financial framework (lowest price + 50 %) or exceeds this framework are awarded the lowest number of points on the scale (minimum points).
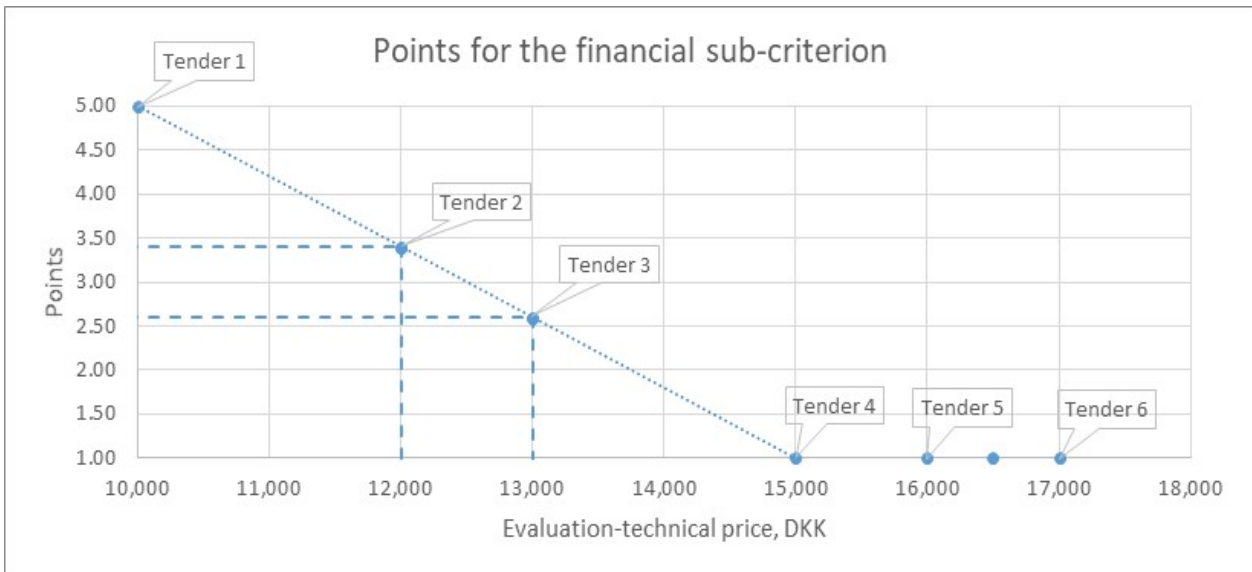
Tenders with an evaluation-technical price that lies within the financial framework are awarded points by linear interpolation:

$$Points\ by\ linear\ interpolation =$$

$$Maximum\ points - \left(\frac{(maximum\ points - minimum\ points)}{gradient}\right) * \frac{(price\ of\ tender - lowest\ price)}{lowest\ price}$$

In the formula, *price of tender* constitutes the evaluation-technical price of the tender in question which, using the formula, is awarded points by linear interpolation; *lowest price* is the evaluation-technical price of the compliant tender offering the lowest price; and the *gradient* is the addition to the lowest price on which the financial framework is based.

The graph below illustrates the contracting entity's award of points in accordance with the financial framework scoring model.
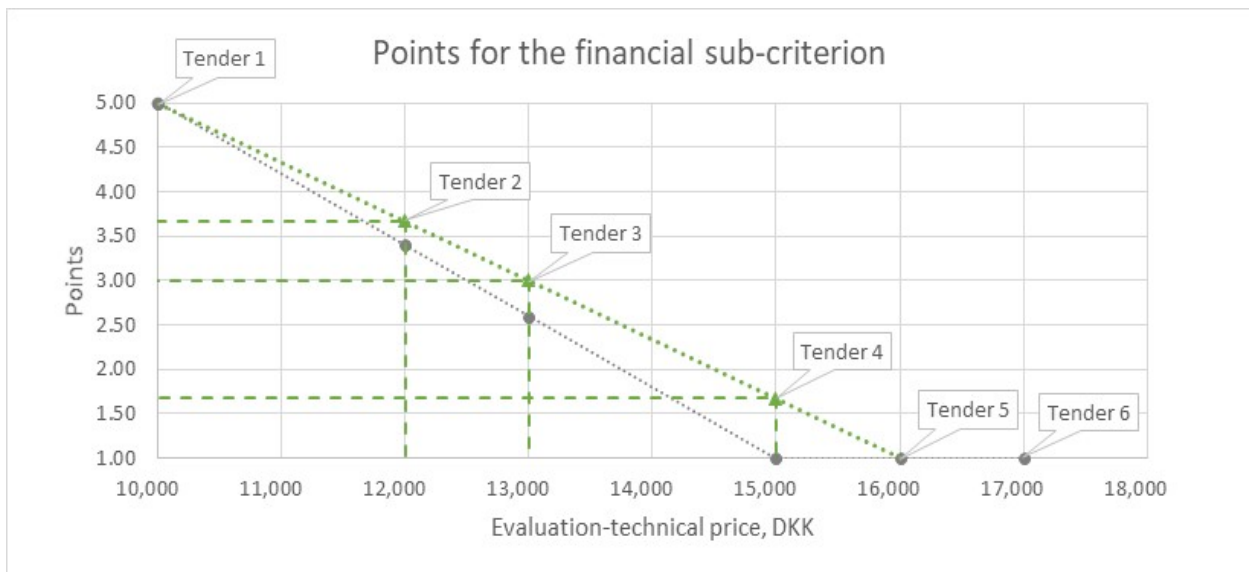
Points for the financial sub-criterion

In the example, the financial framework is DKK 15,000 (lowest price + 50 % = DKK 10,000 + DKK 5,000).

2.2.1   *Correction model extension of financial framework*

If one or more tenders lie outside the financial framework, and the tender which, overall, stands to achieve the highest total number of points for price and quality is included in this category, the financial framework will be increased up to and including the price of the tender in question. Then new points in accordance with the new financial framework will be awarded.

The graph below illustrates how the contracting entity will award new points when this correction model applies.

Points for the financial sub-criterion

In the example, the financial framework has been increased since Tender 5 lies outside the financial framework and stands to achieve the highest total number of points for price and quality. The correction means that the financial framework (in the example, lowest price + 50 %) is increased up to and including the price of Tender 5. The financial framework is then DKK 16,000, which corresponds to a gradient of 60 %.

2.3   Points for the qualitative sub-criteria

With regard to the qualitative sub-criterion "Technical Approach", each tender will be awarded points in accordance with a qualitative evaluation.

The qualitative evaluation will be performed for each sub-sub-criterion under the qualitative sub-criterion. The qualitative evaluation will be performed in accordance with the evaluation basis of the sub-sub-criterion in question, see paragraph 1.

The qualitative evaluation will be based on the following descriptive scale:

- *Excellent (10 points)*
- *Extremely satisfactory (9 points)*
- *Very satisfactory (8 points)*
- *Above satisfactory (7 points)*
- *A little above satisfactory (6 points)*
- *Satisfactory (5 point)*
- *A little below satisfactory (4 points)*

- *Below satisfactory (3 points)*
- *Less than satisfactory (2 points)*
- *Not satisfactory (1 point)*

With the qualitative evaluation, the contracting entity will award the number of points that corresponds to the evaluation on the descriptive scale. Only whole points will be awarded, i.e. no decimals.

The number of points awarded in accordance with a sub-sub-criterion will be included with the weighting of the sub-sub-criterion in the calculation of the overall number of points awarded to the qualitative sub-criterion to which the sub-sub-criterion belongs.

The total number of points awarded to the qualitative sub-criterion is calculated using the following formula:

$$\text{Points for subcriterion} = \left(\begin{matrix} \text{Points for sub} - \text{sub} - \text{criterion 1 x} \\ \text{Weighting of sub} - \text{sub} - \text{criterion 1} \end{matrix} \right) + \left(\begin{matrix} \text{Points for sub} - \text{sub} - \text{criterion 2x} \\ \text{Weighting of sub} - \text{sub} - \text{criterion 2} \end{matrix} \right) + \left(\begin{matrix} \text{Points for sub} - \text{sub} - \text{criterion 3 x} \\ \text{Weighting of sub} - \text{sub} - \text{criterion 3} \end{matrix} \right) + \left(\begin{matrix} \text{Points for sub} - \text{sub} - \text{criterion 4 x} \\ \text{Weighting of sub} - \text{sub} - \text{criterion 4} \end{matrix} \right)$$

At sub-criterion level, the overall number of points may consist of a decimal numeral. The decimal numeral will not be rounded off when identifying the tender with the best price-quality ratio.

2.4 Identification of the tender with the best price-quality ratio

Finally, the overall number of points for each tender will be calculated.

The total number of points represents the sum of the weighted number of points for the sub-criterion and is calculated using the following formula:

$$\text{Total number of points} = \left(\begin{matrix} \text{Points for subcriterion 1 x} \\ \text{Weighting of subcriterion 1} \end{matrix} \right) + \left(\begin{matrix} \text{Points for subcriterion 2x} \\ \text{Weighting of subcriterion 2} \end{matrix} \right) + \left(\begin{matrix} \text{Points for subcriterion 3 x} \\ \text{Weighting of subcriterion 3} \end{matrix} \right)$$

The total number of points will not be rounded off.

The tender having achieved the highest number of points in total will be found to have offered the best price-quality ratio.

See the calculation example below.

Example:

Sub-criteria	SUP-PLIER 1	SUP-PLIER 2	SUPPLIER 3
Sub-criterion 1 (50 %)	5.00 points	4.50 points	1.00 point
Sub-criterion 2 (30 %)	2.50 points	4.00 points	5.00 points
Sub-criterion 3 (20 %)	2.00 points	4.50 points	5.00 points

Calculation of total number of points

$$\text{SUPPLIER 1} = (5.00 \text{ points} \times 50\%) + (2.50 \text{ points} \times 30\%) + (2.00 \text{ points} \times 20\%) = 3.65 \text{ points}$$

$$\text{SUPPLIER 2} = (4.50 \text{ points} \times 50\%) + (4.00 \text{ points} \times 30\%) + (4.50 \text{ points} \times 20\%) = 4.35 \text{ point}$$

$$\text{SUPPLIER 3} = (1.00 \text{ point} \times 50\%) + (5.00 \text{ points} \times 30\%) + (5.00 \text{ points} \times 20\%) = 3.00 \text{ point}$$

Given that SUPPLIER 2 has achieved the highest number of points, SUPPLIER 2 is considered to have offered the best price-quality ratio.