

Part 1, Appendix 2 – Tender Qualitative Criteria

10.1 Minimum Requirements in Relation to Economic and Financial Standing

10.1.1. As part of the evaluation process the Council will assess the economic and financial standing of Tenderers.

10.1.2. The evaluation will be carried out based on the past 2 years of financial accounts available on the Companies House website.

10.1.3. If the accounts on Companies House are abbreviated, or not the latest available accounts, please provide full financial accounts for the past 2 years with your tender submission, tenderers who fail to provide accounts with the necessary information will be excluded from further consideration.

10.1.4. If your latest set of audited accounts on Companies House, relates to a period more than 12 months before the date of the submission of the ITT, please provide a copy of your most recent business plan, budget or similar documents that includes financial projections for the current year.

10.1.5. Tenderers are required to notify the Council of any material adverse events (e.g. post balance sheet events) that have occurred since the submission of the latest audited financial statements that are likely to have an impact on the assessment of the tenderers financial and economic standing.

10.1.6. The information in the accounts will be used to calculate the following key finance ratios as set out in Annex A:

Gearing

Return on Capital Employed

Positive Shareholder Funds at the Accounting Date

Net Profit Margin

Evaluation of the financial information provided, except where stated otherwise, will be based on a two-year average which will be scored to determine the financial capacity and capability of each tenderer.

Tenderers who score less than 50% will not proceed further in the tender evaluation process.

10.1.7. The Council reserves the right to request additional information (e.g. management accounts, interim statements) in support of the assessment of financial and economic standing; and to seek appropriate assurances from the Tenderer, to ensure that Tenderer can deliver the project.

10.1.8. In addition, the Council will validate the financial calculations made by the Council; and review the tenderers score check grade for risk assessment and business failure as per Equifax. If the Tenderer fails to achieve a score above a C minus, the Council may require further information to be provided to the reasonable satisfaction of the Council, to demonstrate the Tenderer's current economic and financial standing.

10.1.9. The Council will continue to monitor the financial standing and stability of the tenderer (i.e. Equifax reports throughout the tender evaluation and award process to satisfy itself that the on-going financial standing and stability of the tenderer is not likely to deteriorate and thus adversely impact the Tenderer's ability to deliver the project.

10.1.10. The Tenderer shall notify the Council of any circumstances that it considers will have a material impact on the financial standing of the Tenderer.

10.2 Minimum Requirements

Bidders are required to pass all of the Minimum Requirements detailed below. Where any bidder has been awarded a "fail" for any of the Minimum Requirements (A, B, C, D, E, F or G) that response will be rejected and not considered any further. Any information given outside of the word limits stated below will not be factored into the evaluation.

Minimum Requirements – Pass / Fail

Criteria	Assessment Method
A Please confirm that you a Mayors Construction Academy Quality Marked training provider.	Mayors Construction Academy Registered Training Provider Pass: Evidence of Mayors Construction Academy Quality Mark Fail: Is Not a registered provider
B Please confirm that you are on the Register of Apprenticeship Training Providers (RoATP) will be in a contractual relationship with a provider who is, and who will provide this function. https://www.gov.uk/guidance/register-of-apprenticeship-training-providers	Register of Apprenticeship Training Providers (RoATP) Pass: Evidence to support being on the RoATP or explanation of how you are engaged with a provider who is registered and an outline of what their role is. Fail: No evidence of being on the register and no explanation of how you are partnered with a RoATP accredited provider.
C Please confirm that you are provider of digital skills and ESOL or have a working relationship with a sub-contracting partner who has capacity to run Basic Skills provision targeted at Residents of the Edmonton Wards.	Digital Skills and ESOL Pass: Evidence provided that you are a provider of digital skills and ESOL or can outline the capacity of a sub-contracting partner and the relationship with them. Fail: No evidence or explanation of providing digital skills and ESOL directly or through a sub-contracting partner.

D

Monitoring the progress of individuals following the training programme is essential to identify the success or failures of the provision of training, and the retention of trainees, and specific underrepresented groups in the construction sector after completing training courses or apprenticeships. Outline your approach to monitoring and how you would resource this activity.

Word count 500

E

Provide a summary of your organisations Environmental Sustainability strategy, and how you apply this to the operation of the Academy

Word count 500

F

Confirmation of capacity to deliver the KPI's associated with the Meridian One Development, and the projected flow of learners associated with the Boroughs capital construction programme contained within appendix G.

Monitoring

Pass: Provides assurance that the resources and approach to ongoing learner career progression will result in high quality evidence of course success, and career progression, and retention in the construction sector

Fail: Does not provide sufficient detail of the resources and approach to ongoing monitoring of trainees' career progression

Sustainability

Pass: Provides a concise and coherent summary of the organisations strategy and how it will be practically applied to the operation of the centre.

Fail: Does not explain the key elements of the organisations strategy to ensure an environmentally sustainable approach to the operation of the academy.

KPI Compliance

Pass: Addressed in Question 2 of the Qualitative Evaluation Section. The provider has addressed that they will meet the KPIs as set out in Appendix G, providing a commentary on how their planned provision will be able to meet the requirements anticipated for the Borough Schemes, and suggesting any revisions to the projected requirements for pre-construction and pre-apprenticeship course delivery.

Fail: In the answer to Question 2 of the Qualitative Evaluation Section the provider has not been able to provide any evidence that they can support the flow of learners or the KPIs.

G

Please provide a statement committing to paying all staff, including support staff, such as cleaning and catering staff the London Living Wage of £10.85 per hour.

London Living Wage

Pass: Commits to paying all staff, including support staff, such as cleaning and catering staff the London Living Wage of £10.85 per hour.

Fail: Does not commit to paying all staff and support roles London Living Wage.

10.3 Quality Criteria (80%)

Providers shall respond to each quality question set out below.

The percentage score allocated to each quality question is detailed in the table along with any limitation to the length of response required. Providers are to use font style Arial, size 12pt. The word count, unless where stated in the table below, includes executive summaries and tables but excludes, headings, images, diagrams and charts. However, the excluded diagrams, images and charts must **not** be used to introduce additional information other than that already provided in the body of the main question response, any such new information included in this context will not be scored. Any information given outside of the word limit will not be factored into the evaluation.

Criteria	Weighting	Word Count / Page Limit
1 Business Plan Please provide a description of your business proposition from the indicative cashflow, that you will have completed in the pricing schedule. This should describe the underlying assumptions that underpin your financial profile, identifying key risks and opportunities.	10% 10%	2000 Words
2 Recruiting Learners from Priority Groups Explain how you will engage trainees to meet or exceed the minimum requirement set out in the Target KPI's (Appendix G). Please include how you will work with partners to identify potential candidates for the skills academy courses. Particular attention should be paid to how you will	5% 5%	500 Words

engage our priority targets

Groups:

- Residents aged 18-24 not in employment, education or training
- Young offenders
- Young people leaving care
- Ex-offenders
- Former Service Personnel
- Residents ages 50+ unemployed for a year or more
- Learners with Special Educational Needs or Disabilities

Explaining how you will also ensure you target opportunities to unemployed residents in the three Edmonton wards.

3 Pre-Employment Training, Work Placements and Job Brokerage 20%

2000

a. Pre-Construction Training 10%

Please detail your organisational experience in the delivery of pre-construction training, and your intended approach to delivery at the Enfield Skills Academy in Meridian Water to local unemployed residents of Enfield.

b. Work Placements and Jobs Brokerage 10%

Describe your intended approach, including staff resources dedicated to the delivery of:

- supporting students who graduate from pre-construction and pre-apprenticeship courses
- working with learners to help them secure work

placements to bolster their CV, and in turn to secure full-time paid employment with our construction supply chain, and the wider London Construction Sector.

to ensure that the Council meets its employment outcomes.

4 A Responsive Curriculum **10%**

a. Developing a Responsive Curriculum: 2.5% 2000 Words

Describe how you will engage with construction companies to collaboratively develop a responsive and bespoke curriculum that met their skills requirements. Evidence your response by using examples of where you have previous engaged with construction contractors to develop your curriculum. Include two examples of your engagement of construction companies and detail the key metrics success of course delivery.

b. Analysis of Labour Flow and Indicative Curriculum: 7.5%

Referring to the projected construction labour flow data provided in Appendix I, please:

- Outline your initial proposed curriculum for the provision training for candidates who pass their initial pre-construction training course, in order to

provide industry recognised qualifications at Level 2 and above.

- Provide details of your approach to developing a suitable talent pool of candidates to take up Skilled Trade Apprenticeships, and how you would use you or your subcontractor's status as an apprenticeship training agency to optimise the number of additional skilled trade apprenticeships that can be supported.

- Provide a profile of course responding to the anticipated demand, delivered over the 5-year duration of the contract. (assuming a March 2022 opening date). This should be broken down by quarter, identifying which of the 28 key construction trades provision would be focused upon and when.

5 Provision of Basic Skills Training and Community Use of the Skills Academy Facilities **5%**

a. Basic Skills Training **2.5%**

500
Words

Please set out your approach for the provision of non-construction basic skills training, which must include English/ESOL, Maths and Digital Skills. Your response should include:

- Your proposed delivery partners
- The curriculum
- The hours of teaching time

- The target number of learners throughout the duration of the contract.
- Indicative timetable, including specific consideration of evening and weekend provision of basic skills training.

b. Community Use of the Skills Academy Facilities 2.5%

Please set out your approach to enabling and promoting the utilisation of the Skills Academy's facilities for use by community groups during unused periods, including on evenings and weekends.

6 Schools and Colleges Engagement Programme 10%

Please set out your approach to the operation of your proposed school and college careers development programme, your response should include:

- partnership arrangements with subcontractors
- industry bodies and other partners including Edmonton focused community organisations

to coordinate and host regular school and college visits to the centre, with the ultimate aim of promoting the construction industry to young people in Enfield, ensuring that the flow of learners into the Skills Academy is reflective of the Edmonton Community, with specific regard to BAME people and Women's representation in the construction workforce.

500
Words

7 Communications 5%

a. Local Promotional Activities:

2.5%

500 Words

Outline your approach to publicising and promoting the Academy to local residents, to residents in the Edmonton Wards, to the rest of Enfield and to adjacent boroughs, in that order of priority.

b. Regional and National Public Relations:

2.5%

Outline your approach to building and sustaining a regional and national profile for the Enfield Skills Academy, which promotes not only your organisation, but also provides a positive press and industry recognition for the Council, Vistry and additional project partners.

You should include an outline of marketing and PR Strategy which should seek to ensure there a constant flow of appropriate marketing material, case studies, articles and stories articles that raise the profile of the centre regionally, and nationally.

8 Provision of Additional Basic Skills 5%

a. Skills for Retrofitting and Place Management

2.5%

1000 Words

With reference to Repair and Maintenance Labour Projections in Appendix I and the trades profile for retrofitting outlined in appendix J, Please outline your capacity and experience to provide:

- specialist trades associated with the retrofitting of private and public sector housing
- Provision of training for Repair and Maintenance roles and estate management functions, such as horticultural maintenance and security /stewarding.

b. Additional Training Activities

2.5%

Please set out any additional training activities that you plan to deliver at the centre, explaining how you will ensure they provide additional opportunities for residents in Edmonton and the wider borough or adjacent boroughs where appropriate.

9 Equality, Diversity & Inclusion

10%

The Council has a duty to promote equality, diversity and inclusion, and it recognises the issue of diversity specifically within the construction sector.

1000 Words

a. Equality, Diversity and inclusion for learners

7%

Provide details of your proposed approach to

creating new opportunities for under-represented and marginalised groups through the Enfield Skills Academy.

Your response should reference:

- The long-term strategy you would deploy to ensure there is significant positive change over the duration of the contract.
- The partners (where applicable) you will work with over the duration of the contract, specifying their specific responsibilities.
- Previous examples.

b. Equality, Diversity and Inclusion within your Workforce 3%

Please set out your organisations approach to improving equality, diversity and inclusion in the workplace to for the duration of the contract.

Total 80(%)

10.4 Price Criteria

Providers shall complete Section 3 (Pricing Schedule), which sets out a 5-year financial profile. Income will be collected by the Council through the lease for the use of the Skills Academy Buildings by the Managed Learning Provider.

The Council will not be setting a lease amount; however, the lease will be set through competition with the highest lease amount offered to the Council obtaining the maximum score of 15%, and the highest capital investment in the asset obtaining a maximum score of 5%.

Criteria	Demonstrated by	Weighting
Price	Completed Pricing Schedule (Section 3)	20%