

APPENDIX Ci – SELECTION QUESTIONNAIRE EVALUATION QUESTIONS AND SCORING CRITERIA

Section 6	Technical and Professional Ability
6.1	<p>Collaborative Working (15%)</p> <p>In no more than 2,000 words, please demonstrate, with reference to up to three case studies which are current or have been completed within the past five years, evidence of your participation in partnerships to facilitate the delivery of mixed-use development projects.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • previous involvement in long term partnerships with public sector organisations to deliver mixed-use development projects, with local authorities where possible; and describing how conflicts due to opposing views, objectives or priorities were mitigated; • previous experience of bringing together and then working with multiple local stakeholders, together with effective, transparent and frequent community engagement. <p>As part of the relevant supporting information and evidence requested, Bidders should provide two referees in the form set out in Appendix 3 of this document (SQ Document 2) to support the case studies presented in response to this question. For clarity, a total of two referees are required, not two referees per case study. Referees are not included within the 2,000 word count.</p> <p>The Council reserves the right to approach at least one of these referee organisations to confirm the standard of execution of these contracts in the areas set out in Appendix 3.</p> <p>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the requirements should be addressed within your answer.</p>
6.2	<p>Development Experience (20%)</p> <p>In no more than 2,000 words, please evidence, with reference to up to three case studies which are current or where phases have been completed within the past five years, your participation in master planning a mixed-use development, with a city/town centre regeneration focus if possible, as well as developing marketing, sale and letting</p>

Section 6	Technical and Professional Ability
	<p>strategies for those schemes.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • previous experience of delivering mixed-use town/city centre schemes on a phased (incremental) basis; • evidence of delivering meanwhile uses prior to development; • previous experience of assembling and managing a professional team delivering exemplary quality outcomes, including where working with more than one architectural practice; • experience of delivering development in a heritage setting with in - situ archaeology; • understanding of the global and UK real estate markets for residential, commercial and creative workspace, including the creation and execution of a marketing strategy for each of these; and • your approach to maximising social value during the development period (e.g. jobs, training, supply chain, meanwhile uses). <p><i>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the requirements should be addressed within your answer.</i></p>
6.3	<p>Long term placemaking (20%)</p> <p>In no more than 1,500 words, please demonstrate, with reference to up to three case studies which are current or that have been completed within the past five years, how you have successfully delivered projects with a strong placemaking agenda and long-term vision.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • evidence of successful delivery of exemplary ground floor spaces and public realm which is activated and curated; • experience of working with adjacent landowners to create a cohesive, permeable and attractive environment; • creation of long term social and financial value to the wider area through community initiatives or similar strategies; and • approach to the long-term management, activation and curation of a completed development including experience of sourcing and contracting with appropriate operators capable of curating varied tenants at different price-points. <p><i>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to</i></p>

Section 6	Technical and Professional Ability
	<i>address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the requirements should be addressed within your answer.</i>
6.4	<p>Design and Planning Approach and Implementation (12.5%)</p> <p>In no more than 1,000 words, please demonstrate, with reference to up to three case studies which are current or that have been completed within the past five years, your approach to masterplanning and achieving planning consent.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • successfully working with defined planning frameworks (e.g. a Supplementary Planning Document (SPD) and Heritage Area) and obtaining planning permission for major mixed-use schemes. Your response should include how you worked up any masterplan and subsequent detailed phases, and how you addressed planning challenges; and • effective approach to the preservation of archaeology; and • successfully progressing and concluding Section 106 agreement negotiation. <p><i>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the requirements should be addressed within your answer.</i></p>
6.5	<p>Sustainability (12.5%)</p> <p>In no more than 1,500 words, please demonstrate, with reference to up to three case studies which are current or that have been completed within the past five years, your approach to sustainability and the delivery of sustainable developments.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • evidence your track record of delivering net zero carbon development or where you have delivered development which exceeds regulatory requirements from a sustainability perspective. This should include how you set, monitored and delivered the sustainability standard and if possible, evidence the ‘in use’ performance outcomes; • your approach to delivering and measuring social value; • previous experience of bringing sustainable design, construction and technical innovation to developments; and • your approach to delivering sustainable transport infrastructure. <p><i>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in</i></p>

Section 6	Technical and Professional Ability
	<p><i>accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the requirements should be addressed within your answer.</i></p>
6.6	<p>Capital and Financing (10%)</p> <p>In no more than 1,000 words, please demonstrate, with reference to up to three case studies which are current or that have been completed within the past five years, how you have accessed and secured capital and/or financing to fund similar projects to this opportunity.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • similar projects where finance has been sourced; • track record with funding partners; • approach to securing funding; • type of funding secured; and • management of funding over the lifecycle of projects. <p><i>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the requirements should be addressed within your answer.</i></p>
6.7	<p>Management of Construction Delivery (10%)</p> <p>In no more than 1,000 words, please demonstrate, with reference to up to three case studies which are current or that have been completed within the past five years, how you have managed the procurement of construction and supply chains for similar projects to the opportunity.</p> <p>Your answer should address the following requirements:</p> <ul style="list-style-type: none"> • experience in different forms of procurement and approach to risk and quality management; • experience of managing supply chains to ensure high quality output and standards are maintained; • effective cost management and contingency planning; • minimising long-term costs over the lifecycle of projects; and • managing health, wellbeing and safety of subcontractors. <p><i>Each case study submitted in response to this question will not be evaluated in isolation. The Council will evaluate the answer as a whole in accordance with the scoring criteria set out in paragraph 4 of SQ Document 1 (Instructions and Information). As such, you do not need to address each of the specified requirements above in each of the case studies (if there is more than one referenced), although all of the</i></p>

Section 6	Technical and Professional Ability
	<i>requirements should be addressed within your answer.</i>

Evaluation of Technical and Professional Ability (Section 6) scoring criteria

Section Six of the SQ (Technical and Professional Ability) is weighted and will be evaluated in line with the below scoring criteria:

Score	Description
	Unanswered -
0	<p>The response fails to meet any or the majority of the minimum requirements as set out in the question.</p> <p>The response lacks relevant supporting information and evidence in relation to those minimum requirements which are addressed.</p> <p>Submissions which receive a '0 - Unanswered' <u>will not be considered further.</u></p>
	Not at required level -
2	<p>The response meets the majority of the minimum requirements as set out within the question but with isolated reservations or omissions.</p> <p>The response lacks relevant supporting information and evidence in relation to some of the minimum requirements which are addressed.</p>
	Satisfactory -
5	<p>The response meets the minimum requirements as set out within the question.</p> <p>The response provides a satisfactory degree of relevant supporting information and evidence in relation to each of the minimum requirements.</p>
	Good -
8	<p>The response meets and in some cases exceeds the minimum requirements as set out within the question.</p> <p>The response provides detailed relevant supporting</p>

information and evidence in relation to each of the minimum requirements.

Excellent -

- 10 The response meets and in the majority of cases exceeds the minimum requirements as set out within the question.
- The response provides clear and comprehensive relevant supporting information and evidence in relation to each of the minimum requirements.