

**NORTH SOMERSET COUNCIL**

**DECISION OF COUNCILLOR NIGEL ASHTON,  
LEADER OF THE COUNCIL with advice from the  
DIRECTOR, PEOPLE AND COMMUNITIES**



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**DECISION NO: P&C56**

**SUBJECT:** Tender for an Asset Based Community Development service to promote the health and wellbeing of the residents of the former South Ward, Weston-super-Mare.

**DECISION:** To award the contract to the successful tenderer: Alliance Homes (lead) with the For All Healthy Living Centre.

**BACKGROUND:** North Somerset Council wishes to commission the recruitment of two “Community Builders” in Weston-super-Mare South Ward for a one year period with the possibility of extension by up to five years if successful with external funding. The aim of this project is to improve health and well-being through implementing Asset-Based Community Development (ABCD) in the former South Ward. The objectives are to build individual self-esteem, promote social networks and build a safer, stronger, sustainable community through the support of Community Builders.

**REASONS:** To build on and develop work originating from a one year pilot ‘Your Neighbourhood’ key partner agencies agreed to sustain the project for one year whilst seeking external funding.

**OTHER ALTERNATIVES CONSIDERED:** The ABCD approach is new to North Somerset and represents an alternative way to engage with residents and harness the assets of individuals and communities.

**Procurement Process:** The value of this contract is estimated to be below £50,000 per year. Given that the contract could be extended by up to five years, the total contract value would be approximately £300,000.

An invitation to tender (ITT) was drawn up and advertised on [www.supplyingthesouthwest.org.uk](http://www.supplyingthesouthwest.org.uk) on the 6<sup>th</sup> November 2015 with all bids to be returned by the 25<sup>th</sup> November 2015.

**Evaluation Criteria:** There were two stages to the evaluation. In the first stage, submissions were evaluated according to quality and price using the following weighted criteria:

**Stage 1 Criteria:**

- 70% quality
- 30% price

The weighting for the quality questions is as follows:

<b>Question</b>		<b>Weighting %</b>
<b>1</b>	What does Asset Based Community Development mean to you and how do you see this working in this area? Please draw on examples of work you have undertaken in this field	<b>25%</b>
<b>2</b>	Please describe the project team included in the delivery of this project and what skills they bring?	<b>25%</b>
<b>3</b>	How would you seek to work with and empower the local community, drawing on your previous experience?	<b>25%</b>
<b>4</b>	How will you manage and distribute the funds associated with the community budget?	<b>15%</b>
<b>5</b>	What added value can your organisation contribute to the delivery of this project?	<b>10%</b>
<b>Total</b>		<b>100%</b>

Following the first stage evaluation, the two highest scoring tenderers were invited to attend an interview and presentation. The tenderers were asked to deliver a 20 minute presentation about how they saw the 'Your Neighbourhood' project developing over time. This element of the assessment contributed 35% of the overall score. Therefore, the initial 70% quality was distributed 35% for the initial submission and 35% for the presentation.

Both quality elements (presentation and tender) were scored using the following scoring matrix:

<b>Score</b>	<b>Marking Guidelines</b>
0	Where question not answered or response unsatisfactory to the scope of the requirement.
1	Significant omissions leading to an inadequate response
2	Where response meets some of the requirements, but with major reservations (reservations to be documented)
3	Where response is very close to satisfying requirement (compliant with minor reservations)
4	Meets full requirements, with no reservations

## Quality Evaluation:

The evaluation panel comprised of the following people:

- Councillor Ian Parker, Ward Councillor, Weston-super-Mare Bournville
- Nicola Scribens NSC Procurement Manager
- Cathy Wheatley, South Ward resident
- Helen Yeo, NSC Advanced Health Improvement Specialist (Healthy Communities)

Cate Sampson reviewed the Health and Safety submissions and Louise Roberts reviewed the equalities submissions to ensure they were compliant.

## ITT Contract Award:

Three bids were received from:

1. Alabare
2. Alliance Homes and the For All Healthy Living Centre (Alliance Homes lead provider)
3. Curo

All three bids passed the Health and Safety and equalities reviews.

## Price

Listed below are the bids in ascending order of price

1. Curo £44,380
2. Alliance Homes - £44,750.40. Alliance Homes' bid priced up for 8 management hours per week, whilst the Curo and Alabare bid included the current 3.7 hours per week. In order to evaluate the bids fairly we factored down the Alliance Homes Management pricing bid to match the Curo and Alabare bids to ensure the evaluation of pricing was fair across all three. Therefore the Alliance bid at the 3.7 hours was £41,049.38.
3. Alabare - £46,561.91

## Quality score

Listed below are the weighted quality scores for each bid:

1. Alliance Homes (60%)
2. Curo (48%)
3. Alabare (38%)

## First stage final score

At the first stage Alliance Homes and Curo received the highest scores taking into account both their price and quality scores and both were invited to the second stage.

4. Alliance Homes (89.9%)
5. Curo (78%)
6. Alabare (67%)

## **Second Stage**

In the second stage both presentations scored 3 out of 4. Neither of the scores from the first stage were adjusted in light of the clarifications sought.

## **Overall score**

The final scores for the remaining two bidders were:

Alliance Homes - 86.3%

Curo - 78%

## **Recommendation**

We recommend **Alliance Homes and the For All Healthy Living Centre** to be awarded the contract.

## **Other alternatives considered**

Not applicable.

## **Risk Assessment**

This procurement approach and methodology is in accordance with best practice as laid out in the EU Regulations and in line with the criteria laid out in the RFQ.

## **Financial implications**

The contract value of below £50,000 is within budget for one year.

## **Implications for future years**

The contract may be extended by a further 5 years subject to successfully obtaining external funding (approximate total £300,000).

Signed: .....  
Councillor Nigel Ashton  
Leader of the Council

Dated: .....

**Reviewed:** .....  
Trevor Isaac  
Service Accountancy and Development Manager

Dated: .....

**Confirmation of advice given:**

Signed: .....  
Sheila Smith  
Director, People and Communities

Dated: .....