

Redacted under section 40 FOIA 2000 exemptions personal information.

Our ref: PO1508  
Your ref:

WSP  
Via Bravo

Redacted  
Procurement Officer  
2nd Floor  
Woodlands  
Manton Lane  
Bedford MK41 7LW

Direct Line: Redacted

22 March 2016

Author

Deleted: Lesley Cole

Author

Deleted: 0300 470 4795

**RESTRICTED COMMERCIAL**  
**PO1508 - M20 Lorry Park- Commercial Assurance**

Dear Sir

On behalf of the Highways England, I am writing to accept your recent offer to carry out the above-mentioned Package Order within the terms of the Project Support Framework (Consultancy) agreement.

The commencement date will be authorised by the Project Manager, Redacted. The Package Order is Cost Reimbursable and the cost will be based on the rates submitted in your Annex 1 (Package Order Quotation Submission). The end date specified in the Package Order is 31 August 2017. This will form Order No 1508 to the Agreement.

You should note that we will not pay for any work unless it has been specifically authorised in writing within the terms of the Agreement.

This award is subject to confirmation by return that the Key People you have offered in your tender will be available to start the project.

You will note that a copy of the Toolkit for Performance Measurement is attached. The arrangements for measuring performance on this Package Order should be agreed with the Project Manager at the inception of the work. As an absolute minimum a completed KPI report will be required in accordance with the MST guidance and measured against the contract KPIs. This is one of a number of factors that will be considered by the Agency when allocating future work.

Invoices should be sent to FS Payments at Highways England, The Cube, 199 Wharfside Street, Birmingham, B1 1RN, quoting the Project Manager's name, Blanket Purchase Agreement number and release number, both obtainable from the Project Manager.

Author

Deleted: Graham Keeney

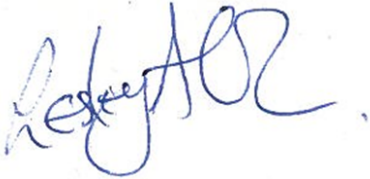


Please note you must not make any public announcements and all media enquiries should be directed to the Highways England Press Office.

The Framework Board has delegated signatory fully to Procurement Officers with contractual delegation and given their approval for this award.

Please acknowledge receipt of this letter by return.

Yours faithfully,



**Redacted**

Procurement Officer  
Major Projects Operational Procurement  
Email: **Redacted**

Author  
**Deleted: Lesley Cole**

Author  
**Deleted: projectsupportframework@highwaysengland.co.uk**



**ACKNOWLEDGEMENT SLIP**  
**PO1508 – M20 Lorry Park – Commercial Support**

On behalf of WSP I acknowledge safe receipt and understandings of the above letter dated 22 March and confirm that the team named in the Annex G can meet the timings of this package order.

Signed ..... Dated .....

Print Name .....



Tender Assessment Feedback Report

Capability & Capacity

Name	Score	Strengths	Weaknesses
		Had significant experience on the concrete work is significant. Extensive experience in the aspects required by Highways England for this project. Good reference to collaborative team working	There appears to be no reference to achievements in these roles.
Paul Taylor	8		
	7	Shows relevant previous experience within Long term experience in Highways industry, for over ten years. Evidence presented demonstrates extensive experience on highways and bridges.	

Author  
Deleted: ANNEX A

Author  
Deleted: Chris Short

Author  
Deleted: 7

Author  
Deleted: Showed experience of working in the region, which will help him understand the requirements and problem with logistics.

Author  
Deleted: Has not worked directly with Highways England in the last six years therefore he will need to quickly get up to speed on the governance requirements for the project.

Author  
Deleted: as experience of working within the Highways England community for the last 3 years he has been working with NDD for the last

Author  
Deleted: Currently working up to the 28th May 2016 on NDD work in Areas 6 and 8. There is a risk associated with moving him from this project and the assumption that this will be agreed with the appropriate line manager.

Author  
Deleted: Sean Jackson

Author  
Deleted: It appears that he is not available until the 28th May this will need to be clarified if successful. There appears to be limited reference to his achievements in these roles.

Author  
Deleted: Highways England which would be beneficial to the team.



		The evidence provided demonstrates some experience of the role requirements.	Would have been beneficial to have included. Would have benefitted from more experience in the role.
Gary Tan	5	Experience demonstrated of working with Highways England. Some experience of the role requirements.	
Ben Cook	6	An acceptable level of qualification and some experience.	

Author  
Deleted: Harpal Mehmi

Author  
Deleted: 4

Author  
Deleted: evidence of highways experience.

Author  
Deleted: Although has 13 years' experience, his expertise appears limited and difficult to see what would add in this role.

Author  
Deleted: Experience more in line with a QS rather than a commercial manager.

Author  
Deleted: Would have been beneficial to see some evidence of Highways work as close control will be required on the project for safety and continuous learning.

Author  
Deleted: of the role.



	Score	Strengths	Weaknesses
Q1 – Delivering a project at pace whilst working within the period of reply for EW & CE's during construction period	5	The CEMAR system appears to work. The answer provided outlines a simplified who, what, how procedure. Outlines how they are going to apply these to this project.	Examples given outline what they are going to do rather than what they have done and it would have been useful to see supporting evidence. The example of pre-construction is lacking in detail and misses the point of the question. Needed more examples of using the CEMAR system as good practice.
Q2 -Collaborative working with Highways England and the Supply Chain during construction stage	7	The evidence of the following projects give good examples of collaborative working the A160 Immingham, the A45/A46 tollbar for both BT, cost time reporting and collaborative challenge. Working together with other commercial suppliers shows the potential to develop one team approach.	There is some reference to track record but does not include examples. Could have provided more evidence to support the answer, the response appears to contain only statements or opinions.

Author  
Deleted: Methodology

Author  
Deleted: Question



Q3 - Quick resolution of final accounts on projects whilst dealing with complex issues.	6	Evidence given which makes reference to some good work done on the M1 J19-16 RCB, including evidence of cost auditing as this prepares for the final account rather than getting the final account. Identified the key drivers for closing accounts and demonstrated they are delivering this service to Highways England.	The details in respect of SMART motorways does not demonstrate evidence at this stage as this is more working at pace rather than final accounting. Some of the examples do not demonstrate a clear result.
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Below is a chart showing the comparison scores for the quality assessment between each of the two suppliers, your scores are marked with asterisks (\*).

Table 1 - Performance, Capability & Capacity, Methodology (10:60:30)

Tender	Marks			Combined marks	Scores	Ranking
	MST	Capability & Capacity	Methodology			
A*	6.88	37.2	18	28.4	100	1
B	6.77	36	14.1	26.5	94	2

Author  
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