

ATISN 20385

Copy of Evaluation Matrix from C079/2021/2022 containing information for C3/Impact Innovation& Growth Services and Newable International Consulting

*C3/Impact Innovation& Growth Services*

Q. no.	Weighting	Question Description	Final Moderated Score	Final Weighted Score	Moderated Panel Comments
1	25	Structure & resource	80	20	The evidence provided in the methodology setting out how the supplier will structure, resource and deliver the Lot 3 Services was sufficient, convincing and credible giving the panel confidence. The response was clearly presented and detailed a credible description [Redacted copy]. In addition the methodology also detailed innovative new approaches to delivery to strengthen the offer proposed by the supplier. Providing more detail within the methodology on embedding the Client Fee Paying Model and the Economic Contract would have improved the response.
2	15	Business recruitment & developing networks	80	12	The response setting out how the supplier will identify and recruit Pre-Revenue and established High Growth Businesses on to the programme and how the supplier would build and develop networks across the public, private and third sectors was sufficient, convincing and credible giving the panel confidence. The methodology is well structured and clearly provides [redacted copy] both pre-revenue and established high growth businesses. The methodology recognises the need to [redacted copy]. Supplier demonstrated a credible understanding [redacted copy]. Providing a more detailed approach to marketing / promoting the service and more detail on how the supplier would make support visible to a wider audience would have improved the response.

3	20	Quality & Performance Management	80	16	The evidence provided by the supplier detailing how they would administer, monitor and manage the quality and performance of Lot 3 Services was sufficient, convincing and credible giving the panel confidence. The response is well structured demonstrating a robust approach to quality and governance systems and how project management systems will be used to support contract delivery. [Redacted copy]. The response would have been improved with detail on how the supplier would monitor the quality of the work delivered by the Relationship Managers and Coaches.
4	25	Organogram & Resumes	60	15	The evidence that the supplier provided addressed the staffing structure as described in the specification but had minor gaps. Pen Profiles cover [redacted copy]. However, the bid did not provide full information detailed in the question set out in the specification as requested. The supplier does not provide pen profiles for all team members, most notably within the administration delivery team. Providing clarity on team members ability to deliver the service in Welsh would have improved the response.
5	5	Community Benefits	80	4	The Community Benefits plan was sufficient, convincing and credible, giving the panel confidence. The plan covers and makes positive commitments against the key areas set out in the ITT. The proposed activity outlined in the Community Benefits plan is incorporated as an integral part of the suppliers proposed delivery methodology rather than as a series of isolated commitments. Providing more detail and linking this response [redacted copy] as well as more detail on how the supplier would measure the impact of the plan would have improved the response.

*Newable International Consulting*

Q. no.	Weighting	Question Description	Final Moderated Score	Final Weighted Score	Moderated Panel Comments
1	25	Structure & resource	100	25	The methodology provided, setting out how the supplier would structure, resource and deliver the Lot 3 Services was substantiated and highly credible. Evidence was consistent and comprehensive and the methodology outlined a clear and highly credible plan in line with the specification requirements.
2	15	Business recruitment & developing networks	40	6	The evidence provided within the methodology was unconvincing resulting in a moderate risk that the requirements of the contracting authority will not be met. The response failed to address the second part of the question relating to how the supplier would build and develop networks from the public, private and third sectors to maximise the support available to Pre-Revenue and established High Growth Businesses in Wales.
3	20	Quality & Performance Management	80	16	The evidence provided detailed how the supplier would administer, monitor and manage both the quality and the performance of the Lot 3 Services was sufficient, convincing and credible, giving the panel confidence. [Redacted copy]. The response would have been stronger with more detail on [redacted copy] would operate to oversee the quality and performance of the service.
4	25	Organogram & Resumes	100	25	The response provided consistent and comprehensive evidence to demonstrate how the proposed team will form, including evidence of the names of the team, their roles with time allocation clearly provided for all roles. The pen profiles are convincing and meet the requirements of the specification.
5	5	Community Benefits	80	4	The Community Benefits plan was sufficient, convincing and credible, giving the panel confidence. The method statement evidences [redacted copy]. Providing more detail on measurable

					targets and how the impact of the plan would be evaluated would have improved the response.
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