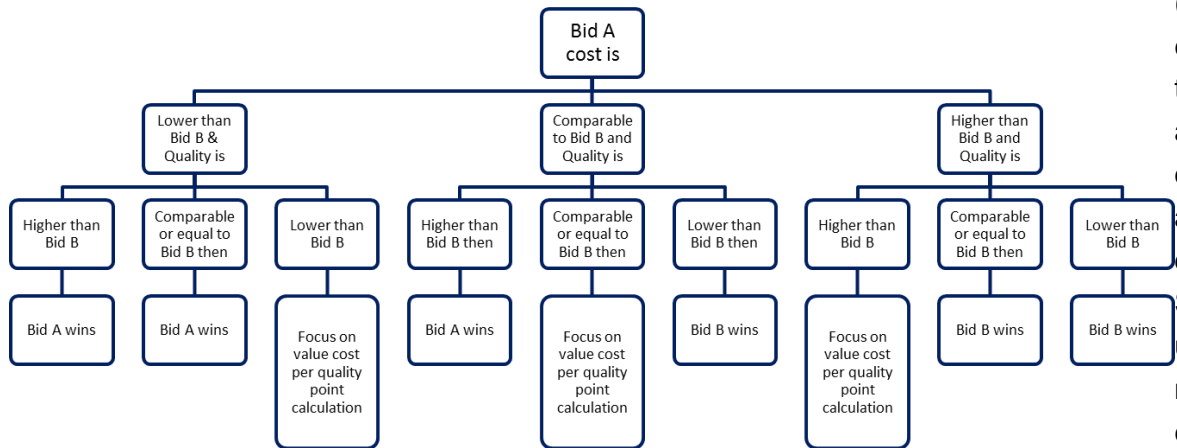


Evaluation decision tree

Appendix 3

The flow diagram below sets out the evaluation process to determine the ranking of each of the detailed Solutions/Tenders with regard to the most economically advantageous detailed Solution/Tender (as the case may be). Each detailed Solution or Tender will be compared against each of the other detailed Solutions/Tenders (as applicable) using the flow diagram



below (note that a detailed Solution/Tender

is referred to as a 'Bid' in the flow diagram):

In determining whether a detailed Solution/Tender is comparable in cost to another, their respective adjusted NPVs will be: within a margin of 1% of each other for Lot 1; and within a margin of 1% of each other for Lot 2.

The quality score for each detailed Solution/Tender shall be ascertained from evaluating and scoring the detailed Solution/Tender in accordance with the criteria. The quality score attributed to a combined price shall be the quality score awarded to that Bidder's Lot 1 Tender/Lot 2 Tender (as applicable).

In determining whether a detailed Solution/Tender is comparable in 'Quality' to another, their respective quality scores will be: within 5% of each other for Lot 1; and within 3.5% of each other for Lot 2.

If the comparison of two detailed Solutions/Tenders through the flow diagram suggests the need for a further exercise (scenarios with 'focus on value' in the flow diagram), the Partnership will determine the preferred detailed Solution/Tender using the formula described below:

$$\text{Cost per Quality point} = \frac{\text{Cost}}{\text{Quality}}$$

In scenarios with 'focus on value', the detailed Solution/Tender scoring the lowest cost per Quality Point will be ranked highest, and the other detailed Solution(s)/Tender(s) shall be ranked accordingly.