



Contract Title	Qualification System for Telecoms Infrastructure Design, Build and Maintenance - Lot 2 Network Design and Surveying Services
Tender Reference	25/059
Document Title	Section C: Lot 2 – Selection Criteria

Part B Lot 2:

Pre-Qualification Questionnaire Response Document – Section C : Lot 2 – Selection Criteria ONLY

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SECTION C: SELECTION CRITERIA [Scored]

(Please refer to Item D Selection Criteria of Part A: Pre-Qualification Questionnaire Information Memorandum for the summary of the marking scheme).

The Applicant should answer each question and/or respond to each request for information or documents. If the question or request does not apply to the Applicant, “Not Applicable” or “N/A” should be inserted.

Applicants must address each requirement and element of each Selection Criterion and submit a detailed response in each section. Responses should demonstrate how these requirements and elements are met with in relation to the requirements set out in the Appendix 1 Lots / Scope of Services in Part A of this QSQ and their approach to the proposed delivery of the services required.

C.1 FINANCIAL STANDING

Max score available [100 marks], Min score required [50 marks].

The Contracting Entity will evaluate either:

- a. OPTION (A) D&B CREDIT REPORT; or
- b. (if a D&B credit report cannot be sourced) OPTION (B) FINANCIAL METRICS.

There is no detrimental impact on scoring if one option is used instead of another.

OPTION (A) D&B CREDIT REPORTS

The Applicant (or the entity / entities being relied on / responsible for economic and financial standing in D1 of the particulars) should submit a current Dun and Bradstreet (D&B) credit report. The D&B credit report should be sourced by the Applicant within **six months** prior to the date noted at Item B1 of the Particulars. Where the Applicant does not provide a D&B Credit Report, the Contracting Entity shall directly source a D&B credit report and utilise this in the evaluation of the Applicant. In the case of a consortium / joint venture, where an Applicant provides a D&B credit report for more than one entity, these will be scored in accordance with the relevant ownership / participation division (%) within the consortium / joint venture as set out in Section 4.2.

D&B Credit Reports will be scored based on the below scoring tables.

(A)1.1 Net Worth (70 marks available)

D&B Net Worth Rating Marks	
5A – 3A	70
1A	50
A	40
B	30
C	25
D	20
E – H	0
N (Negative Tangible Net Worth)	0
O (Rating undisclosed – refer to section (ii) Financial Metrics)	0

(A)1.2 Risk Indicator (30 marks available)

D&B Risk Indicator Rating Marks

1		30
2		25
3		0
4		0

OPTION (B) FINANCIAL METRICS

Where a D&B Credit Report is not available, Applicants will be scored based on the Tangible Net Worth as per the most recent audited financial statements (in line with the D&B Net Worth rating). The risk indicator rating will be determined by various metrics outlined below and applied to the audited financial statements.

(B)1.1 Tangible Net Worth (70 marks available)

Tangible Net Worth		
From	To	Marks
> € 2,000,000		70
€ 1,000,000	€1,999,999	50
€ 500,000	€999,999	40
€ 250,000	€500,000	30
€ 150,000	€249,000	25
€ 100,000	€149,000	20

(B)1.2 Financial Ratios (30 marks available)

Financial Ratios applied to the audited financial statements will determine the applicable risk indicator.

(B)1.2.1 Profitability (One third of marks available)

Criteria	Range	Marks
Profitability = EBITDA/Turnover	< 0%	0
	> 0% & ≤ 5%	0
	> 5% & ≤ 10%	9
	> 10%	10

(B)1.2.2 Liquidity (One third of marks available)

Criteria	Range	Marks
Current Ratio = Current Assets/	< 1	0
	> 1 & ≤ 1.2	0
	> 1.2 & ≤ 2	12.5

	Current Liabilities	> 2	15
(B)1.2.3 Gearing (One third of marks available)			
	Criteria	Range	Marks
	Debt Ratio	> 60%	0
	= Total Debt/ Total Assets	≥ 40% & 60%	0
		≥ 20% & 40%	8
		> 0 & 20%	10
Response: identify whether the Applicant has provided a D&B Credit Report (Option A) or its most recent audited financial accounts (Option B) and identify documents attached.			

C.2 EXPERIENCE

Max score available [Pass/Fail].

To attain the minimum required score associated with this criterion, responses must contain suitable information under each of the following headings.

The following section contains details required for each contract relating to this section. A pass mark will be awarded to an Applicant who provides two (2) contracts which demonstrate the required experience, and which meet the criteria set out below.

Applicants should note that example contracts submitted for this section must satisfy the minimum requirement relevant as set out in particular B2, in that they were carried out in similar nature, scale and complexity and in a similarly demanding environment to the scope of which is outlined at in Appendix 1 of Part A of the QSQ

Applicant to provide two (2) reference contract undertaken in last three (3) years demonstrating previous experience gained in a contract for the provision of goods/services/works outlined in Item A4 of Part A of the QSQ.

The minimum requirement for each contract includes:

- Client organisation
- CAPEX value
- Nature of project and summary of the services, including its objectives, constraints, design and interface challenges encountered
- Design contracts start and end dates
- Be a max of of three [3] A4 pages per reference contract.

References may be requested from any party involved in the referenced projects.

Response:

C.3 RESOURCES [NOT USED]

C.4 HEALTH AND SAFETY

Max score available [75 marks], (50% To Pass)

To attain the minimum required score associated with this criterion, responses must contain suitable information under each of the following headings:

4.1 Please provide information on the approach that is undertaken by your organisation to ensure that hazards are reviewed and associated risks assessed, controlled and communicated prior to any visits to sites/premises. **(40 marks)**

Please include an example from a previous site visit as part of the response.

Response:

~~4.2 Please provide an overview of the processes that your organisation has in place to ensure safe driving for work for employees. **(35 Marks)**~~

~~Please include an example from a previous site visit as part of the response.~~

4.2 Please provide an overview of the processes that your organisation has in place to ensure safe driving for work for employees. **(35 marks)**

Please support your answer by providing a driving for work policy as supporting evidence.

Response:

C.5 QUALITY ASSURANCE

Max score available 100 Marks (50% To Pass)

To attain the minimum required score associated with this criterion, responses must contain suitable information under each of the following:

5.1 Is the Applicant accredited to a Management System e.g. ISO9001 or equivalent for the scope of this contract as set out in A6? If so, the Applicant should provide a copy of the current certification, the applicable areas and for how long the system has been certified. If the applicant does not have a certified system, please provide evidence demonstrating that the Applicant has equivalent quality assurance measures in place. This may include, but is not limited to, equivalent certification from other national certification bodies (e.g. a current certificate from the national certification body). **(30 marks)**

Response:

5.2 The Applicant should provide its controlled Procedures Index, showing the current status of each, and furnish a representative sample of its standard quality procedures. **(10 marks)**

Response:

5.3 The Applicant should provide documented evidence of how it has managed its internal audit process on previous similar contracts. The Applicant should also provide documented evidence of

how it has ensured that non-conformities raised were dealt with in a timely manner through its CAPA (Corrective Action & Preventive Action) closed loop process? **(25 marks)**

Response:

5.4 Please provide documented evidence of how your company documented, maintained and implemented Project Specific Quality Plans (including inspection and testing plans where applicable) and how you monitored such plans for adequacy, suitability and effectiveness. **(25 marks)**

Response:

5.5 Have you appointed a person or group of people within your company for handling contract specific quality issues in previous contracts? If yes, please describe. **(10 marks)**

Response:

C.6 SUSTAINABILITY

Max score available [70 marks].

To attain the minimum required score associated with this criterion, responses must contain suitable information under each of the following headings:

6.1 The Applicant shall furnish a copy of its Environmental Policy Statement (it should be signed, indicating the role of signee and dated). **(10 marks)**

Response:

6.2 Does the Applicant have an Environmental Management System and Energy Management System? Please evidence of this e.g. a copy of the associated Environmental Manual and Energy Manual or other related documentation evidence that would indicate responsible environmental management is in place. **(10 marks)**

Response:

6.3 Is the Environmental Management System and Energy Management System certified by a third party to a recognised standard or system (e.g. ISO 14001, EMAS, ISO 50001)? If so, the Applicant should provide a copy of the certificate(s), the applicable areas and scope and for how long the system has been certified. **(10 marks)**

Response:

6.4 The Applicant should furnish an index of its standard environmental procedures and associated forms, showing the current status of each and furnish a representative sample of its standard environmental procedures. **(10 marks)**.

Response:

6.5 The Applicant should detail how it assesses significant energy & environmental aspects and manage energy & environmental impacts. The Applicant should provide a previous example appropriate to this contract. **(10 marks)**

Response:

6.6 The Contracting Entity has committed to halving its carbon emissions by 2030. The Applicant should detail and provide documented evidence of the steps which are being taken by its organization to quantify and reduce their carbon emissions. **(10 marks)**

Response:

6.7 The Contracting Entity has developed a sustainability framework in alignment with the UN Sustainable Development Goals to help ensure we respond effectively to the challenges we face. The Applicant should detail and provide documented supporting evidence on the steps being taken to ensure their activities are being carried out sustainably. (4 pages maximum) **(10 marks)**.

Response: