Tender Evaluation Scoring Matrix for Qualitative Award Criteria

Rating	% Scoring Options	Description
Outstanding	90-100%	Outstanding response with very few or no weaknesses that fully meets or exceeds requirements and provides comprehensive, detailed and convincing assurance that the Tenderer will deliver to an outstanding standard
Excellent	80-89%	Excellent response with very few weaknesses that exceeds requirements and provides comprehensive, detailed and convincing assurance that the Tenderer will deliver to an excellent standard
Very Good	70-79%	A very good response that demonstrates real understanding of the requirements and assurance that the Tenderer will deliver to a good or high standard
Good	60-69%	A good response which demonstrates a reasonable understanding of requirements and gives reasonable assurance of delivery to an adequate standard but does not provide sufficiently convincing assurance to award a higher mark
Fair	40-59%	A response where reservations exist and which have not been addressed by clarification. Lacks full credibility/convincing detail and there is a significant risk that the response will not be successful
Poor	25-39%	A response where serious reservations exist. This may be because, for example, insufficient detail is provided (even post clarification), and the response has fundamental flaws, or is seriously inadequate or seriously lacks credibility with a high risk of non delivery
No Evidence	Below 25%	Response completely fails to address the criterion under consideration

A minimum rating of Good (60-69%) is required; failure of a tenderer to achieve the minimum score under any of the criteria will result in elimination from the competition.