

Appendix A
The tender evaluation

Open procedure

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1. The award criterion

The award criterion is the best price-quality ratio.

In this connection, the contracting authority will apply the following criteria:

1) Price 20 %

Evaluated on the basis of the lowest price:

- The maximum budget for the contract is 600.000 DKK.

2) Quality 65 %

Evaluated on the basis of the following criterion:

- Criteria 2.1, 2.2, 2.3, 2.5 and 2.6 in appendix 1

3) Security of supply 15%

Evaluated on the basis of the following criterion:

- Criteria 2.4 and 2.7 in appendix 1

The percentage rates indicate the weighting of the individual criteria in the tender evaluation. The weighting of the criterion elements under each sub-criterion is the weighting indicated.

**Evaluation method – scoring model with fixed financial frame
(primary)**

In order to evaluate which tender offers the best price-quality ratio, the contracting authority uses a scoring model for comparison of the sub-criteria

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"Price", "Quality", "Security of Supply" and The details of the scoring model are described below.

The criterion "Price" will be evaluated on the basis of the price stated in paragraph 1 which is the evaluation technical price.

The evaluation of price, quality and security of supply will be carried out in accordance with the elements which the contracting authority has indicated in paragraph 1 above will be given positive weighting.

EX1: price, quality and security of supply will be evaluated against the award criteria on the basis of the following evaluation scale:

EX2: The criterion elements under price, quality and security of supply will be evaluated against the award criteria on the basis of the following evaluation scale.

On the basis of the evaluation of each criterion element, a calculation of the evaluation will be carried out for, respectively, price, quality and security of supply The weighting of the sub-criterion elements is stated in paragraph 1 above.

EX3: The requirements under each criterion element under price, quality and security of supply will be evaluated against the award criteria on the basis of the following evaluation scale.

On the basis of the evaluation of each requirement, a calculation of the evaluation of each criterion element will be carried out. The weighting of the requirements is stated in paragraph 1 above

On the basis of the evaluation of each criterion element, a calculation of the evaluation will be carried out for, respectively, price, quality and security of supply. The weighting of the criterion elements is stated in paragraph 1 above

Extremely satisfactory answer	5 points
Very satisfactory answer	4 points
Satisfactory answer	3 points
Less than satisfactory answer	2 points
Not satisfactory answer	1 point

In the comparison of the evaluation of the sub-criterion "Price" and the evaluation of the criteria price, quality and security of supply the contracting authority will apply a linear scoring model as described below.

Linear scoring model:

The tenders received will be awarded points for "Price" according to a linear model where the tender with the lowest price will be awarded 5 points (the maximum number of points) and 1 point (minimum number of points) will be awarded to the lowest price + 50 %.

However, the contracting authority will adjust the above price range 30 % in the following circumstances:

- If one or more tenders lie outside the price range (the range between the lowest price and the lowest price + 50 %), and the tender which, overall, stands to achieve the highest total number of points for price and quality is included in this category, the price range will be increased to include this tender and a new price evaluation will then be carried out.
- If the actual range between the lowest evaluation technical price and the highest evaluation technical price does not exceed 20 %, a price range of 10 % will be used so that the tender offering the lowest price will be awarded 5 points (the maximum number of points) and 1 point (the minimum number of points) will be awarded to the lowest price +20 %.

Points will be awarded to two decimal places.

The above is a reflection of a relative evaluation of "Price" so that the tenders are evaluated against each other.

Identification of the tender with the best price-quality ratio:

The tender which on the basis of the above evaluation method has achieved the highest number of points in view of the mutual weighting of the criteria, see [Appendix [...]/paragraph 1 above], is considered to be the tender with the best price-quality ratio.

2. Evaluation method - The difference model (secondary)

In order to evaluate which tender offers the best price-quality ratio, the contracting authority uses a difference model for comparing the criteria price, quality and security of supply. The details of the difference model are described below.

For this purpose, the contracting authority uses the following scale:

- *Extremely satisfactory (e.g. 5 points)*
- *Very satisfactory (e.g. 4 points)*
- *Satisfactory (e.g. 3 points)*
- *Less than satisfactory (e.g. 2 points)*
- *Not satisfactory (e.g. 1 point)*

The contracting authority uses the scale by awarding points for each criterion element based on the overall evaluation of the fulfillment of requirements in the tender and then by calculating an overall score for each of the qualitative criteria price, quality and security of supply

The overall score for each of the qualitative sub-criteria is calculated using the following formula:

Subcriterion

$$= \frac{\left(\frac{\text{Points for subcriterion element 1} \times \text{Weighting of subcriterion element 1}}{\text{Sum of weightings of subcriterion elements}} \right) + \left(\frac{\text{Points for subcriterion element 2} \times \text{Weighting of subcriterion element 2}}{\text{Sum of weightings of subcriterion elements}} \right) + \left(\frac{\text{Points for subcriterion element 3} \times \text{Weighting of subcriterion element 3}}{\text{Sum of weightings of subcriterion elements}} \right) + \left(\frac{\text{Points for subcriterion element 4} \times \text{Weighting of subcriterion element 4}}{\text{Sum of weightings of subcriterion elements}} \right)}{\text{Sum of weightings of subcriterion elements}}$$

For the comparison of the sub-criterion "Price" and the overall qualitative evaluation of the criteria price, quality and security of supply, an overall quality score for each tenderer based on the mutual weighting between the qualitative sub-criteria is then calculated using the following formula:

Quality score

$$= \frac{\left(\frac{\text{Points for subcriterion 2} \times \text{Weighting of subcriterion 2}}{\text{Sum of weightings of subcriteria 2, 3 \& 4}} \right) + \left(\frac{\text{Points for subcriterion 3} \times \text{Weighting of subcriterion 3}}{\text{Sum of weightings of subcriteria 2, 3 \& 4}} \right) + \left(\frac{\text{Points for subcriterion 4} \times \text{Weighting of subcriterion 4}}{\text{Sum of weightings of subcriteria 2, 3 \& 4}} \right)}{\text{Sum of weightings of subcriteria 2, 3 \& 4}}$$

All tenders are compared two-by-two for the purpose of evaluating the advantages of the tenders against the evaluation criteria stated. When comparing two tenders, the advantages of the tenders are evaluated against the tender (of the two) having achieved the lowest overall quality score.

This means that when comparing the two tenders, where the percentage difference between the tenders is calculated using the formula "percentage difference = (y-x)/x" and where "x" and "y" represent the respective scores or tender prices of the tenders compared, depending on the relevant evaluation criterion, "x" will represent the tender (of the two) having achieved the lowest overall quality score. This also applies when "x"

represents the tender price of the tender in question and regardless of whether "y" is larger than "x" in the "Price" comparison.

If two tenders compared have identical quality scores, the highest tender price of the two tenders compared will replace "x" above. This will not change the above method, when the tenders are compared with other tenders with no identical quality scores. Here, "x" will remain the tender of the two having achieved the lowest quality score.

If the weighted percentage difference for the qualitative evaluation criteria of a tender exceeds the weighted percentage difference for price, the tender having offered the best quality of the two tenders compared will be considered to have the best price-quality ratio.

If the weighted percentage difference for the qualitative evaluation criteria of a tender does not exceed the weighted percentage difference for price, the tender having offered the lowest price of the two tenders compared will be considered to have the best price-quality ratio.

If one of the two tenders compared is evaluated to be both better and cheaper in relation to the respective evaluation criteria, that tender will be considered to have the best price-quality ratio.

In the comparison of the percentage differences for quality and price, percentages are rounded to two decimal places. For example, 5.5443445443 % is rounded to 5.54 %, and 18.7695844 is rounded to 18.77 %.

See the calculation examples below.

Example 1:

Sub-criteria	SUPPLIER 1	SUPPLIER 2
[...] (50 %)	4.00	3.00
[...] (15 %)	3.50	4.00
[...] (15 %)	3.00	4.00
Price (20 %)	DKK 1,300,000	DKK 1,000,000

Calculation of quality score

$$\begin{aligned}\text{SUPPLIER 1 Quality score} &= \frac{(4 \times 50 \%) + (3.5 \times 15 \%) + (3 \times 15 \%) }{80 \%} \\ &= 3.72 \text{ points}\end{aligned}$$

$$\begin{aligned}\text{SUPPLIER 2 Quality score} &= \frac{(3 \times 50 \%) + (4 \times 15 \%) + (4 \times 15 \%) }{80 \%} \\ &= 3.38 \text{ points}\end{aligned}$$

SUPPLIER 1 has a quality score which is 10.06 % better than SUPPLIER 2 $((3.72-3.38)/3.38) = 0.1006 = 10.06 \%$, corresponding to a weighted difference of 8.05 %. SUPPLIER 1, however, has offered a price which is 30.00 % higher than SUPPLIER 2 $((1,300,000-1,000,000)/1,000,000 = 0.3 = 30.00 \%)$, corresponding to a weighted difference in price of 6.00 %.

In view of the fact that SUPPLIER 1 has achieved a quality score which is 8.05 % better than that of SUPPLIER 2 and offered a price which is only 6.00 % higher, SUPPLIER 1 has offered the best ratio between "Price" and the qualitative criteria.

Example 2:

Sub-criteria	SUPPLIER 1	SUPPLIER 2
[...] (50 %)	4.00	4.00
[...] (15 %)	4.00	4.00
[...] (15 %)	5.00	4.00
Price (20 %)	DKK 1,300,000	DKK 1,000,000

Calculation of quality score

$$\begin{aligned}\text{SUPPLIER 1 Quality score} &= \frac{(4 \times 50 \%) + (4 \times 15 \%) + (5 \times 15 \%) }{80 \%} \\ &= 4.19 \text{ points}\end{aligned}$$

$$\begin{aligned}\text{SUPPLIER 2 Quality score} &= \frac{(4 \times 50 \%) + (3 \times 15 \%) + (3 \times 15 \%) }{80 \%} \\ &= 4.00 \text{ points}\end{aligned}$$

SUPPLIER 1 has a quality score which is 4.75 % better than SUPPLIER 2 $((4.19-4.00)/4.00) = 0.0475 = 4.75 \%$, corresponding to a weighted

difference of 3.80 %. SUPPLIER 1 has offered a price which is 30.00 % higher than SUPPLIER 2 $((1,300,000 - 1,000,000) / 1,000,000 = 0.30 = 30.00 \%)$, corresponding to a weighted difference in price of 6.00 %.

In view of the fact that SUPPLIER 1 has achieved a quality score which is 3.80 % better than that of SUPPLIER 2 but offered a price which is 6.00 % higher, SUPPLIER 2 has offered the best ratio between price and the qualitative criteria.