




Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.

PURPLE MOUNTAIN
- CAFE.

Scoring

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	PASS	Presented on time by hand.
2.	Competence across all elements of the business.	N/A	PASS	Existing operator. Good previous experience with prior working with the FC.
3.	Health and Safety across all elements of the business.	N/A	PASS	Appendix C pg 5. Good evidence of process. Procedures + Compliance in place.

Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)	14	<p>Staff structure and recruitment Process.</p> <p>Specific Catering Manager, Recruitment ✓ Training ✓ Skills ✓ Marketing - strategy MtB only.</p> <p>Marketing activity shows no evidence of café operation.</p>
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)		
6.	Food (Lot 2 only)	X 1 (max 10)	8	<p>Overviews of menu selections provided with local food offer.</p> <p>Prices fine. Healthy/Balanced. Localism.</p> <p>Good information on dietary differences. Not inspirational.</p>
7.	Customer Experience	X 1 (max 10)	6	<p>Customer service training in place - NO specific courses mentioned.</p> <p>Good mention of gaining customer feedback to improve service + deal with complaints.</p> <p>Do not understand the statements relating to incorporating FC messages?</p> <p>customer experience - feedback mechanism.</p> <p style="text-align: right;">Clive @ inter</p>

Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	18	<p>Clear outline of the proposal.</p> <p>Cash flow shows fixed costs per month - not phreed?</p> <p>As per cycle tender:</p> <p>Average/ok but not proactive.</p> <p>No issues for 1st April operational start date.</p>
9.	Financial Offer	X 2 (max 20)	12	<p>No capital investment offered.</p> <p>Base 2500 No innovation.</p> <p>8% 10110</p> <p>12666.</p> <p>Realistic offer but no innovation.</p> <p>Investment for next term - zero.</p> <p>Business growth - No Comment.</p> <p>Lack of capital investment.</p>
	Possible Total Score:-	100	58.	

Criteria 1-3 are fundamental requirements of the contract. If a submission scores 'fail' in any of these criteria, the Forestry Commission may reject the submission in full, ceasing to evaluate the remainder of the questions.

Capital Investment

For the purposes of this application please include any significant plans for capital investment in your financial offer. During the interview stage any plans can be discussed including the potential for a mechanism to help encourage investment.



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Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.

Scoring

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	✓	
2.	Competence across all elements of the business.	N/A	✓	
3.	Health and Safety across all elements of the business.	N/A	✓	

Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)	10	Catering manager only
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)		
6.	Food (Lot 2 only)	X 1 (max 10)	10	
7.	Customer Experience	X 1 (max 10)	5	

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Dalby Forest Cycle Hire Centre and Café Tender

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8.	Business Plan	X 3 (max 30)	15 40	average of but not pro-active
9.	Financial Offer	X 2 (max 20)	15 20 20 10	£15,780 no capital investment
	Possible Total Score:-	100	50	

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Scoring *PURVIS MURPHY*

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	✓	<i>Received on time.</i>
2.	Competence across all elements of the business.	N/A	✓	<i>Existing operator</i>
3.	Health and Safety across all elements of the business.	N/A	✓	<i>PASS Appendix C. (P.5)</i>

Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)	7+2 <u>14.</u>	Specific catering Mgt. + 4 assistants - Recruitment ✓ - Training ✓ - Skills ✓ - Hiring ✓ → Strategy ↳ <u>M&B</u> only. ∴ making head on this
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)		NA
6.	Food (Lot 2 only)	X 1 (max 10)	8	- <u>overhead</u> - localisation - Balance - Health - Overcharging <u>Prices</u> ✓ (incorporates in menu)
7.	Customer Experience	X 1 (max 10)	7	- <u>customer experience</u> - info. - Feedback mechanism. } Fe.

Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	<u>18</u> 20	As per cycle tender .
9.	Financial Offer	X 2 (max 20)	12.	<p>1/3 business → Investment for new term (zero) } realism - Same agenda } offer but innovation.</p> <p>5% ↑ percentage</p> <p><u>Bonus growth</u> - No comment.</p> <p>Level of capital investment</p>
	Possible Total Score:-	100	<u>61.</u>	

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Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.

Purple Mountain - CAFE

Scoring

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	PASS	Presented on time by hand.
2.	Competence across all elements of the business.	N/A	PASS	Good previous experience with prior working with the FC. Excellent Director + Staff experience and job specs.
3.	Health and Safety across all elements of the business.	N/A	PASS	Excellent presentation of Health and Safety compliance and procedures in place.

Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)	6 = 12	<p>Information provided on staff structures and recruitment process.</p> <p>Annual training needs analysis.</p> <p>Opening 9-6 daily Easter-Oct 9-5 not Mon/Tues NOV-MAR.</p> <p>Marketing activity is propped up by existing mtb offers. - what if there was no mtb offer.</p>
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)	/	/
6.	Food (Lot 2 only)	X 1 (max 10)	6	<p>Overview of menu selection provided with local food offer. Prices fine.</p> <p>No prices listed</p> <p>Good information on dietary differences.</p> <p>Not inspiring.</p>
7.	Customer Experience	X 1 (max 10)	5	<p>Customer service training in place. - No specific mentioned.</p> <p>Good mention of getting customer feedback to improve service and deal with complaints.</p> <p>Do not understand the statement relating to incorporating FC Messages?</p>

Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	6 = 18	<p>Clear outline of the Cafe proposal.</p> <p>Cash flow shows fixed costs per month</p> <p>No issues for 1st April operational start date</p>
9.	Financial Offer	X 2 (max 20)	6 = 12	<p>No capital investment offered in the offer.</p> <p>Base £2500</p> <p>% 8 £10,110</p> <p>£12,660</p> <p>how?</p> <p>10 Innovation</p>
	Possible Total Score:-	100		

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Scoring

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	PASS	
2.	Competence across all elements of the business.	N/A	PASS	
3.	Health and Safety across all elements of the business.	N/A	PASS	

Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)	8. 16	Good process for recruitment in place & awareness of legislative need - not specific. Little innovation; good inclusion, but not noted or named.
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)		
6.	Food (Lot 2 only)	X 1 (max 10)	8.	<ul style="list-style-type: none"> - Excellent local farms. - Good focus upon diet. - Little innovation. - No inclusion noted.
7.	Customer Experience	X 1 (max 10)	6	<ul style="list-style-type: none"> - Vague on training. - Customer feed back - Vague on F.C. incorp.

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8.	Business Plan	X 3 (max 30)	7 = 21	<ul style="list-style-type: none"> limited cafe focus. reservations about cashflow.
9.	Financial Offer	X 2 (max 20)	14	<p>Yr 1 $2,500 + 8\% = 12,660$</p> <p>Yr 2 $7,500 + 8\% = 14,560$</p> <p>Yr 3 $2,500 + 8\% = 15,780$</p> <p>little margin for improvement.</p>
	Possible Total Score:-	100		

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