

# Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.

*Purple Mountain - Bike Hire*

## Scoring

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	PASS	Submitted by hand.
2.	Competence across all elements of the business.	N/A	PASS	Sound operational evidence for least 8 years on site.
3.	Health and Safety across all elements of the business.	N/A	PASS	Excellent detailed evidence of policies & procedures. Clear roles and responsibilities.

# Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2  (max 20)	17.5	<p>Realistic staff structure.</p> <p>Details + Experience provided for key staff.</p> <p>Recruitment ✓ Job descriptions ✓</p> <p>Centre Manager - Big role.</p> <p>Annual training needs analysis for staff.</p> <p>Excellent Annual training.</p> <p>Opening Daily Easter - Oct.</p> <p>Closed Mon/Tues Nov - Feb.</p> <p>Good Evidence of coaching + training and cycle fleet info.</p> <p>Very good Marketing Strategy</p> <p>Experienced staff Invest in cycle Includes Part time Full time</p>
5.	Bike Hire Equipment (Lot 1 only)	X 1  (max 10)	8	<p>Good info on cycle hire equip.</p> <p>Quality fleet - Scott + range.</p> <p>Well rounded good info.</p> <p>Limited evidence/info on limited mobility bikes.</p> <p>35 days usage for bikes.</p> <p>Prices ok. - includes 1hr hire for families.</p> <p>DAG Consultations.</p>
6.	Food (Lot 2 only)	X 1  (max 10)		
7.	Customer Experience	X 1  (max 10)	6	<p>Customer Service training in place</p> <p>Good Customer feedback.</p> <p>Complaints procedure.</p> <p>FC messages incorporated? what + how?</p>

# Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	22.5	<p>✓ good proposals                  Good inclusivity offer.                  Excellent business plan.                  Fixed costs across the yr                  - no phasing. - Makes cashflow tight.                  v. broad offer + evnts.                  links to Govn. Agencies. - Big Soc. localism.                  Health + Education.                  Able to comply with deadline.                  Limited innovation.</p>
9.	Financial Offer	X 2 (max 20)	12	<p>8% Base rent.                  No capital investment /                  improvements mentioned.                  £25k 1yr                  £29k 2yr                  £31k 3yr.                  Greatly increased offer.                  Business investment?</p>
	Possible Total Score:-	100	66	

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.

# Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.

Scoring *Pass Mark*.

	Criteria	Weighting	Score	Comments/Observations/Evidence provided
1.	Full specification document provided by the stated deadline.	N/A	<i>PASS</i>	<i>Received on time - Confirms to specification</i>
2.	Competence across all elements of the business.	N/A	<i>PASS</i>	<i>Existing operator (+2 centres) FC.</i>
3.	Health and Safety across all elements of the business.	N/A	<i>PASS</i>	<i>Appendix C. → <u>Competent</u>.</i>

# Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)		<p>16. Proposed staffing structure, realistic.</p> <ul style="list-style-type: none"> <li>- Recruitment process - Training</li> <li>- Job roles v. detailed</li> <li>- Coaching training - + cases listed</li> </ul> <hr/> <p>Inventories knows making bikes?</p> <p><del>But</del> Job descriptions (backgrounds not directly linked to cycle industry.?</p>
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)	8	<p>Quality fleet provision. (Scott) + range.</p> <hr/> <p>Wtd reliability? *</p> <p>* Prices. increases 1 hr. hire. for females.</p> <p>Making strategy.</p>
6.	Food (Lot 2 only)	X 1 (max 10)	-	N/A.
7.	Customer Experience	X 1 (max 10)	7	<p>Customer care</p> <p>Interaction prov + procedures</p> <hr/> <p>- FC Agenda - referred to - but not detailed</p> <p>Presume that they would tap into this?</p>

# Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	14.  7  (2)	<p>- Separate submission - Aims - or. - Maintain as expected - <u>Tuition</u> + coaching - V. Broad offer, + events</p> <p>Links to gain <u>Agenda</u> Class / After school. <u>Healthy</u> - <u>Educate</u> <u>Clinical change</u></p> <p>Big Soc / <u>Local</u> } Appears local community } BUT NEEDS <u>consideration</u></p> <p>Core business value marketing.</p>
9.	Financial Offer 10	X 2 (max 20)	5. 10.  ?	<p>450k - 100k cycling. - Greatly increased offer? → (hand) - Where does this come from - Sales. 25k vt year.</p> <p>Indication model. Business investment.</p>
	Possible Total Score:-	100	62	

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*Purple Mountain - Bike Hire*

## Scoring

	<b>Criteria</b>	<b>Weighting</b>	<b>Score</b>	<b>Comments/Observations/Evidence provided</b>
1.	Full specification document provided by the stated deadline.	N/A	PASS	<i>Received on time by hand.</i>
2.	Competence across all elements of the business.	N/A	PASS	<i>Provides good sound evidence of experience for the provision of this business.</i>
3.	Health and Safety across all elements of the business.	N/A	PASS	<i>Excellent provision of information relating to compliance to H&amp;S policies and procedures.</i>

# Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2 (max 20)	9 = 18	<p>Details and experience provided for key members of staff.                  Recruitment process addressed.                  Mentions job descriptions of staff.  <del>...</del> - Culture Manager big role.                  Annual training needs analysis for staff.                  Excellent <del>group</del> training.                  Opening Daily 8am - Oct.                  closed Mon/Tues Nov - Feb.                  Good evidence of coaching training and cycle fleet info.</p>
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)	8	<p>Very good marketing strategy.                  Good information provided on the cycle hire equipment.                  Well rounded good information.                  Limited evidence/info on limited mobility bikes.</p>
6.	Food (Lot 2 only)	X 1 (max 10)		
7.	Customer Experience	X 1 (max 10)	6	<p>Customer service training in place.                  Good - customer feedback.                  Complaints procedure                  FC incorporated messages?                  - what and how?</p>



# Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	8 = 24	<p>Very good proposal for the bike hire operation.          Good inclusivity offer,          fixed cost across the year for expenditures in the cashflow?  <u>Excellent business plan</u></p> <p>Able to comply with deadline.          No mention.</p>
9.	Financial Offer	X 2 (max 20)	7 = 14	<p>£ 5000 Base rent          8% of 20,000 %age 4%          ↓          25,000          low?</p> <p>↓          No capital investment / £31600 yr 3.          improvements mentioned</p>
	Possible Total Score:-	100		

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PM

# 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)	18	Good range of staffing numbers Full time/part time Seasonal																
5.	Bike Hire Equipment (Lot 1 only)	X 1 (max 10)	7	35 days of use replacement of bikes <table style="margin-left: 20px;"> <tr> <td></td> <td>full</td> <td>3hrs</td> <td></td> </tr> <tr> <td>normal</td> <td>30</td> <td>25</td> <td></td> </tr> <tr> <td>top</td> <td>35</td> <td>30</td> <td>the season</td> </tr> <tr> <td>kids</td> <td>15</td> <td>10</td> <td></td> </tr> </table> Disabled -> DAE contribution		full	3hrs		normal	30	25		top	35	30	the season	kids	15	10	
	full	3hrs																		
normal	30	25																		
top	35	30	the season																	
kids	15	10																		
6.	Food (Lot 2 only)	X 1 (max 10)																		
7.	Customer Experience	X 1 (max 10)	<del>18</del> 4																	

# Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	29 <del>18</del> 21	
9.	Financial Offer	X 2 (max 20)	10 <del>11</del>	1 £25,000 2 29,320 3 31,400
	Possible Total Score:-	100	60 <del>30</del>	

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V

P.M BIKE



Forestry Commission  
England

North York Moors

# 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	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	Good detailed evidence to clearly assigned roles.

18  
 18  
 14  
 16  
 56

18  
 18  
 16  
 18  
 64

# Dalby Forest Cycle Hire Centre and Café Tender

4.	Staffing and operating	X 2  (max 20)	9  18	<ul style="list-style-type: none"> <li>- Great deal asked of cake manager.</li> <li>- Recognised training schemes for staff.</li> <li>- HR &amp; Inclusivity?</li> <li>- GA Job roles.</li> <li>- Open every day except xmas!</li> <li>- Get opening hours.</li> <li>- knowledgeable marketing</li> <li>- less than perfect innovation.</li> </ul>
5.	Bike Hire Equipment (Lot 1 only)	X 1  (max 10)	9	<p>9. Excellent, &amp; range of family packages.</p> <p>less than perfect as lacking sanitation or less abled persons.</p>
6.	Food (Lot 2 only)	X 1  (max 10)		
7.	Customer Experience	X 1  (max 10)	7	<p>Key points covered. Would have liked to see more detail on complaints.</p>

# Dalby Forest Cycle Hire Centre and Café Tender

8.	Business Plan	X 3 (max 30)	8	8 v. good. Would like more business <sup>start</sup> forms & discussion of cost economics & insurance. 3 x 12 Wage rate stable throughout year & all prices stable against seasonal receipts. Big Stock Agendas
9.	Financial Offer	X 2 (max 20)	7  = 14	Yr 1 5k + 8 = Est 25k. (big / minor <sup>other</sup> ) 2 5k + 8 = Est 29k. 3 = Est 31k.  No entry accepted.
	Possible Total Score:-	100		

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