



Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.


PACE + CTC

- DALBY FOREST CYCLING

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 | Mentioned CRB checks. Proven years of operation for both organisations. CTC - other FC sites. |
| 3. | Health and Safety across all elements of the business. | N/A | PASS. | Positive - late back procedure Good Compliance + evidence of processes and procedures in place. Excellent! |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|----------------------------------|-----------------|-----|---|
| 4. | Staffing and operating | X 2 (max 20) | 16 | <p>Reservations about partnership Model - who runs it? Explored Pzcc/CTC working relationship. (Daly Forest Cycling) - Pzcc - Products, hardware + services Key staff in place. CTC - people/customers Key skills not needed for staff. All year opening. Community outreach Engagement Good marketing with CTC links. CTC - network training centre. Continued professional development. Quarterly Reviews w/FC.</p> |
| 5. | Bike Hire Equipment (Lot 1 only) | X 1 (max 10) | 8 | <p>Explored Pzcc/CTC working relationship Includes Road bikes ✓ Scott Fleet. Pzcc - current distributor CTC - provision of All ability bikes. Good information provided on bikes + hire charges. Full / 1/2 / 1hr hires. Good Prices. All ability Covered - Sizes and orientation for all. Good overall information provided.</p> |
| 6. | Food (Lot 2 only) | X 1 (max 10) | |  |
| 7. | Customer Experience | X 1 (max 10) | 5.5 | <p>Promotion of FC site and aims/ objectives by incorporating displays in fit out + Regular costed wdg's. No mention of customer service training. Good management of complaints. Opening hrs to be clarified @ interviews. training - Pzcc 25yrs customer loyalty - Bradley CTC - Networking - Reputation Structural approach.</p> |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|------------------------|-----------------|------|--|
| 8. | Business Plan | X 3 (max 30) | 20. | <p>Refurbishment costs included.</p> <p>Good overall ethos explained for the cycle provision.</p> <p>Financial offer is confusing - needs expansion at interview</p> <p>Good analysis of market share.</p> <p>Not enough staff for bike hire</p> <p>quality brands, + costs seem low</p> <p>environment covered.</p> <p>Delivery timetable detailed.</p> <p>Splitting the business CTC/PACE.</p> |
| 9. | Financial Offer | X 2 (max 20) | 11 | <p>Yr 1 ✓ CTC PACE Sustainable but £107 £9000 may not be enough 4% 4% clarify @ interview low percentage.</p> <p>+ CRC = £29k Yr 1. £40 Yr 2. £47 Yr 3.</p> |
| | Possible Total Score:- | 100 | 60.5 | |

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.



PACE / CTC

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 | ✓ | CRB checks |
| 3. | Health and Safety across all elements of the business. | N/A | ✓ | Late bank procedure etc. |

Dalby Forest Cycle Hire Centre and Café Tender

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|---------|----------------------------------|-----------------|--|---|---------|-----|----------|----|----|----|--------|----|----|---------|----|---|
| 4. | Staffing and operating | X 2 (max 20) | <p>18</p> <p>additional funding</p> <p>Sponsorship</p> | <p>CTC Dalby Training Centre</p> <p>Continued professional development</p> <p>Quarterly Review meetings</p> <p>DVC business manager + 1</p> <p>CTC iFTE training</p> <p>PACE trail network development</p> | | | | | | | | | | | | |
| 5. | Bike Hire Equipment (Lot 1 only) | X 1 (max 10) | 7 | <p>Scott bikes</p> <p>Lapierre</p> <p>Price</p> <table border="1"> <tr> <td>per day</td> <td>1/2</td> <td>1 1/2 hr</td> </tr> <tr> <td>25</td> <td>20</td> <td>14</td> </tr> <tr> <td>top 40</td> <td>30</td> <td>30</td> </tr> <tr> <td>kids 15</td> <td>10</td> <td>7</td> </tr> </table> | per day | 1/2 | 1 1/2 hr | 25 | 20 | 14 | top 40 | 30 | 30 | kids 15 | 10 | 7 |
| per day | 1/2 | 1 1/2 hr | | | | | | | | | | | | | | |
| 25 | 20 | 14 | | | | | | | | | | | | | | |
| top 40 | 30 | 30 | | | | | | | | | | | | | | |
| kids 15 | 10 | 7 | | | | | | | | | | | | | | |
| 6. | Food (Lot 2 only) | X 1 (max 10) | | | | | | | | | | | | | | |
| 7. | Customer Experience | X 1 (max 10) | <p>5</p> <p>5</p> | | | | | | | | | | | | | |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|------------------------|-----------------|----|-----------------------------|
| 8. | Business Plan | X 3 (max 30) | 30 | refurbish £114,000 50466 |
| 9. | Financial Offer | X 2 (max 20) | 10 | 29571 40194 47089 |
| | Possible Total Score:- | 100 | 70 | |

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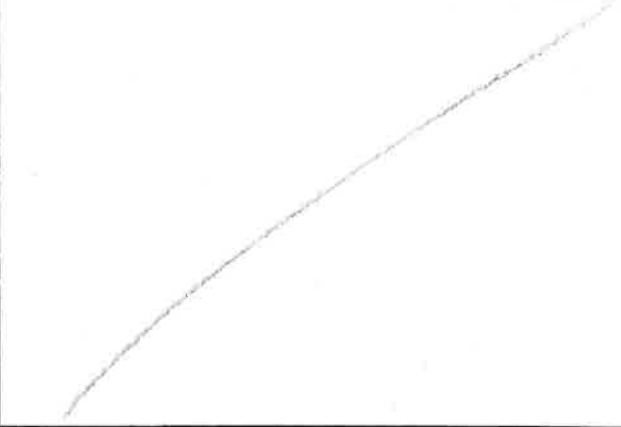
Dalby Forest Courtyard Cycle Hire Centre and Courtyard Café Tender.

DACE + CTC
- Dalby Forest Cycling (DFC)

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 | 2 businesses with different experience coming together. Clear objectives of the business Responsibilities linked to experience. |
| 3. | Health and Safety across all elements of the business. | N/A | PASS. | Excellent compliance to H&S policies + procedures. |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|----------------------------------|-----------------|---|---|
| 4. | Staffing and operating | X 2 (max 20) | 7 = 14 | <p>Key staff in place. Who runs the operation totally? Key skills not mentioned for staff. Training will be given. Nov - Oct Daily All year. Nov - Oct Daily All year.</p> <p>Good coverage of marketing with CTC links. National training con</p> |
| 5. | Bike Hire Equipment (Lot 1 only) | X 1 (max 10) | 8 | <p>Good information provided about bikes and hire charges Sizes and variation for all. All ability covered.</p> |
| 6. | Food (Lot 2 only) | X 1 (max 10) |  |  |
| 7. | Customer Experience | X 1 (max 10) | 4 | <p>Provision of the FC site. No mention of customer service training of management of complaints.</p> |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|------------------------|-----------------|------------|--|
| 8. | Business Plan | X 3 (max 30) | 5 = 15. | <p>Good overall others explained for the cycle provision.</p> <p>Financial offer is very compelling. Good analysis of market scene.</p> <p>Not enough staff for bike hire. Available ok. Costs see very low.</p> |
| 9. | Financial Offer | X 2 (max 20) | 6 = 12 | <p>UR1 UR1 No CFC Hire CFC PACE 26840</p> <p>29000 £9000 = £29,571</p> <p>4% 4%</p> <p>low % eggs.</p> <p>Sustainable but may not be correct. % rate low.</p> |
| | Possible Total Score:- | 100 | | |

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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 | ✓ | Received on time - conforms to specification |
| 2. | Competence across all elements of the business. | N/A | ✓ | <p>Price - 25yrs cycle incl. } Application conforms ✓</p> <p>CRZ - 100+</p> <p>CR - operating in other FC sites. Page 5. Page 3.</p> |
| 3. | Health and Safety across all elements of the business. | N/A | ✓ | <p>Present - statements / papers } excellent papers</p> <p>Page 7 - Documents listed</p> <p>lets both providers - all the detail.</p> |

Dalby Forest Cycle Hire Centre and Café Tender

DFC

| | | | | |
|----|----------------------------------|-----------------|----------------------|--|
| 4. | Staffing and operating | X 2 (max 20) | 2x 8 ⑩ | <p>- Intro - Pace / CTZ working relationship,</p> <p>- Dalby Forest Cycling. (DFC)</p> <p>- Pace - full time presence</p> <p>← P = Products + hardware + services</p> <p>CTZ - People / activities Community outreach engagement.</p> <p>See Page 2.</p> |
| 5. | Bike Hire Equipment (Lot 1 only) | X 1 (max 10) | ⑧ +1 ⑨ | <p>Mc Read bikes ✓</p> <p>Scot → same as PM</p> <p>- Pace current distributor / warranty.</p> <p>CTZ - provision → All ability</p> <p>Research based.</p> |
| 6. | Food (Lot 2 only) | X 1 (max 10) | | N/A. |
| 7. | Customer Experience | X 1 (max 10) | ⑦ | <p>Pace - 25yrs customer loyalty base</p> <p>CTZ Pace Branding / reputation</p> <p>- Structured approach - CTZ networking</p> <p>- Training</p> |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|------------------------|-----------------|--------------|---|--------------------------|
| 8. | Business Plan | X 3 (max 30) | 20 +1 | <ul style="list-style-type: none"> - quality brands - Environment. - CTW o/. finance. - detailed costings. - Preparedness <hr/> <ul style="list-style-type: none"> - Delivery Time table - Reliability | * <u>Finance Plan</u> |
| 9. | Financial Offer | X 2 (max 20) | (10) | <p>29/40/47 1. rate low ? B/Plan over thought.</p> | |
| | Possible Total Score:- | 100 | <u>62</u> | | |

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JK

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Forestry Commission
England

North York Moors

- How keep about legal
 - How would you prepare for risk assessment & keep present.
 - Single entity - how sit with charitable status / Partners aspects
 - Initiatives for working with Café
 - If a family with a disabled child care, how would you deal?
 - Would we see a change.
 - How would it operate?
 - Could they operate?
 - Not a wildly attractive business

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Scoring

| | Criteria | Weighting | Score | Comments/Observations/Evidence provided |
|----|--|-----------|-------|--|
| 1. | Full specification document provided by the stated deadline. | N/A | PASS | Tedious to page preamble. |
| 2. | Competence across all elements of the business. | N/A | PASS | - Mention CRB - Operate Elsewhere. |
| 3. | Health and Safety across all elements of the business. | N/A | PASS | Good. Excellent example of process & procedures. |

Dalby Forest Cycle Hire Centre and Café Tender

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|----|----------------------------------|-----------------|----------------|--|
| 4. | Staffing and operating | X 2 (max 20) | 8 = 16. | Tenders Reservations about parking. |
| 5. | Bike Hire Equipment (Lot 1 only) | X 1 (max 10) | 9 | Not sufficient emphasis on ability. |
| 6. | Food (Lot 2 only) | X 1 (max 10) | | |
| 7. | Customer Experience | X 1 (max 10) | 6 | Blatant vehicles Tenders. Concern about opening Customer Service Complaints. |

Dalby Forest Cycle Hire Centre and Café Tender

| | | | | |
|----|------------------------|-----------------|----------|---|
| 8. | Business Plan | X 3 (max 30) | 5 /15 | Flabby 7 |
| 9. | Financial Offer | X 2 (max 20) | 12 | <ul style="list-style-type: none"> - They are finally splitting the business - Staff costs look low - Costs low, sustainable? - Not particularly attractive business <p>A complicated financial offer.</p> <ul style="list-style-type: none"> - Gd & sustainable profit - But 7. low. |
| | Possible Total Score:- | 100 | | |

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£50? - Vague.