

**Attachment 11.1**

**Confidential Witton Centre Port Noarlunga – commercial opportunity**

**8 pages**



## EOI Evaluation Summary

**Contract No:** 09074

**Contract Name:** Port Noarlunga Upgrade - Witton Centre Commercial Opportunity

Expressions of Interest (EOIs) were invited by open tender process. EOIs closed at 4.00pm Friday 20 November 2009 at which time four EOIs were received from the tenderers who are listed in table 1 (below)

**Table 1 – Tenders received from:**

Name of Tenderer
Tony Bailey & George Alexopoulos
Carmen Kirk
Vanadam Pty Ltd
Para Praia Pty Ltd

The EOIs were assessed in accordance with Clause 23 "Evaluation of Tenders" of Council's Administration Procedure "Procurement". This procedure requires that tenders are assessed by an evaluation panel using a weighted matrix to rank the tenderers in order of preference. The EOIs have been assessed against the Tender Evaluation Plan, which was approved prior to the closing date.

EOIs were assessed against Mandatory Criteria and the results of this evaluation have been shown in Table 4. Only those EOIs which met the Mandatory Criteria have been considered against the weighted criteria.

The evaluation panel comprised the people listed as recommended by in table 3 (next page).

The financial value was calculated using a NPV formula of future proposed cash flows (for evaluation criteria 'Commercial Proposition'). These values were then entered into the TMS to generate a score, by adapting (reversing) the formula adopted from Association Consulting Engineers Australia (ACEA) as follows:

$$S = 5 - 10 \times \frac{(\$M - \$T)}{\$M}$$

Where: S = Score (Max 10), \$M = Median Price, \$T = Tendered Price

Scores for the remaining criteria were allocated qualitatively by agreement of the evaluation panel using standard procedure based on scoring in the range of 0 to 10, with 5 being acceptable. A full summary of the evaluation criteria, weightings and allocated scores is provided as table 5.

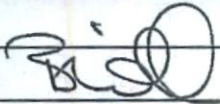
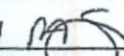
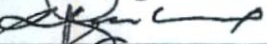
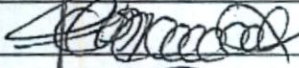
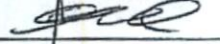
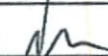
The assessment panel was advised by the following expert panel:

**Table 2 – Evaluation Panel Advisors**

Name	Position Title
Tim Dawson	Probity Advisor (CTS)
Geoff Hayter	Managing Director, Colliers
Philip Adams	Partner, Norman Waterhouse
Michael Corigliano	Chartered Accountant
Pip Forrester	Chair, Fleurieu Peninsula Food Group

**The evaluation panel has selected 2 Tenderers: Para Praia Pty Ltd and Tony Bailey & George Alexopoulos as short-listed suppliers and recommends that these two Tenderers be invited to participate in stage 2 of the Commercial Opportunity process.**

**Table 3 - Recommendation/Endorsement/Approval**

Name	Position Title	Date	Signature
<b>Recommended by:</b>			
Bruce Williams	General Manager, Projects & Services	31.12.09	
Michelle Gegenhuber	Manager, Strategic Projects	24.12.2009	
Alex Derewlany	Project Leader	24.12.2009	
Alison Hancock	Manager Property Services	28.12.2009	
Kathryn Kuchel	Contracts Engineer	24.12.2009	
<b>Approved by:</b>			
Jeff Tate	Chief Executive Officer	19/12/2010	

**Table 4 – Assessment of Mandatory Evaluation Criteria**

Mandatory Criteria	Tenderer			
	Tony Bailey & George Alexopoulos	Carmen Kirk	Vanadam Pty Ltd	Para Praia Pty Ltd
• Expression of Interest Responses must include completed Response form as contained in appendix 5.	✓	✓	x	✓
• Each Expression of Interest Response must contain a signed and dated original of the Expression of Interest Form 1 included at appendix 4.	✓	✓	x	✓
• Expression of Interest Responses must be delivered to the Tender Box at the offices of the City of Onkaparinga, prior to 4.00 pm (CDST) on the 30 October 2009	✓	✓	✓	✓