Request for Proposal (RFP)

For: Our Shared Cultural Heritage Website

Date: 11 August 2021

1 Overview of the British Council

1.1 The British Council builds connections, understanding and trust between people in the UK and other countries through arts and culture, education and the English language. We help young people to gain the skills, confidence and connections they are looking for to realise their potential and to participate in strong and inclusive communities. We support them to learn English, to get a high-quality education and to gain internationally recognised qualifications. Our work in arts and culture stimulates creative expression and exchange and nurtures creative enterprise.

1.2 We connect the best of the UK with the world and the best of the world with the UK. These connections lead to an understanding of each other’s strengths and of the challenges and values that we share. This builds trust between people in the UK and other nations which endures even when official relations may be strained.

1.3 We work on the ground in more than 100 countries. In 2019-20 we connected with 80 million people directly and with 791 million people overall, including online and through our broadcasts and publications. Founded in 1934, we are a UK charity governed by Royal Charter and a UK public body. Further information can be viewed at www.britishcouncil.org.

2 Introduction and Background to the Project / Programme

2.1 The Our Shared Cultural Heritage (OSCH) project focuses on exploring the shared cultures and histories of the UK and South Asia. The project works with young people aged 11-25 to experiment and create new ways for museums and youth organisations to work together and become better places for young people to explore identity, connect with others and to create new opportunities for young people. OSCH is led by British Council, partnered with Manchester Museum, Glasgow Museums and UK Youth. It is funded by the National Lottery Heritage Fund’s Kick the Dust programme which aims to involve more young people in heritage, there are 12 Kick the Dust projects across the UK.

We are looking for a supplier who can deliver a website for the project, detailed in Section 7 - Specification, until January 2023.
2.3 The purpose and scope of this RFP and supporting documents is to explain in further detail the requirements of the British Council and the process for submitting a proposal in response to this RFP ("Proposal").

3 Proposal Conditions and Contractual Requirements

This section of the RFP sets out the British Council’s contracting requirements, general policy requirements, and the general conditions relating to this procurement process ("Procurement Process").

3.1 Contracting requirements

3.1.1 Contracting authority: the British Council which includes any other companies and organisations that control or are controlled by the British Council from time to time (see: http://www.britishcouncil.org/organisation/structure/status).

3.1.2 Delivery location for goods and/or services: the British Council offices in the United Kingdom, and deliverables should function in UK, India, Pakistan and Bangladesh.

3.1.3 Duration:

Contract until end of project, 31st January 2023, consisting:

- Website development – indicative 2 months
- Ongoing support until end of project (January 2023)

3.1.4 Contractual terms: As set out at Annex 1 (Terms and Conditions of Contract) ("Contract"). By submitting a Proposal, you are agreeing to be bound by the terms of this RFP and the Contract without further negotiation or amendment. Once the Contract is awarded, there will be no changes allowed to the Contract (except in accordance with the provisions of the Contract). Any clarification questions in relation to any aspect of this Procurement Process and the associated documentation should be submitted in accordance with the process set out in paragraph 12 (Clarification Requests). Only changes which relate to the correction of ambiguity or manifest error in relation to the terms of the Contract will be considered and, if necessary, the British Council may, when issuing its response to clarification questions, reissue Annex 1 to reflect such changes. Any proposed amendments received from a potential supplier as part of its Proposal shall entitle the British Council to reject that Proposal and to disqualify that potential supplier from this Procurement Process.

3.2 General Policy Requirements

3.2.1 By submitting a Proposal, you confirm that you will, and that you will ensure that any consortium members and/or subcontractors will, comply with all applicable laws, codes of practice, statutory guidance and applicable British Council policies relevant to the goods and/or services being supplied. All relevant
British Council policies that suppliers are expected to comply with can be found on the British Council website (https://www.britishcouncil.org/organisation/transparency/policies).

3.3 General Proposal conditions (“Proposal Conditions”)

3.3.1 Application of these Proposal Conditions – In participating in this Procurement Process and/or by submitting a Proposal it will be implied that you accept and will be bound by all the provisions of this RFP and its Annexes. Accordingly, Proposals should be made on the basis of and strictly in accordance with the requirements of this RFP.

3.3.2 Third party verifications – Your Proposal is submitted on the basis that you consent to the British Council carrying out all necessary actions to verify the information that you have provided, and the analysis of your Proposal being undertaken by one or more third parties commissioned by the British Council for such purposes.

3.3.3 Information provided to potential suppliers – Information that is supplied as part of this Procurement Process is supplied in good faith. The information contained in the RFP and the supporting documents and in any related written or oral communication is believed to be correct at the time of issue. No liability (save for fraudulent misrepresentation) is accepted for its accuracy, adequacy or completeness and no warranty is given as such.

3.3.4 Potential suppliers to make their own enquiries – You are responsible for analysing and reviewing all information provided to you as part of this Procurement Process and for forming your own opinions and seeking advice as you consider appropriate. The clarification process set out in paragraph 12 should be used for any queries in relation to this Procurement Process.

3.3.5 Amendments to the RFP – At any time prior to the Response Deadline, the British Council may amend the RFP and if appropriate, the Response Deadline shall, at the discretion of the British Council, be extended.

3.3.6 Compliance of Proposal – Any goods and/or services offered should be on the basis of and strictly in accordance with the RFP (including, without limitation, any specification of the British Council’s requirements, these Proposal Conditions and the Contract) and all other documents and any clarifications or updates issued by the British Council as part of this Procurement Process.

3.3.7 Compliance with the terms of the Contract – The successful supplier must comply with the Contract as set out in Annex 1 without any amendment (save as described in paragraph 3.1.4).

3.3.8 Format of Proposal – Proposals must comprise the relevant documents as detailed by the British Council in Annex 2 (Supplier Proposal) completed in accordance with relevant all instructions. Any documents requested by the British Council must be completed in full. It is important that you read the RFP carefully before completing and submitting your Proposal.
3.3.9 **Modifications to Proposals once submitted** – You may modify your Proposal prior to the Response Deadline by giving written notice to the British Council. Any modification should be clear and submitted as a completely new Proposal in accordance with Annex 2 (Supplier Proposal) and these Proposal Conditions.

3.3.10 **Disqualification** – If you breach these Proposal Conditions, if there are any errors, omissions or material adverse changes relating to any information supplied by you at any stage in this Procurement Process, if any other circumstances set out in this RFP, and/or in any supporting documents, entitling the British Council to reject a Proposal apply and/or if you or your appointed advisers attempt:

- to inappropriately influence this Procurement Process or fix or set the price for goods or services;
- to enter into an arrangement with any other party that such party shall refrain from submitting a Proposal;
- to enter into any arrangement with any other party (other than another party that forms part of your consortium bid or is your proposed sub-contractor) as to the prices submitted;
- to collude in any other way;
- to engage in direct or indirect bribery or canvassing by you or your appointed advisers in relation to this Procurement Process; or
- to obtain information from any of the employees, agents or advisors of the British Council concerning this Procurement Process (other than as set out in these Proposal Conditions) or from another potential supplier or another Proposal,

the British Council shall be entitled to reject your Proposal in full and to disqualify you from this Procurement Process. Subject to paragraph 3.3.1 below, by participating in this Procurement Process you accept that the British Council shall have no liability to a disqualified potential supplier in these circumstances.

3.3.11 **Proposal costs** – You are responsible for obtaining all information necessary for preparation of your Proposal and for all costs and expenses incurred in preparation of the Proposal. Subject paragraph 3.3.15, you accept by your participation in this Procurement Process, including without limitation the submission of a Proposal, that you will not be entitled to claim from the British Council any costs, expenses or liabilities that you may incur in submitting a Proposal irrespective of whether or not your Proposal is successful.

3.3.12 **Rights to cancel or vary this Procurement Process** – Nothing in this Procurement Process will bind the British Council to enter into any contractual or other arrangement with you or any other potential supplier. It is intended that the remainder of this Procurement Process will take place in accordance with the provisions of this RFP, but the British Council reserves the right to terminate, amend or vary (to include, without limitation, in relation to any timescales or deadlines) this Procurement Process by notice in writing. Subject to paragraph 3.3.15, the British will have no liability for any losses, costs or expenses you incur as a result of such actions.
3.3.13 **Consortium Members and sub-contractors** – It is your responsibility to ensure that any staff, consortium members, sub-contractors and advisers abide by these Proposal Conditions and the requirements of this RFP.

3.3.14 **Liability** – Nothing in these Proposal Conditions is intended to exclude or limit the liability of the British Council in relation to fraud or in other circumstances where the British Council’s liability may not be limited under any applicable law.

4 **Confidentiality and Information Governance**

4.1 All information supplied to you by the British Council, including this RFP and all other documents relating to this Procurement Process, either in writing or orally, must be treated in confidence and not disclosed to any third party (save to your professional advisers, consortium members and/or sub-contractors strictly for the purposes only of helping you to participate in this Procurement Process and/or prepare your Proposal) unless the information is already in the public domain or is required to be disclosed under any applicable laws.

4.2 You shall not disclose, copy or reproduce any of the information supplied to you as part of this Procurement Process other than for the purposes of preparing and submitting a Proposal. There must be no publicity by you regarding the Procurement Process or the future award of any contract unless the British Council has given express written consent to the relevant communication.

4.3 The British Council reserves the right to disclose all documents relating to this Procurement Process, including without limitation your Proposal, to any employee, third party agent, adviser or other third party involved in the Procurement Process in support of, and/or in collaboration with, the British Council. The British Council further reserves the right to publish the Contract once awarded and/or disclose information in connection with supplier performance under the Contract in accordance with any public sector transparency policies (as referred to below). By participating in this Procurement Process, you agree to such disclosure and/or publication by the British Council in accordance with such rights reserved by it under this paragraph.


4.5 You should be aware of the British Council’s obligations and responsibilities under the Disclosure Obligations to disclose information held by the British Council. Information provided by you in connection with this Procurement Process, or with any contract that may be awarded as a result of this exercise, may therefore have to be disclosed by the British Council under the Disclosure Obligations, unless the British Council decides that one of the statutory exemptions under the FOIA or the EIR applies.
5 Proposal Validity

5.1 Your Proposal must remain open for acceptance by the British Council for a period of sixty days from the Response Deadline. A Proposal not valid for this period may be rejected by the British Council.

6 Payment and Invoicing

6.1 The British Council will pay correctly addressed and undisputed invoices within 30 days in accordance with the requirements of the Contract. Suppliers to the British Council must ensure comparable payment provisions apply to the payment of their sub-contractors and the sub-contractors of their sub-contractors. General requirements for an invoice for the British Council include:
   • A description of the good/services supplied is included.
   • The British Council Purchase Order number is included.
   • It is sent electronically via email in PDF format to BC.Invoices@britishcouncil.org or by post to:
     The British Council, Corporate Services – UK Hub Team, 1 Redman Place, Stratford, London E20 1JQ

7 Specification

7.1 The British Council is looking for a supplier to create a website for the Our Shared Cultural Heritage project and provide ongoing digital support to ensure smooth functioning of the website.

The Our Shared Cultural Heritage project focuses on exploring the shared cultures and histories of the UK and South Asia. The project works with young people aged 11-25 to experiment and create new ways for museums and youth organisations to work together and become better places for young people to explore identity, connect with others and to create new opportunities for young people. OSCH is led by British Council, partnered with Manchester Museum, Glasgow Museums and UK Youth in the UK and a range of cultural partners in India, Pakistan and Bangladesh. OSCH UK is one of 12 UK projects funded by the National Lottery Heritage Fund’s Kick the Dust programme which aims to involve more young people in heritage. The project is running until January 2023.

The website will cover the UK delivery of the Our Shared Cultural Heritage project as well as activity in India, Pakistan and Bangladesh.

The supplier will be expected to deliver:

Outputs:

Creation of the OSCH Website

Digital Support:

Ongoing support and updates of the website throughout the project, until the project ends on 31 January 2023 and website to be live until 5 years after the end of the project (January 2028).
Website Brief:

The aim is to create an accessible website for OSCH stakeholders. The website needs to incorporate brand elements and content that has been co-created by young people.

New website for Our Shared Cultural Heritage project to be live throughout project life (until January 2023) and for 5 years afterwards (January 2028). The supplier will be responsible for setting up the hosting. Thereafter the domain name and hosting will be owned and managed by the British Council. The supplier is expected to consider any upgrades the website will need whilst it is live. The supplier will be expected to carry out penetration testing and ensure the ongoing security of the website.

The focus of the website is to showcase the project, particularly young people’s contributions, and as an ongoing resource for project stakeholders, including promoting opportunities.

End users:

- Young people interacting with stories and content
- Young people and organisations looking for opportunities
- Heritage sector, youth sector and individuals looking for resources

Requirements:

- Showcase outputs: website needs ability to embed videos (hosted on YouTube), illustrations, blogs, downloadable PDFs and ideally integrate our social media feeds as appropriate
- Include calls to action and be able to embed forms (e.g. mailchimp) for getting involved in the project – either in project-wide activity or city-specific activity/events in Glasgow or Manchester.
- Host resources – including documents like our Project Working Agreement and training resources (PDF documents, video and image formats) for heritage and youth sector workers and organisations.
- As part of our Project Working Agreement we included a commitment to transparency and clear updates about decisions on the project so we would like to include a news section or newsletter sign-up and a projects section where we can put updates up regularly. We expect capacity for time sensitive and static content.
- Consistent design throughout using OSCH branding and colour palette (these will be ready to use, co-created by young people).

Essential Features:

- The site should clearly highlight calls to action
• We want the website to keep people motivated and check in on the project; the developers should ensure SEO optimisation.

• SEO tracker and Google Analytics

• The site should be as accessible as possible, be simple and user friendly

• Accessible – AA standard / WAG 2.0 (Level A) guidelines

• Responsive design - provide great experience on all devices

• Easily accessible and editable for users (OSCH Team) in the back end with different administration rights

• Ability both to share social media and to link to relevant social media channels, which may change, to embed social media streams.

• A clear How to Use guide to enable young people, staff and partners to use the website. For e.g. training and documentation/videos on how to upload. There needs to be a clear sign off process for who can upload content.

• Ability to use pop-ups and questionnaires

**Suggested Structure:**

**Landing Page**

**About Section**

• Project description

• Potential link to Project Working Agreement to show our values

**Projects Section**

• Links to different projects Shared Archive, Our Campaigns, Heritage Work Placements (see below)

**Channels**

• Link out to existing OSCH WordPress Blog:
  
  [https://sharedculturalheritage.wordpress.com/](https://sharedculturalheritage.wordpress.com/)

• Social Media Accounts - either feeds or link outs to our project Twitters, Instagrams

**Resources**
• Links to document resources and downloadable PDFs (e.g. Project Working Agreement, evaluation outputs, “How to Run a Digital Internship” Toolkit, Activity Pack)

• Embedded video and illustrative resources

Our People

• Short profiles of key staff and young people

• Link out to partners websites

• Our partners in the UK

• Our partners in South Asia

• Case studies and profiles of young people (Manchester Collective, interns, apprentices, young designers)

Contact/Get Involved

• Email links

• Current opportunities section

Projects Sub-Section

Shared Archive

• Content and outputs from our Storytelling projects

• Creating a living archive of UK/SA heritage and stories

Our Action / Campaigns

• Descriptions of our Social Action Projects, Change-makers and other change work

• South Asian Heritage Month content

• Manifesto for Change (end of project output)

Heritage Work Placements

• Descriptions and updates of our work placements and apprenticeships
Sites We Like:

Here are some websites from similar projects. We’ve listed the features that particularly appeal to us.

Shout Out Loud - https://www.shoutoutloud.org.uk
We like:
• Clear structure
• Strong, consistent branding and visuals throughout
• Clear header navigation bar

Don't Settle - https://beatfreeks.com/dont-settle/
We like:
• Great consistent imagery
• Very accessible ‘Apply Here’ section integrating direct links to Typeform application forms

Keeping It Wild - https://www.wildlondon.org.uk/keeping-it-wild
We like:
• Embedded video footage throughout
• Clear descriptions of project activity and sections

Success Indicators:
• Stakeholders (young people and professionals) in the UK and South Asia engage with the project through the website
• The website does not look corporate and reflects the OSCH brand
• Young people and partners can feed into the website and have editing access
• Resource and campaigns areas of the website helps facilitate the project goals for 7,000 young people to shape digital campaigns on OSCH
• Website enables us to host digital toolkits and case studies to transform youth voice and interpretation within heritage spaces.

Maintenance and support:
• OSCH Team and young people need to be able to easily update the website, there needs to be a series of administration rights
• SLA (service level agreement), with costs, time allocations and anticipated response time. This should include any upgrades (including security) that the website will need in its life span.
• The supplier will organise the hosting of the site, once set up it will be managed by the British Council.

Content:
• Photographs, illustrations, graphics currently available
• OSCH Team and partners are responsible for providing written and image content
• We don’t have all our videos/images yet - therefore we are suggesting a two-phase launch process

**Indicative Timeline:**
We anticipate a two-phase process to include:
• Phase 1. Development of the website and a soft launch of core components and website structure
• Phase 2. Snag period and subsequent uploading of the remainder of content

<table>
<thead>
<tr>
<th>Stage</th>
<th>Anticipated timeframe</th>
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</thead>
<tbody>
<tr>
<td>Phase 1</td>
<td></td>
</tr>
<tr>
<td>Onboarding, including discovery phase</td>
<td>1 - 2 weeks</td>
</tr>
<tr>
<td>Design prototyping</td>
<td>4 weeks</td>
</tr>
<tr>
<td>Development</td>
<td>4 weeks</td>
</tr>
<tr>
<td>Adding Content</td>
<td>2 weeks</td>
</tr>
<tr>
<td>(Content that is ready can be added straight away, or placeholders put in position)</td>
<td></td>
</tr>
<tr>
<td>Testing and Review</td>
<td>2 weeks</td>
</tr>
<tr>
<td>Migration and soft launch</td>
<td>1 day</td>
</tr>
<tr>
<td>Phase 2</td>
<td></td>
</tr>
<tr>
<td>Remainder of content uploaded</td>
<td>1 month</td>
</tr>
<tr>
<td>Snag period</td>
<td>1-2 months</td>
</tr>
</tbody>
</table>

**Guideline budget:**

£5,000 - £15,000

8  **Mandatory Requirements / Constraints**

8.1 As part of your Proposal, you must confirm that you meet the mandatory requirements / constraints, if any, as set out in the British Council’s specification forming part of this RFP. Failure to comply with any mandatory requirements or constraints shall entitle the British Council to reject a Proposal.

There are no specific mandatory requirements for this specification.
9 Key background documents

9.1 Further relevant background documents / information may be provided to potential suppliers as an Annex to this RFP and/or by way of the issue of additional documents / links to additional information / documents. Please view list of Annexes at the end of this document.

10 Timescales

10.1 Subject to any changes notified to potential suppliers by the British Council in accordance with the Proposal Conditions, the intended timescales applicable to this Procurement Process are:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date / time</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFP Issued to bidding suppliers</td>
<td>11 August</td>
</tr>
<tr>
<td>Deadline for clarification questions (Clarification Deadline)</td>
<td>18 August</td>
</tr>
<tr>
<td>British Council to respond to clarification questions</td>
<td>20 August</td>
</tr>
<tr>
<td>Deadline for submission of Proposals by potential suppliers (Response Deadline)</td>
<td>1 September 9am</td>
</tr>
<tr>
<td>Final Decision</td>
<td>7 September</td>
</tr>
<tr>
<td>Contract concluded with winning supplier</td>
<td>9 September</td>
</tr>
<tr>
<td>Contract start date</td>
<td>9 September</td>
</tr>
</tbody>
</table>

11 Instructions for Responding

11.1 The documents that must be submitted to form your Proposal are listed at Part 2 (Submission Checklist) of Annex 2 (Supplier Proposal) to this RFP. All documents required as part of your Proposal should be submitted to isobel.cecil@britishcouncil.org by the Response Deadline, as set out in the Timescales section of this RFP.

11.2 The following requirements should be complied with when submitting your Proposal in response to this RFP:

- Please ensure that you send your submission in good time to prevent issues with technology – late Proposals may be rejected by the British Council.
- Do not submit any additional supporting documentation with your Proposal except where specifically requested to do so. PDF, JPG, PPT, Word and Excel formats can be used for any additional supporting documentation (other formats should not be used without the prior written approval of the British Council).
- All attachments/supporting documentation should be provided separately to your main Proposal document, clearly labelled and cross-referenced to the Proposal as relevant.
- If you submit a generic policy / document you must indicate the page and paragraph reference that is relevant to a particular part of your Proposal.
- Unless otherwise stated as part of this RFP or its Annexes, all Proposals should be in the format of the relevant British Council requirement with your response to that requirement inserted underneath.
• Where supporting evidence is requested as ‘or equivalent’ you must demonstrate such equivalence as part of your Proposal.
• Any deliberate alteration of a British Council requirement as part of your Proposal will invalidate your Proposal to that requirement and for evaluation purposes you shall be deemed not to have responded to that particular requirement.
• Responses should be concise, unambiguous, and should directly address the requirement stated.
• Your Proposal to the RFP requirements and pricing will be incorporated into the Contract, as appropriate.

12 Clarification Requests

12.1 All clarification requests should be submitted to isobel.cecil@britishcouncil.org by the Clarification Deadline, as set out in the Timescales section of this RFP. The British Council is under no obligation to respond to clarification requests and will response if the question is appropriate and received before the Clarification Deadline.

12.2 Any clarification requests should clearly reference the appropriate paragraph in the RFP documentation and, to the extent possible, should be aggregated rather than sent individually.

12.3 The British Council reserves the right to issue any clarification request made by you, and the response, to all potential suppliers unless you expressly require it to be kept confidential at the time the request is made. If the British Council considers the contents of the request not to be confidential, it will inform you and you will have the opportunity to withdraw the clarification query prior to the British Council responding to all potential suppliers.

12.4 The British Council may at any time request further information from potential suppliers to verify or clarify any aspects of their Proposal or other information they may have provided. Should you not provide supplementary information or clarifications to the British Council by any deadline notified to you, your Proposal may be rejected in full and you may be disqualified from this Procurement Process.

13 Evaluation Criteria

13.1 You will have your Proposal evaluated as set out below:

Stage 1: Proposals will be checked to ensure that they have been completed correctly and all necessary information has been provided. responses correctly completed with all relevant information being provided and all mandatory requirements as outlined in Section 8 met will proceed to Stage 2. Any Proposal not correctly completed in accordance with the requirements of this RFP and/or containing omissions may be rejected at this point. Where a Proposal is rejected at this point it will automatically be disqualified and will not be further evaluated.
Stage 2: If a bidder succeeds in passing Stages 1 of the evaluation, then it will have its Proposal evaluated in accordance with the evaluation methodology set out below.

13.2 Award Criteria – Responses from potential suppliers will be assessed to determine the most economically advantages proposal using the following criteria and weightings and will be assessed entirely on your response submitted:

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Weighting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Value (Environment and young people)</td>
<td>10%</td>
</tr>
<tr>
<td>Quality (Previous experience and portfolio)</td>
<td>30%</td>
</tr>
<tr>
<td>Methodology and Approach</td>
<td>40%</td>
</tr>
<tr>
<td>Commercial</td>
<td>20%</td>
</tr>
</tbody>
</table>

13.3 Scoring Model – Proposals will be subject to an initial review at the start of Stage 2 of the evaluation process. Any Proposals not meeting mandatory requirements or constraints (if any) will be rejected in full at this point and will not be assessed or scored further. Proposals not so rejected will be scored by an evaluation panel appointed by the British Council for all criteria other than Commercial using the following scoring model:

<table>
<thead>
<tr>
<th>Points</th>
<th>Interpretation</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td><strong>Excellent</strong> – Overall the response demonstrates that the bidder meets all areas of the requirement and provides all of the areas evidence requested in the level of detail requested. This, therefore, is a detailed excellent response that meets all aspects of the requirement leaving no ambiguity as to whether the bidder can meet the requirement.</td>
</tr>
<tr>
<td>7</td>
<td><strong>Good</strong> – Overall the response demonstrates that the bidder meets all areas of the requirement and provides all of the areas of evidence requested, but contains some trivial omissions in relation to the level of detail requested in terms of either the response or the evidence. This, therefore, is a good response that meets all aspects of the requirement with only a trivial level ambiguity due the bidders failure to provide all information at the level of detail requested.</td>
</tr>
<tr>
<td>5</td>
<td><strong>Adequate</strong> – Overall the response demonstrates that the bidder meets all areas of the requirement, but not all of the areas of evidence requested have been provided. This, therefore, is an adequate response, but with some limited ambiguity as to whether the bidder can meet the requirement due to the bidder's failure to provide all of the evidence requested.</td>
</tr>
</tbody>
</table>
3 Poor – The response does not demonstrate that the bidder meets the requirement in one or more areas. This, therefore, is a poor response with significant ambiguity as to whether the bidder can meet the requirement due to the failure by the bidder to show that it meets one or more areas of the requirement.

0 Unacceptable – The response is non-compliant with the requirements of the RFP and/or no response has been provided.

13.4 Commercial Evaluation – Your “Overall Price” (as calculated in accordance with requirements of Annex 3 (Pricing Approach) for the goods and/or services will be evaluated by the evaluation panel for the purposes of the commercial evaluation, further information on this approach may be available in Annex 3. In the event that any prices are expressed as being subject to any pricing assumptions, qualifications or indexation not provided for by the British Council as part of the pricing approach, the British Council may reject the full Proposal at this point. The British Council may also reject any Proposal where the Overall Price for the goods and/or services is considered by the British Council to be abnormally low following the relevant processes set out under the procurement rules. A maximum offer score of 10 will be awarded to the Proposal offering the lowest “Overall Price”. Other Proposals will be awarded a mark by application of the following formula: (Lowest Overall Price/Overall Price being evaluated) x 10 (rounded to two decimal places) = commercial score.

13.5 Moderation and application of weightings – The evaluation panel appointed for this Procurement Process will meet to agree and moderate scores for each award criteria. Final scores in terms of a percentage of the overall Proposal score will be obtained by applying the relevant weighting factors set out as part of the award criteria table above. The percentage scores for each award criteria will be amalgamated to give a percentage score out of 100.

13.6 The Winning Proposal(s) - The winning Proposal shall be the Proposal scoring the highest percentage score out of 100 when applying the above evaluation methodology, which is also supported by any required verification evidence (to include, without limitation, any updated information) obtained by the Authority relating to any self-certification or other requirements referred to at any time in this Procurement Process.

List of Annexes forming part of this RFP (issued as separate documents):

Annex 1 – Terms and Conditions of Contract

Annex 2 – Supplier Proposal

Annex 3 – Pricing Approach