

APPENDIX 5 TO CONDITIONS OF TENDER

EVALUATION CRITERIA

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1 Eligibility Criteria

- 1.1 Tenderer must first meet and satisfy all of the following Eligibility Criteria before its proposal will be further evaluated by JTC.
- a) It is a company that is incorporated in Singapore. The Form of Tender and all documents submitted shall be duly signed by an authorised representative of the Company who is at least 21 years old.
 - b) It is not a person, company or business that is currently suspended or debarred by the Standing Committee On Debarment, of the Ministry of Finance from participating in public sector projects at any time from the Tender Closing Date until the date of the tender award. For avoidance of doubt, any Tenderer who is suspended or debarred shall have its tender proposal precluded from further evaluation by JTC.
 - c) It does not have any outstanding debts due and owing to JTC as at the date of the Tender.
 - d) It does not have a petition for winding-up presented against it in the High Court.
 - e) It is not in liquidation, placed under receivership or judicial manager.
 - f) It does not have a receiver being appointed to manage its affairs, or for which an application has been made for the appointment of a judicial manager.
 - g) It must have at least three (3) years of experience in the operation or management of an eating house, food court, coffee shop, or the like in Singapore.
 - h) It must have a sound financial health status.
 - i) The proposal must fully comply with all the instructions and requirements set out in this Tender Packet, in particular but not limited to all the instructions and requirements contained in the Instructions to Tenderers.

2 Project Specific Critical Criteria

- 2.1 The Successful Tenderer is required to carry out CAPEX works for the Premises. The proposed CAPEX works must comply with the Design and Technical Requirements as required in **Appendix 4** (*Technical Conditions of Tender*).
- 2.2 The Successful Tenderer is required to provide dine-in space within the Premises.
- 2.3 The Successful Tenderer is required to provide a good variety of Food and Beverage offerings, with the mandatory provision of Chinese economy rice, Halal cuisine and Indian cuisine.
- 2.4 The Successful Tenderer shall implement e-payment solutions inclusive but not limited to Singapore Quick Response Code (SGQR) at each stall within the Premises.
- 2.5 The Successful Tenderer shall offer an affordable meal option (defined as a serving enough to feed a single adult during lunch; this does not include drinks) capped at Singapore dollars \$4.00 for every food stall. JTC reserves the right to request changes to the stipulated amount for affordable meals from time to time.
- 2.6 The Successful Tenderer shall, at all times, minimally open for business from Monday to Saturday, 7am to 8pm, unless otherwise approved by us. Tenderer is strongly encouraged to open for business beyond the stipulated timings by JTC.

3 Evaluation Method

- 3.1 Tenders that are compliant with all the terms and conditions contained in this Invitation to Tender shall be evaluated using the Price-Quality Criteria as outlined below. In the Price-Quality Criteria, Price and Quality criteria are assigned weightages and translated into quantitative scores (P-score and Q-score) which are then totalled up to give a combined score during evaluation.
- 3.2 The P-score will be computed based on the lump sum Tendered Monthly Gross Rent submitted by Tenderers. The P-score will be normalised such that the Tenderer with the highest Tendered Monthly Gross Rent will be given the maximum price score. The P-score of the other Tenderers will be calculated proportionally to the highest Tendered Monthly Gross Rent bid. The formula is as follows:

$$\text{Price Score (P – score)} = \frac{\text{Tenderer's Tendered Monthly Gross Rent}}{\text{Highest Tendered Monthly Gross Rent}} \times \text{Price Weightage}$$

- 3.3 Quality points of each attribute will be computed to derive at the total quality points for each Tenderer. The Q-score will be normalised such that the Tenderer with the highest total quality points will be given the maximum quality score. The Q-score of other Tenderers will be calculated proportionally to the highest total quality points obtained. The formula is as follows:

$$\text{Quality Score (Q – score)} = \frac{\text{Tenderer's total Quality Points}}{\text{Highest total Quality Points}} \times \text{Quality Weightage}$$

- 3.4 The P-score and Q-score are then summed up into a combined score (maximum of 100 points) during tender evaluation. The P-score shall make up **60%** of the combined score and the Q-score shall make up **40%** of the combined score.

4 Other Criteria

- 4.1 In addition to the Eligibility Criteria and the Project Specific Critical Criteria, the following are other criteria (“**Other Criteria**”) which will be considered or evaluated by JTC in its sole absolute discretion.

4.2 Price Criteria

4.2.1 Tenderers will be evaluated based on the Tendered Monthly Gross Rent submitted in the Form of Tender (attached at **Annex-7A** of **Appendix 7** (*Instructions to Tenderers*)).

4.2.2 JTC reserves the right to reject the highest or any tender or any part thereof without being liable to or be required to provide any explanation, justification or reason whatsoever and shall have the sole and exclusive right to select the Successful Tenderer in its sole discretion based on JTC’s internal policies and criteria. Should the Successful Tenderer eventually fail to obtain all necessary approvals for the undertaking of the Project, JTC reserves the right to award the Project to any other bidder that shall be determined by JTC in its absolute discretion.

4.3 Quality Criteria

The quality attributes which will be used to evaluate each tender and its respective weightage are set out below.

4.3.1 Business Proposal (20%)

a) Business Concept and Theme

A well-justified and holistic proposal for the proposed concept(s) and related theme(s), which showcases how the Tenderer will transform the Premises into a desired amenity and thematic dining destination, to delight the industrialists and the general public (including the residents in the vicinity).

The Tenderer's proposal must provide a good variety of Food and Beverage offerings that caters to not only the proposed target catchment, but also meets the needs of both the industrialists and the general public (including residents within the vicinity).

In addition, the Tenderer's proposal must include placemaking initiatives to enhance vibrancy and attract greater footfall. Justifications for the proposal must be provided. Tenderers are strongly encouraged to provide actual end-user feedback.

The following should be provided for evaluation:

- i) All Tenderers are to come up with a write-up (with elaborations and justifications) on the proposed concept(s) and related theme(s) for the Premises. In addition, Tenderers are to illustrate and highlight interesting and unique factors of the proposed concept(s) in order to differentiate the Premises from the other Food and Beverage establishments in the vicinity.

Also, Tenderers are to illustrate how the concept(s) appeals to the profile of the target catchment in the locality and further afield. Tenderers must include market analysis and competitor analysis in the write-up. Tenderers are strongly encouraged to carry out their independent studies and end-user engagements to determine the most suitable concept(s) and theme(s) in order to meet the objectives of the Tender.

- ii) All Tenderers are to provide the proposed total number of stalls, indicative type of food stalls and indicative menu with price points for each food and drinks stall.
- iii) All Tenderers are to propose the number, description, frequency of placemaking initiatives that target not only the proposed target catchment, but also both the industrialists and the general public (including residents within the vicinity), with elaborations and justifications.
- iv) All Tenderers are to provide a detailed branding and marketing plan, including but not limited to details of the target catchment and strategies to reach out to the target catchment (including marketing efforts and advertising), with elaborations, justifications, and examples.

b) Technology Deployment

A well-justified and holistic proposal, with elaborations detailing all technology solutions that will be implemented to **enhance patrons' dining experience**. Tenderers are also strongly encouraged to implement productivity measures that reduce cost and reliance on manpower, but these measures will not be given points.

The following should be provided for evaluation:

- i) Proposed number and type of technology solutions that will be implemented to enhance patrons' dining experience, with elaborations and justifications.

4.3.2 Building Design and Layout (20%)

a) Architecture and Building Design

As the development is strategically sited close to Ubi MRT station and has excellent frontage from Ubi Avenue 2, there is an opportunity to transform the existing eating house into a desired amenity and thematic dining destination. The following are some design strategies to be adopted to create an attractive and distinct F&B destination for both the industrialists and the general public (including residents from the surrounding residential developments):

Creative Architectural Design

Creative architectural treatment shall be applied to the existing building to reflect a welcoming, revamped external and internal building treatment. The materials to be used for the building façade shall be of good quality with the colour scheme reflecting the vibrancy of the development.

Interior Design Works

The interior design works including the colour scheme shall be characterized as hip, chic and fun to reflect creativity and vibrancy as well as to offer a unique dining experience.

Universal Design

The development shall incorporate universal design to cater to all user groups, including children, elderly, handicapped, visually impaired, and others as outlined in the BCA Universal Design Guidelines.

Taking into account the above, please provide details of the Tenderer's proposed architecture and building design.

The architecture and design brief should illustrate the functionality and merits of the design and layout for the proposed concept(s) and theme(s), while adhering to the design requirements set forth in **Appendix 4** (*Technical Conditions of Tender*) of the Conditions of Tender. The proposal should show a good design with coherent design language, as well as good layout with thoughtful consideration of circulation and space usage efficiency.

The following should be provided for evaluation:

- (i) Write-up on the proposed design concept and layout, including:
 - Elaborations and justifications on how the design helps to achieve the aims set out in the business proposal, especially in terms of differentiating the Premises from surrounding Food and Beverage offerings

- Explanations on how the design adds value to the character of the site
 - Descriptions to illustrate on how compliance to the design requirements set forth in **Appendix 4** (*Technical Conditions of Tender*) will be ensured
- (ii) Layout plan and illustrations showing the space utilisation of the Premises, circulation and BCA Universal Design features
- (iii) Architectural plan detailing the colour scheme and finishes for fixtures and fittings for the Premises
- (iv) Design perspectives for each of the following (with colour) (minimally one for each):
- External Façade and the Outdoor Refreshment Area (showing how the Premises is differentiated from nearby Food and Beverage offerings, while fitting in with the rest of the surroundings)
 - Indoor Dining area (including lighting, fans and furnishings such as dining tables and chairs)
 - Stalls (including stall front, signages, and servery counters)
 - Toilets (including male, female and handicapped toilet)
 - Mezzanine Floor (including lighting, fans and furnishings such as dining tables and chairs)
 - Outdoor Refreshment Areas (including lighting, fans and furnishings such as dining tables and chairs)