

## Appendix A

QUALITY	70% 1000 marks				
Headline criteria	Headline score	Sub-criteria	Sub-criteria score	Overall quality percentage	Minimum score hurdle
Outputs	300 Marks	Meeting overall vision	75	7.5%	150
		Residential offer	75	7.5%	
		Placemaking	75	7.5%	
		Job creation	75	7.5%	
Deliverability	450 marks	Planning strategy	55	5.5%	225
		Market creation strategy	55	5.5%	
		CPO Strategy	90	9%	
		Delivery programme/ resource plan	90	9%	
		Remediation strategy	90	9%	
		Estate management strategy	25	2.5%	
		Scheme risk management and mitigation	45	4.5%	
Sustainability	100 marks	Supply chain proposals	25	2.5%	N/A
		Sustainability of development offer	75	7.5%	N/A
Approach to partnership	100 marks	Project partnering and management strategy	40	4%	N/A
		Community engagement	30	3%	
		Stakeholder engagement	30	3%	
Commercial	50 marks	Bidder structure	50	5%	N/A

<b>FINANCIALS</b>	<b>30%</b> 1000 marks				
<b>Headline criteria</b>	<b>Headline score</b>	<b>Sub-criteria</b>	<b>Sub-criteria score</b>	<b>Overall financial percentage</b>	<b>Minimum score hurdle</b>
Financial offer	200 marks	n/a	200	20%	At Stage 3 only, Minimum Land Value must meet or exceed current open market value (for comparable use).
Public sector risk transfer	400 marks		400	40%	A combined minimum of 400 marks obtained across both of these areas
Deliverability	400 marks		400	40%	