



Innovative Sites Programme

The London borough of Barking & Dagenham's (LBBD) Innovative Sites Programme (ISP) seeks to promote good design on small sites throughout the borough, help diversify the pool of developers working in the borough and promote high standards of sustainability and use of Modern Methods of Construction.

In line with the GLA's Small Sites Small Builders' programme, the objectives of the ISP include the facilitation of housing delivery by SME developers and specialist Housing Associations. Be First Regeneration Ltd on behalf of London Borough of Barking & Dagenham will be making several sites available for sale via the GLA Small Sites Small Builder's portal over the coming months. The first tranche of sites are located at:

1. Goresbrook Road
2. Keir Hardie Way
3. Fambridge Road (East)
4. Fambridge Road (West)
5. Highland Avenue

How to bid

The sites will be sold individually however bidders are welcome to bid on more than one site. Bidders should familiarise themselves with the site particulars and legal information provided for each site. Bid submissions will be scored in accordance with the evaluation criteria on pages 2 and 3 of this document. Bidders must submit the following documents for each site bid.

Site Proforma

Bidder information and financial offer should be submitted in the form provided. Bidder information will not be scored, however LBBD reserves the right to disqualify bids in accordance with Appendix A of this document.

Design Submission – A4 PDF (max 15 pages as set out in the proforma)

This document should consist of detailed information in the form of text, drawings and photographs to demonstrate the outline proposal and design in response to the evaluation criteria points.

All bids will be assessed against the 8 assessment points set out within the Site Proforma

1. Relevant past projects
2. Overview of your proposed scheme
3. Obtaining planning permission
4. Project management structure
5. Project programme
6. Key project risks
7. Approach to funding
8. Key cost and value assumptions

Evaluation Criteria

The evaluation criteria is based on the 8 points set out in the Site Proforma. Corresponding LBBD supplementary guidance expands on the 8 points where necessary and provides weighting for how that element will be scored.

Scoring Criteria

The Bidder's design submission and financial offer will be evaluated and given scores. The scoring system for each point assesses the response provided by the Bidder on a scale of 0 to 5. The criteria for awarding scores are set out below. Only information submitted in relation to the assessment points will be scored. The design submission should not exceed the specified limit of 15 pages.

Score	Rating	Scoring Rationale
0	Unacceptable (fail)	The bidder has not answered the question, has omitted information or has provided information that is not relevant and the Council and Be First are unable to determine whether the bidder possesses sufficient technical and professional ability. Should any potential bidder be allocated with this score, its bid submission may be rejected
1	Poor (fail)	The bidder has provided wholly insufficient responses or the responses given demonstrate very limited experience and insufficient technical and professional ability to meet the Council's and Be First's requirements
2	Fair (potential fail)	The response is superficial and generic. The bidder has provided insufficient response or the response given demonstrates limited experience and limited technical and professional ability to meet the Council's and Be First's requirements
3	Satisfactory	The response is compliant and the bidder has provided responses that demonstrate they meet the minimum requirements.
4	Good	The bidder has provided a response that is robust and supported by suitable and relevant evidence of experience and technical and professional ability
5	Excellent	The bidder has provided a response that is robust and supported by suitable and relevant evidence of experience and technical and professional ability which exceeds the Council's and Be First's expectations.

Design Submission

The design submission will be assessed based on the questions contained in points 1 to 7 and each Bidder is required to provide sufficient detail within their 15 page submission document for a thorough evaluation to be made.

Financial Assessment

The highest financial offer (L) will receive the maximum price score of 100. All other financial offers (Ln) will receive a price score relative to the highest financial offer ($L/L_n \times 100$). The final score for all financial offers will be according to the weighting ($20\% \times \text{price score}$).

Evaluation Criteria						
Criteria			GLA Proforma	LBBB Supplementary Guidance	Score	
Quality	1	Relevant past projects	<p>A summary of relevant past projects you have delivered.</p> <p>You may include images and a description of how you overcame challenges.</p> <p>You may also include past work of the project team you’re likely to engage to deliver your proposed scheme (particularly if you are a new organisation).</p>	<p>The proposal should also include:</p> <ul style="list-style-type: none">• Relevant experience on delivering financially viable projects• A summary of past performance and delivery of similar projects, as well as financial funding statements.	10%	80%
	2	Overview of your proposed scheme	<p>The anticipated number of residential units and associated square metres of development, broken down by tenure as follows:</p> <ul style="list-style-type: none">• Private Sale Units• Affordable Rented Units• Intermediate Units• Non-residential Units	<p>Explain how the proposal achieves the following qualitative goals:</p> <ul style="list-style-type: none">• Optimised land use in terms of density and layout• Optimised number and mixture of affordable units• High quality homes and spaces for residents• Improving local character through high quality design which complements local identity• Increased connectivity within the immediate neighbourhood• Creating attractive, safe and sociable spaces for local residents• Meets Small Sites London Planning Guidance (LPG) requirements as a minimum, exceeds these requirements where possible• Meet or exceed minimum standards relating to Building Regulations, the Local Plan and other relevant policies and guidance• Approach to public realm, materials and quality <p>The proposal may include the following information presented as part of the PDF submission:</p> <ul style="list-style-type: none">• Area schedule – including number, type and tenure of homes• Outline design – including floor plans of proposal. You may also include elevations and visuals• Response to technical pack - indicate how the proposal will address the site constraints• Design and construction standards to be incorporated - for instance, lifetime homes, Passivhaus, on-site energy generation, modular construction, etc. <p>Design Guidance</p> <p>i. Small Sites Design Code LPG</p> <p>Explain how the proposal would approach environmental sustainability:</p> <ul style="list-style-type: none">• Targeting net zero, low embodied carbon and waste reduction in line with the Council’s Climate Emergency statement• Encouraging sustainable transport and active travel• Flood mitigation and biodiversity net gain• Considering re-use and circular economy principles <p>References</p> <p>i. Be First Sustainability Framework</p> <p>ii. LETI Climate Emergency Design Guide -Small Scale Housing</p>	50%	

				<p>How does the proposal achieve the following qualitative goals:</p> <ul style="list-style-type: none"> Supporting a cleaner and safer borough through reducing carbon, use of sustainable materials and renewable energy generation Supporting local business growth by using local labour, designers, and suppliers Supporting affordable homes through tenure mix Creating places and spaces for all local residents through building affordable homes and developments with a mix of tenures. Meeting the council's social value requirements by providing mentoring, training, apprenticeships, and wider local employment benefits <p>References</p> <ul style="list-style-type: none"> i. LBBD Draft Local Plan ii. LBBD Social Value Toolkit 		
	3	Obtaining planning permission	Describe your approach to obtaining planning permission, actively addressing likely issues and any intended engagement with the local planning authority, local communities and other stakeholders		5%	
		Project management structure	Set out your project management structure showing any consultants and contractors involved in the delivery of the scheme.		5%	
		Project Programme	Set out your project programme, showing credible timescales for key stages of planning, construction and completion.	The proposal should indicate clear project milestones and timescale for delivery in a Gantt chart.	5%	
		Key project risks	Set out the key project risks, and tangible and practical actions that can be undertaken to mitigate those risks.		5%	
		Approach to funding	<p>Set out your approach to funding the scheme, including indicative sources of finance.</p> <p>Letters of support and/or proof of available funding will be sought from preferred bidders.</p>	<p>The proposal should also include:</p> <ul style="list-style-type: none"> A viability appraisal Detail of how costs will be met with sources of funding identified, and financial viability Financial Assumptions (intent to lend from lender) 	10%	
		Key cost and value assumptions	<p>List the key cost and value assumptions you have used to form the basis of your financial offer.</p> <ul style="list-style-type: none"> Detailed breakdown of total Scheme Revenue Detailed breakdown of total Scheme Costs (excluding net residual land price, but including acquisition costs) Total Developer Returns Total Finance Costs Average Finance Rate 	<p>The proposal should also include:</p> <ul style="list-style-type: none"> Detailed breakdown of costs and expected revenues Summary of financial risks considered 	10%	
Financial Offer				The proposal should clearly state the financial offer the bidder is making for the purchase of the site.	100%	20%

Appendix A

Clarifications

Bidders seeking to clarify any term, clause, statement or interpretation of any of the submission documentation must submit their clarification to innovative-sites@befirst.london. Be First Regeneration Ltd will copy clarifications received and its responses to all Bidders through the GLA Small Sites Small Builders portal except where in its opinion the response relates to information which is commercially confidential.

Other than responses to written questions submitted in accordance with this paragraph, no representative of Be First Regeneration Ltd or the Employer or its advisers has the authority to give any representations (express or implied) in relation to this bid or the bidding process as a whole.

Be First Regeneration Ltd will endeavour to respond to all such enquiries within 48 hours of receipt.

Bidders should indicate any information they consider to be confidential. If Be First Regeneration Ltd disagrees, the Bidder will be given the opportunity to withdraw the query. All clarifications should only be submitted in writing via innovative-sites@befirst.london. Be First Regeneration Ltd will not respond to any clarifications received after 16/04/24

The fact that Bidders may have been invited to Bid does not necessarily mean that the Bidder has satisfied Be First Regeneration Ltd regarding any matters previously raised. Be First Regeneration Ltd makes no representation regarding any Bidder's financial stability, technical competence or ability in any way to deliver homes on the site(s).

Non-consideration

Be First Regeneration Ltd may in its absolute discretion refrain from considering Bids if, in any respect, they do not comply with the requirements of the submission including these Instructions; and/or if the Proforma and Design Submission contain significant omissions. Be First Regeneration Ltd may also in its absolute discretion refrain from considering Bids if they do not demonstrate an approach to ensuring adequate levels of insurance or Health and Safety compliance or if the bidder has been convicted of certain offences in UK national law (Regulation 57).

