	34 Repres					W.F. "			Connor Hol	mes	
			Governance Matters (GM)			K Powell Raw		Comments	Raw	ines	Comments
	Link to	,	Raw	Weighted	Comments	Score	Weighted	Comments	Score	Weighted	
	Tender Schedule	Weight %	Score (out of 10)	Score		(out of 10)			(out of 10)	Score	
pability	Scriedule	30%	(out of 10)	24.0		<u> </u>	13.0			11.0	
padinty	_	10%	7.0		proposal includes survey of EMs and EMG - consultative / efficient.	4.0	4.0	proposal refers to ensuring "fair and	3.0	3.0	No mention of CoM's "Excellence in Governance" - offer
		1070	1		Demonstrated understanding of opportunity to further Council's			adequate reperesentation" Refers to			a 10 stage process in line with legislative reqs
Understanding of the City of Marion and					vision for excellence in governance			inclusiveness and manageable			
its vision for Excellence in Governance	I		1					timeframesof project		- 20	focus on process / legislative requirements - contempora
		10%	9.0	9.0	incl international research. Has undertaken governance reveiws for	4.0	4.0	std leg've req	3.0	3.0	approaches to governance not demonstrated
Practical application of contemporary					a number of not-for- profit organisations. Excellent references						approaction to governance not demonstrated
approaches to governance			<u></u>			5.0	5.0	7 years experience at Director level in	5.0	5.0	siginficant experience at CEO level in Local Governmen
	ĺ	10%	8.0	8.0	References indicate Kate's "inclusive consulting style".	5.0	5.0	Local Govt. States has many years			assumed
Capabillity to facilitate discussions with	ĺ							experience in community engagement and			
Council and the community to develop	Í							communicating with elected body but not			
various options	i							demonstrated in proposal	J		
various options		ı								45.0	
pacity		25%		20.0			14.0		<u> </u>	15.0	highly qualified but proposal considered superficial and
Skills, knowledge and experience of the	-		<u> </u>	-	Highly qualified and regarded. Consultant specialises in improving		-	carried out rep rev in 2005 but steps		-	focussed on legislative compliance / process driven
persons identified to prepare the	i				corporate governance practices and board performance.			missing in proposed process outlined			10003360 off legislative complication process arrest
Representation Options Paper and	THE STATE OF THE S							· ·			
assist with the review			L .				2.0	satisfactory	6.0	3.0	extensive reference to sections to LG Act in proposal (b
		5%	8.0	4.0	Consultant holds a law degree	6.0	3.0	satisfactory	0.0	0.0	referred to old legislation ie review conducted once at le
Knowledge of the requirements of the	I				v .						once every 8 years)
LG Act		400/	8.0	0.0	proposal written in plain english. GM has developed good	6.0	6.0	proposal demonstrates satisfactory ability	6.0	6.0	assumed based on experience and proposal
·	I	10%	0.0	6.0	governance policies for adaption to requirements of particular	0.0	0.0	to write papers			
Capacity / ability to write papers	1				organisation regs.						
Capacity / ability to write papers	· · · · · · · · · · · · · · · · · · ·	10%	8.0	8.0	References indicate Kate's ability to address governance issues -	5.0	5.0	assumed satisfactory from career	6.0	6.0	has conducted representation reviews for other councils
Capacity to address representation and	1	1070		0.0	particular expertise in good governance frameworks			experience but not demonstrated in			
governance issues that may arise	1							proposal	_		
, , , , , , , , , , , , , , , , , , , ,		I								8.0	
thodology		20%		17.0			6.5	no process articulated to achieve this	5.0		stage 4 proposal beyond legislative requirements
		5%	8.0	4.0	Proposal includes attendance at EM forums and Council meetings	5.0	2.5	no process articulated to achieve this	5.0	2.0	(community info session) but considered unlikely to be
Focus on Council and community	1				where Rep rev'w is considered and discussed						effective consultation strategy
engagement	<u> </u>		<u> </u>		D	4.0	2.0	not demonstrated in proposal	5.0	2.5	meets criteria - minimum
Focus on understanding the optimum		5%	9.0	4.5	Research proposed into LG governance structures / decision making / representation models	7.0	20	not domonotated in propositi			
Council composition Using the team for the conduct of the		5%	8.0	4.0	ref to 2 meetings with staff and survey (EMG)	4.0	2.0	not adequately demonstrated	6.0	3.0	satisfactory
review	1	370	0.0	4.0	Ter to 2 meetings with stall and salvey (2.11.5)			·			
Any added value		5%	9.0	4.5	survey + research	-		none	<u> </u>		community info session considered unlikely to add value
		1						,	-		
ost							40.0	Proposed cost of approx \$22k	5.0	12.5	Proposed cost of approx \$24k (adjusted to allow for
Relative cost		25%	-	-	Proposed cost of approx \$55k. Zero score provided given costs is	5.3	13.3	Proposed cost of approx \$22k	0.0		meetings with Council)
•				*	approx double than the median cost of all proposals. Negotiation on hours effort and hourly rate likely to reduce proposed costs.						
	. '				off flours effort and flourly rate likely to reduce proposed costs.		· · · · · · · · · · · · · · · · · · ·				
	 			· · · · · · · · · · · · · · · · · · ·							
		100%		61.0			46.8			46.5	<u> </u>
· · · · · · · · · · · · · · · · · · ·			=								
									1		Overall Analysis
					Overall analysis			Overall analysis			Proposal appeared standard / superficial. Did not refer
NDER EVALUATION SCORING GUIDEL	INES				Outstanding proposal. Demonstrated expertise and experience in			Reasonable but basic proposal but without			City of Marion's vision for Excellence in Governance.
					both governance reviews – best practice / excellence in			any real depth or demonstration of understanding of best practice governance			Referred to outdated legislation and quoted other section
oring is out of 10	ļ				governance Expertise in board governance – produces development DVDs for			/ representation models. Local			of LG Act in full.
Descripto:	Commerci	-			Expertise in board governance – produces development DVDs to Boards / C'ees			Government projects have included			Complimentary community workshop offered but
n Descriptor	Comment	 		-	Boards / Clees Has conducted governance reviews for a number of not for profits			prudential / financial and rating reviews.			considered to add little value as other communication /
<u>.</u>	Outstanding		 		(St Johns (Vic), ASC, Al Sport) who have provided excellent			7			consultation strategies considered to be much more
	offer, greatly				references						effective
Excellent +	exceeds			6	Proposal focused on best practice governance and decision						
	criterion				making structures.						
Excellent					Referred to CoM's vision for Excellence in Governance and						
Good +	Very good				opportunity to further this vision						
Good	7.7.2.				Proposed initial survey of Ems and EMG before first EM forum.			<u> </u>		-	_
	Good offer,				Cost considerably higher reflecting outstanding level of governance	9					
	no				expertise/experience and services being offered.						
the second secon	deficiences,										
Satisfactory +	meets										
Satisfactory +	criterion									+	
		1	<u> </u>				-		<u> </u>		
Satisfactory		1			DECOMMENDATION.						
Satisfactory Unsatisfactory			1 1			1	1	I .		1	and the same of th
Satisfactory Unsatisfactory Unsatisfactory -	·				RECOMMENDATION:						
Satisfactory Unsatisfactory Unsatisfactory - Poor						ommend Go	vernance Mat	tters be awarded this contract			
Satisfactory Unsatisfactory Unsatisfactory - Poor Poor -					Based on the above assessment, the Tender Evaluation Team rec	ommend Go	overnance Mat	tters be awarded this contract			
Satisfactory Unsatisfactory Unsatisfactory - Poor					Based on the above assessment, the Tender Evaluation Team rec	ommend Go	vernance Mat	tters be awarded this contract			
Satisfactory Unsatisfactory Unsatisfactory - Poor Poor -						ommend Go	overnance Mat	tters be awarded this contract			

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