A BIDREVIEW RESULT REVIEW

REGIONAL FACILITIES MANAGEMENT SERVICES

The panel's marks fit its comments. BidReview's estimate was within one band on every criterion; it was highest on Mobilisation, where the finding to name a lead and dated milestones was still open when the bid went in.

RESULT.

B1DREVIEW

Buyer **Office of Public Works**
Result **won**
Winner **Brightwater Consulting**
Prepared for **Brightwater Consulting**
Date **19 November 2026**

AT A GLANCE

THE PANEL'S MARKS FIT ITS COMMENTS. BIDREVIEW'S ESTIMATE WAS WITHIN ONE BAND ON EVERY CRITERION; IT WAS HIGHEST ON MOBILISATION, WHERE THE FINDING TO NAME A LEAD AND DATED MILESTONES WAS STILL OPEN WHEN THE BID WENT IN.

78

your total

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01 · THE RESULT

THE PANEL'S MARKS FIT ITS COMMENTS. BIDREVIEW'S ESTIMATE WAS WITHIN ONE BAND ON EVERY CRITERION; IT WAS HIGHEST ON MOBILISATION, WHERE THE FINDING TO NAME A LEAD AND DATED MILESTONES WAS STILL OPEN WHEN THE BID WENT IN.

Your total 78.

02 · CRITERION BY CRITERION

YOUR MARKS, BESIDE BIDREVIEW'S ESTIMATE, AND WHAT THE PANEL SAID.

CRITERION	YOURS	ESTIMATE	THE PANEL WAS
Service delivery methodology	24/30	79%	consistent
Mobilisation and transition	9/15	72%	consistent
Staffing and supervision	12/15	74%	consistent
Health, safety and sustainability	7/10	62%	consistent

SERVICE DELIVERY METHODOLOGY

Three regional rotas and a named duty manager each night (Response v2.docx p.1)

Planned maintenance performance asserted, not evidenced F3 (Response v2.docx p.1)

MOBILISATION AND TRANSITION

No named mobilisation lead and no dated milestones F4 (Response v2.docx p.1)

STAFFING AND SUPERVISION

Supervision ratios stated for each region

HEALTH, SAFETY AND SUSTAINABILITY

Energy proposal without a quantified saving F6 (Response v2.docx p.1)

03 · WHERE YOUR TENDER WAS STRONGEST

WHAT THE PANEL REWARDED: WORTH REPEATING IN YOUR NEXT BID TO THIS BUYER.

- Out-of-hours response from three regional rotas
- Named staffing ratios for every region
- Price

04 · LESSONS FOR NEXT TIME

WRITTEN BY BIDREVIEW FROM THIS REVIEW AND THE COMPANY'S OTHER BIDS. ACCEPTED LESSONS ARE CHECKED IN LATER ASSESSMENTS; THEY NEVER CHANGE A MARK.

Accepted

Name the mobilisation lead and give dated milestones for the transition period.

Accepted

Back every performance claim with the figure and its period: completion rates, attendance times, ratios.

Suggested

Quantify the saving in any sustainability proposal, with where the figure comes from.

TERMS USED IN THIS REPORT

Band
A step on the buyer's published marking scale for a criterion, for example Excellent, Very good, Good, Fair and Poor, each worth a share of the criterion's marks. BidReview places each answer in a band and says whether it sits low, in the middle or high within it.

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