



Evaluation Report

TITLE:

Shark Drum Line Deployment, Management and Associated Services

REQUEST NUMBER:

DPC1596

AGENCY:

Department of the Premier and Cabinet

I certify that the Western Australian Government supply policies have been applied and that funds are available to meet contract requirements.



Department of the Premier and Cabinet

2014

State Tender Review Committee Endorsed Date: 13 / 1 / 2014

Table of Contents

1. EVALUATION SUMMARY	3
2. SCOPE OF CONTRACT	4
3. PROCUREMENT DEVELOPMENT.....	5
3.1 SUMMARY.....	5
4. THE EVALUATION	6
4.1 EVALUATION PANEL MEMBERS	6
4.2 RESPONSES RECEIVED.....	6
4.3 DESK TOP ASSESSMENT	7
4.4 METROPOLITAN QUALITATIVE SCORE AND PRICE SUMMARY TABLE	7
4.5 SOUTH WEST QUALITATIVE SCORE AND PRICE SUMMARY TABLE	7
5. RECOMMENDATION.....	8
5.1 BASIS.....	8
5.2 REFEREE REPORTS.....	8
5.3 ISSUES TO BE RESOLVED.....	9
6. ENDORSEMENT BY EVALUATION PANEL	10
APPENDIX A – SELECTION REQUIREMENTS.....	11
APPENDIX B – EVALUATION RATING SCALE.....	14
APPENDIX C – METROPOLITAN QUALITATIVE SCORE & PRICE DETAILS	15
APPENDIX C – SOUTH WEST QUALITATIVE SCORE & PRICE DETAILS	17
APPENDIX D – COMPARATIVE STATEMENT.....	19
APPENDIX E – BUY LOCAL POLICY.....	40

EVALUATION REPORT

1. EVALUATION SUMMARY

ITEM	RESPONSE
Contract Title:	Shark Drum Line Deployment, Management and Associated Services
Public Authority/Customer:	The Department of the Premier and Cabinet
Scope:	The Department of the Premier and Cabinet (DPC) requires the services of an experienced licenced commercial fishing organisation to deploy, manage and maintain drum lines off the Western Australian (WA) coast in specific locations in the Metropolitan and South West areas. The services will also involve responding to shark threats including deployment of additional drum lines. See 'Scope of Contract' at Section 2 for further information
Contract Term:	The Term of the Customer Contract is from the Commencement Date until 30 April 2014.
Preferred Respondent:	Contract 1 - Metropolitan Coastal Area [REDACTED] See 'Recommendation' at Section 5
Preferred Respondent:	Contract 2 South West Coastal Area [REDACTED] BOUVARD FISHERIES See 'Recommendation' at Section 5
Contract value including GST	\$1,355,310.00
Contract value - Metropolitan Coastal Area	\$744,810.00
Contract value -South West Coastal Area	\$610,500.00 Expenditure under this contract is not capped or fixed. The estimated contract award value is based on estimated expenditure at this time but may vary depending on budget availability.
Pre-Tender Estimate:	\$1,300,000.00 The additional funds will be made available to cover the difference between the pre-tender estimate and the contract value.
Price Basis:	Fixed for Term
Local Businesses?	YES YES
Anticipated Contract Commencement Date:	15 January 2014
Issues to be Resolved?	YES Refer 'Issues to be Resolved' at Section 5.3
Contract Management Plan?	N/A
Small Businesses? (<20 people)	YES

2. SCOPE OF CONTRACT

On 10 December 2013 the Premier and the Minister for Fisheries announced new measures to deal with the threat of sharks off the Western Australian coast. These measures complement the considerable investment the State Government has made into shark mitigation and is a direct response to the unprecedented shark fatalities that have occurred in Western Australia over the last three years.

The Department of the Premier and Cabinet (DPC) requires the services of an experienced licenced commercial fishing organisation to deploy, manage and maintain drum lines off the Western Australian (WA) coast in specific locations in the Metropolitan and South West areas. The services will also involve responding to shark threats including deployment of additional drum lines.

The successful Respondent(s) will deploy, manage and maintain drum lines off the Western Australian (WA) coast in Marine Monitored Areas (MMAs) in the Metropolitan and South West areas. The required services include the management, release of by catch, retention or disposal of the targeted catch and 12 hour patrols of the drum line areas. The services will also involve responding to shark threats within MMAs including deployment of additional drum lines.

3. PROCUREMENT DEVELOPMENT

3.1 SUMMARY

ITEM	RESPONSE
Procurement Plan Prepared?	N/A
Selection Requirements:	Refer to copy of Selection Requirements at Appendix A
Public Authority Approval to Proceed to Request:	Name: [REDACTED] Title: [REDACTED]
Approval for exemption from a requirement/s of the Open and Effective Competition policy:	[REDACTED] DPC approved an advertising period of less than 10 working days (refer <i>Open and Effective Competition Policy – Advertising Open Tenders</i>) on the basis of public safety. This approach is also consistent with the <i>Free Trade Agreement Guidelines</i> .
Early Tender Advice:	NO
Advertising:	Tenders WA: YES Date: 23 December 2013
Request Closing Date:	3 January 2014
Offer Validity Expiry Date:	3 April 2014

EVALUATION REPORT

4. THE EVALUATION

4.1 EVALUATION PANEL MEMBERS

Name	Agency	Job Title	Voting/Non Voting Member
	Department of the Premier and Cabinet		Chairperson / Voting Member
	Department of the Premier and Cabinet		Voting Member
	Department of Fisheries		Voting Member
	Department of Finance		Non Voting Member
	Department of Finance		Non Voting Member
	Department of Finance		Non Voting Member

The panel chairperson is [REDACTED] The panel facilitator is [REDACTED]

4.2 RESPONSES RECEIVED

Responses were received from the following organisations:

- a). [REDACTED]
- b). [REDACTED] **BOUVARD FISHERIES**, Margaret River, WA
6285
- c). [REDACTED]
- d). [REDACTED]
- e). [REDACTED]
- f). [REDACTED]
- g). [REDACTED]
- h). [REDACTED]
- i). [REDACTED]
- j). [REDACTED]
- k). [REDACTED]
- l). [REDACTED]
- m). [REDACTED]
- n). [REDACTED]
- o). [REDACTED]
- p). [REDACTED]
- q). [REDACTED]
- r). [REDACTED] (Response withdrawn on 9 January 2014.)

EVALUATION REPORT

4.3 DESK TOP ASSESSMENT

All Respondents passed through to the Qualitative Assessment.

4.4 METROPOLITAN QUALITATIVE SCORE AND PRICE SUMMARY TABLE

Respondent	Price Ranking	Price	Qualitative Ranking	Score (%)
	1	\$427,350.00	=7	38.89%
	2	\$444,000.00	=7	38.89%
	3	\$483,516.00	=4	44.45%
	N/A	\$532,800.00	N/A	66.66%
	4	\$555,000.00	=4	44.45%
	5	\$609,045.90	=10	27.78%
	6	\$695,970.00	=4	44.45%
	7	\$744,810.00	2	55.55%
	8	\$832,500.00	=10	27.78%
	9	\$976,800.00	3	50.00%
	10	\$1,221,000.00	1	61.11%

* Response withdrawn on 9 January 2014.

Refer to **Appendix B** for a copy of the **Evaluation Rating Scale(s)** used in the evaluation process.

Refer to **Appendix C** for a detailed "Qualitative Score & Price Details" and **Appendix D** for the "Comparative Statements".

4.5 SOUTH WEST QUALITATIVE SCORE AND PRICE SUMMARY TABLE

Respondent	Price Ranking	Price	Qualitative Ranking	Score (%)
	=1	\$427,350.00	8	38.89%
	=1	\$427,350.00	=5	44.45%
	3	\$555,000.00	=5	44.45%
	4	\$586,080.00	=2	50.00%
Bouvard Fisheries	5	\$610,500.00	1	55.56%
	6	\$644,688.00	=12	33.34%
	7	\$666,000.00	=12	33.34%
	8	\$732,600.00	=12	33.34%
	9	\$744,810.00	=2	50.00%
	10	\$976,800.00	=2	50.00%
	11	\$1,132,200.00	7	44.44%
	12	\$1,201,464.00	=12	33.34%

5. RECOMMENDATION

5.1 BASIS

Contract 1: Metropolitan Coastal Area

[REDACTED] is the evaluation panel's preferred Respondent for the provision of services in the Metropolitan Coastal Area.

The basis for this decision is as follows:

a). Quality

The preferred Respondent has demonstrated the ability to provide suitable vessels and equipment, and have the required capacity, skills and experience.

With the withdrawal of the offer from [REDACTED] they are the only remaining competitively priced Respondent to have demonstrated suitability against all aspects of the qualitative criteria.

b). Price

The preferred Respondent has provided competitive pricing.

In summary, the above Respondent is best suited to meet the Request requirements at a competitive price and therefore, represents Value for Money.

Contract 2: South West Coastal Area

[REDACTED] Bouvard Fisheries is the evaluation panel's preferred Respondent for the provision of services in the South West Coastal Area.

The basis for this decision is as follows:

a). Quality

The preferred Respondent has demonstrated the ability to provide suitable vessels and equipment, and have the required capacity, skills and experience.

b). Price

The preferred Respondent has provided competitive pricing.

In summary, the above Respondent is best suited to meet the Request requirements at a competitive price and therefore, represents Value for Money.

5.2 REFEREE REPORTS

The evaluation panel determined that referees were not required.

5.3 ISSUES TO BE RESOLVED

Contract 1: [REDACTED] (Metropolitan)




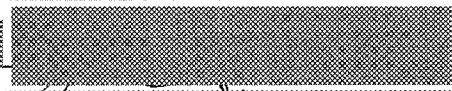

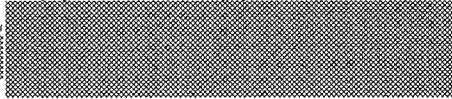
- Evidence of firearms licences are required.
- Copies of insurance certificate of currency are required.

Contract 2: Supplier: [REDACTED] Bouvard Fisheries (South West)

- Copies of insurance certificates of currency are required.

EVALUATION REPORT

6. ENDORSEMENT BY EVALUATION PANEL

		DATE: <u>14</u> /01/2014
		DATE: <u>14</u> /01/2014
		DATE: <u>14</u> /01/2014

APPENDIX A – SELECTION REQUIREMENTS

1. PRE-QUALIFICATION REQUIREMENTS

The are no pre-qualification requirements for this Request.

2. COMPLIANCE AND DISCLOSURE REQUIREMENTS

The compliance and disclosure requirements for this Request were:

a) COMPLIANCE

- (i) Customer Contract
- (ii) General Conditions / Schedules

b) DISCLOSURES

- (i) Participants (including subcontractors)
- (ii) Criminal Convictions
- (iii) Conflict of Interest
- (v) Small Business

c) INSURANCE

- (i) Public Liability Insurance
- (ii) Workers' Compensation including common law liability of \$50 million

EVALUATION REPORT

3. QUALITATIVE REQUIREMENTS

The qualitative requirements for this Request were:

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (40% WEIGHTING)[50%]

The Respondent must:

- (i) Demonstrate the proposed licenced fishing vessel(s) and equipment are suitable for the delivery of the required Services as set out in Schedule 2 - Specification / Statement of Requirements; and
- (ii) Provide details of the vessel identification, condition, age, licensing, performance and maintenance arrangements. Photographs should be included.

The Respondent should also provide a list of other equipment relevant to the Services and complete the table below:

Vessel Description & Capability	Details
Length	
Draft	
Winch capability	
Minimum cruising speed	
Maximum cruising speed	
Automatic Location Communicator	
Ability to store retained catch on board the vessel	
Firearm (or power head), secure storage and relevant licences	
Ability to enclose rear of vessel with tarpaulin or similar cover	

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (40% WEIGHTING) [50%]

The Respondent must provide information regarding:

- (i) The organisational capacity to perform the Customer Contract including relevant skills and experience within the organisation in performing similar requirements;
- (ii) Previous experience in supplying similar services, with particular reference to the handling of large marine animals;
- (iii) Firearms licence and associated provisions;
- (iv) Contingency planning and capability including potential for deployment of an alternative vessel of similar specifications in the event of mechanical breakdown or unserviceability; and
- (v) The ability to undertake and record basic research such as species identification, sexing and size measurement.

c). LOCAL CONTENT (20 % WEIGHTING) [0%]

When a bid is received from:

- A business that is located in another state or territory of Australia, or in New Zealand under the Australia New Zealand – Government Purchase Agreement (ANZGPA); or
- A business that is located in the United States (when the purchase is a “covered procurement” under the Australia United States Free Trade Agreement (AUSFTA)); or
- A business that is located in Chile (when the purchase is a “covered procurement” under the Australia Chile Free Trade Agreement (ACI-FTA)),

the local content weighted selection criteria will not be evaluated during the qualitative assessment. Should the local content criterion not be applicable, the 20% weighting will be divided proportionately across the remaining criteria (see [xx%] for revised weightings).

The Respondent must address the following:

- (i) the Respondent must specify the location where the following activities will be performed:
 - (A) where fuel, bait, repairs and maintenance will be sourced and provided; and
 - (B) where contract management will be undertaken;
- (ii) the Respondent must provide details of how the Respondent supports other Western Australian businesses through subcontracting or material supply arrangements;
- (iii) The Respondent must estimate the percentage of the total Offered Price as to the amount which represents Contract activities performed in Western Australia, in other Australian States or Territories, New Zealand, the United States and overseas, in accordance with the following table:

	Western Australian Content	Other Australian States, New Zealand, United States and Chile	Imported Overseas Content	TOTAL
%	%	%	%	100%
- (iv) the Respondent must estimate the employment creation and retention and industry and skills development initiatives which may arise if a contract is awarded to the Respondent; and
- (v) the Respondent must provide details of any other economic, social or environmental benefits to Western Australia.

The Local Content was included as a qualitative requirement with a weighting of 20%. However as an Offer was received from a Respondent based outside of Western Australia, this criteria was not evaluated. The 20% weighting was proportionally divided among the remaining two criteria. This practice is in line with the Buy Local Policy.

APPENDIX B – EVALUATION RATING SCALE

A rating of 0-9 was used for evaluating each tender submission. Panel members were required to score each Respondent's response to the qualitative requirements. The rating scale and a description for the range of scores is shown in the table below. 'In between' scores such as a 2, 4, 6 or 8 were acceptable.

SCORE	DESCRIPTION
0	<p>The response does not address the qualitative requirement</p> <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> The evaluation panel is not confident that the Respondent: Understands the Request requirements covered by this qualitative requirement; and / or Will be able to satisfactorily meet the qualitative requirement(s)
3	<p>The evaluation panel has some reservations whether the Respondent:</p> <ul style="list-style-type: none"> Understands the Request requirements covered by this qualitative requirement; and / or Will be able to satisfactorily complete the Request requirements covered by this qualitative requirement. <p>If Minor concern: rate higher (4).</p> <p>If Major concern: rate lower (1 or 2).</p>
5	<p>The evaluation panel is reasonably confident that the Respondent</p> <ul style="list-style-type: none"> Understands the Request requirements covered by this qualitative requirement; and / or Will be able to satisfactorily complete the Request requirements covered by this qualitative requirement to a reasonable standard.
7	<p>The evaluation panel is confident that the Respondent:</p> <ul style="list-style-type: none"> Understands the Request requirements covered by this qualitative requirement; and / or Will be able to satisfactorily complete the Request requirements covered by this qualitative requirement to a high standard.
9	<p>The evaluation panel is completely confident that the Respondent:</p> <ul style="list-style-type: none"> Understands the Request requirements covered by this qualitative requirement; and / or Will be able to satisfactorily complete the Request requirements covered by this qualitative requirement to a very high standard.

EVALUATION REPORT

APPENDIX C – METROPOLITAN QUALITATIVE SCORE & PRICE DETAILS

Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	4	2.00	22.22%	3	1.50	16.67%	5	2.50	27.78%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	3	1.50	16.67%	2	1.00	11.11%	3	1.50	16.67%
TOTAL	100%			38.89%			27.78%			44.45%
Qualitative Ranking		=7			=10			=4		
Price		\$427,350.00			\$609,045.90			\$695,970.00		
Price Ranking		1			5			6		
Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	5	2.50	27.78%	2	1.00	11.11%	7	3.50	38.89%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	3	1.50	16.67%	3	1.50	16.67%	4	2.00	22.22%
TOTAL	100%			44.45%			27.78%			61.11%
Qualitative Ranking		=4			=10			1		
Price		\$555,000.00			\$832,500.00			\$1,221,000.00		
Price Ranking		4			8			10		

EVALUATION REPORT

Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	4	2.00	22.22%	5	2.50	27.78%	6	3.00	33.33%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	3	1.50	16.67%	3	1.50	16.67%	4	2.00	22.22%
TOTAL	100%			38.89%			44.45%			55.55%
Qualitative Ranking		=7			=4			2		
Price		\$444,000.00			\$483,516.00			\$744,810.00		
Price Ranking		2			3			7		
Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %			
Suitability of vessel(s) and equipment	50%	4	2.00	22.22%	6	3.00	33.33%			
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	5	2.50	27.78%	6	3.00	33.33%			
TOTAL	100%			50.00%			66.66%			
Qualitative Ranking		3			N/A					
Price		\$976,800.00			\$532,800.00					
Price Ranking		9			N/A					

* Response withdrawn on 9 January 2014

APPENDIX C – SOUTH WEST QUALITATIVE SCORE & PRICE DETAILS

Qualitative Requirements	Weighting				Bouvard Fisheries					
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	4	2.00	22.22%	5	2.50	27.78%	5	2.50	27.78%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	3	1.50	16.67%	5	2.50	27.78%	3	1.50	16.67%
TOTAL	100%			38.89%			55.56%			44.45%
Qualitative Ranking		8			1			=5		
Price		\$427,350.00			\$610,500.00			\$427,350.00		
Price Ranking		=1			5			=1		

Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	3	1.50	16.67%	5	2.50	27.78%	5	2.50	27.78%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	3	1.50	16.67%	4	2.00	22.22%	3	1.50	16.67%
TOTAL	100%			33.34%			50.00%			44.45%
Qualitative Ranking		=12			=2			=5		
Price		\$644,688.00			\$586,080.00			\$555,000.00		
Price Ranking		6			4			3		

EVALUATION REPORT

Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	4	2.00	22.22%	3	1.50	16.67%	3	1.50	16.67%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	4	2.00	22.22%	3	1.50	16.67%	3	1.50	16.67%
TOTAL	100%			44.44%			33.34%			33.34%
Qualitative Ranking		7			=12			=12		
Price		\$1,132,200.00			\$1,201,464.00			\$666,000.00		
Price Ranking		11			12			7		

Qualitative Requirements	Weighting									
		Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %	Raw /9	Weighted /9	Weighted %
Suitability of vessel(s) and equipment	50%	5	2.50	27.78%	3	1.50	16.67%	4	2.00	22.22%
Demonstrated capacity, skills and experience of the organisation to undertake projects of a similar nature	50%	4	2.00	22.22%	3	1.50	16.67%	5	2.50	27.78%
TOTAL	100%			50.00%			33.34%			50.00%
Qualitative Ranking		=2			=12			=2		
Price		\$744,810.00			\$732,600.00			\$976,800.00		
Price Ranking		9			8			10		

APPENDIX D – COMPARATIVE STATEMENT

COMPARATIVE STATEMENT – QUALITATIVE REQUIREMENTS AND PRICE

A summary statement for each Respondent is provided below.

The summaries have been prepared for the purposes of providing feedback to Respondents and as a brief overview of the principal issues used by the evaluation panel to reach a decision on the preferred Respondents. The summaries are not meant to cover all criteria and issues discussed by the evaluation panel.

1. [REDACTED]

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 38.89% – ranking =7/10.
- Total price \$427,350.00 – ranking 1/10.

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 38.89% – ranking 8/12.
- Total price \$427,350.00 – ranking =1/12.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 4/9

The evaluation panel has minor concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the details of the vessel description and capability were suitable.

The evaluation panel noted that the Respondent detailed that the vessel is currently in use for shark fishery.

The proposed fishing vessel was not named or able to be identified by the evaluation panel.

The Respondent did not provide photographs of the nominated vessel as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent detailed experience in the [REDACTED]

[REDACTED] The Respondent stated 35 years experience in the shark fishery in WA, including experience of using drum lines and shark tagging. Two qualified skippers, with local knowledge in the South West and Metropolitan area were provided.

The Respondent stated that it has the relevant firearms licences.

The Respondent has provided details of only one vessel, with no breakdown vessel, and has nominated both Metropolitan and South West areas.

EVALUATION REPORT

The Evaluation Panel expressed some reservations regarding the contingency planning and capability including the potential for the deployment of an alternative vessel in the event of mechanical breakdown or unserviceability. The availability of a tender dinghy was noted, however there is no information on the availability of an additional vessel.

The evaluation panel has some reservations that the Response did not establish whether the nominated vessel would be used in the Metropolitan coastal area, South West coastal area or both.

PRICE

- The \$3,850 daily rate is competitive;
- The proposed hourly rate for outside patrol hours is \$550; and
- The proposed hourly rate for rapid response is \$1,100.

OUTCOME: NOT RECOMMENDED

2.

BOUVARD FISHERIES

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 55.56% – ranking 1/12.
- Total price \$610,500.00 – ranking 5/12.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the details of the vessel description and capability were suitable.

The vessel [REDACTED] has completed its annual periodic survey and anti-foul in Fremantle. The vessel is a licenced fishing vessel [REDACTED]

The Respondent states that the vessel includes end of day screen capture of the vessels navigating and plotting software satisfactorily addressing the Request reporting requirements.

Photographs of the nominated vessel were provided as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent provided a resume [REDACTED] with details of 40 years' experience in fishing operations in the South West, including similar survey and marine science services.

EVALUATION REPORT

The Respondent demonstrated experience in handling large entangled marine animals (whales, turtles, black marlin, sharks, rays).

The Respondent has firearm and relevant commercial fishing WA licences.

An understanding of contingency planning, maritime logistics and communication is demonstrated. Two vessels operate on the Respondents current licence holdings and an alternative 18.5 meter fishing vessel [REDACTED] can be made available in the event of breakdown or unserviceability.

The Respondent has been involved in various marine research projects including the provision of flesh samples for the detection of mercury in sharks (WA Dept. Fisheries, 1970's), Giant Crab tagging program (Deakin University 1990's) and Australian National Facility for Ocean Gliders program. (University of Western Australia, current).

PRICE

- The \$5,500 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$550.
- The proposed hourly rate for rapid response is \$660.

OUTCOME: PREFERRED (SOUTH WEST)

3. [REDACTED]

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 44.45% – ranking =5/12.
- Total price \$427,350.00 – ranking =1/12.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the details of the vessel description and capability were suitable.

The Respondent provided relevant information regarding the proposed licenced fishing vessel [REDACTED] and equipment.

Photographs of the nominated vessel [REDACTED] are provided as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent stated experience of detangling large tiger sharks from fishing gear and freeing them unharmed, however the Response stated no experience of commercial shark fishery.

EVALUATION REPORT

The Respondent stated that the first crew member (licence number [REDACTED]) has the required firearms licence, although evidence was not provided.

The Respondent provided limited details of contingency planning and capability. The alternative vessel ([REDACTED]) is proposed in the event of mechanical breakdown or unserviceability. Details on the specifications and deployment of the alternative vessel are limited. The Response states the vessel is 13 meters long with a draft of 1.5 meters and a full canopy covering the deck. Details of the location of alternate vessel and response times were not provided.

Photographs of the alternative vessel [REDACTED] are not provided.

The Respondent demonstrated an understanding to undertake species identification, sexing and size measurement and record research details.

PRICE

- The \$3,850 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$400.
- The proposed hourly rate for rapid response is \$30 as an additional charge on top of contracted hourly rate or additional hourly rate, whichever is applicable.

OUTCOME: NOT RECOMMENDED

4.

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 33.34% – ranking =12/12.
- Total price \$644,688.00 – ranking 6/12.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 3/9

The evaluation panel some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondents proposed vessel ([REDACTED]) has been used for commercial shark fishing for the last 3 years. With the exception of firearms (that were not immediately available) the technical specifications and equipment are suitable for the delivery of the required services.

Photographs of the nominated vessel were provided as per the Request requirements.

Details of the vessels age, mechanical condition and management arrangements were not provided.

EVALUATION REPORT

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent has been operating in Western Australian waters as a shark fishing operator for the last 33 years. [REDACTED]

The evaluation panel expressed concerns because the Respondent does not currently hold a firearms licence. The Respondent stated that if awarded the contract it would apply for one. However, there is no guarantee a licence will be obtained. This omission has the potential to provide an unacceptable delay to the contract commencement date.

The evaluation panel has some reservations regarding the Respondent's contingency arrangements. The Respondent stated that it was currently obtaining quotes and feedback from other commercial operators to provide contingency in the event of a breakdown. No details or evidence of a suitable alternate vessel were provided.

PRICE

- The \$5,808 daily rate is competitive.
- The proposed hourly rate for outside patrol Hours is \$684.
- The proposed hourly rate for rapid response is \$180.

OUTCOME: NOT RECOMMENDED

5. [REDACTED]

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 50% – ranking =2/12.
- Total price \$586,080.00 – ranking 4/12.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the details of the vessel description and capability were suitable.

The Respondent provided details of the proposed licenced fishing vessel ([REDACTED]) and equipment. The vessel has been used approximately 60% of the year for charters and the remaining 40% for commercial fishing.

The vessel is fitted with VMS tracking system as required to operate in West Coast Demersal Scalefish Interim Managed Fishery.

EVALUATION REPORT

Photographs of the nominated vessel were provided as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 4/9

The evaluation panel has minor concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent demonstrated the organisational capacity. The Respondent's recent experience is focused on the marine charter industry and there were minor concerns relating to relevant experience in shark fishing.

The Respondent does not have a firearms licence. However, the Respondent provided a proposed contingency in stating that one of the relief Master V skippers will work as deckhand with a licenced firearm until the licence is granted.

The Respondent provided details of its proposed contingency plan.

In the event of breakdown, the Respondent stated that there is an agreement with a nominated commercial fisherman, that [REDACTED] will lease that vessel as required. The vessel is a [REDACTED] 11.8m in length and cruises between 12 and 20 knots. The Respondent also stated he has positive working relationships with most commercial fishermen in the area and is able to source other vessels if required.

Photographs of the contingency vessel were not provided.

The Respondent demonstrated its ability to undertake and record basic research such as species identification, sexing and size measurement. The Respondent has conducted whale watching logs which are of a similar scope.

PRICE

- The \$5,280 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$440.
- The proposed hourly rate for rapid response is \$550.

OUTCOME: NOT RECOMMENDED

6.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 27.78% – ranking =10/10.
- Total price \$609,045.90 – ranking 5/10.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

There were insufficient details regarding the specification of the winch load capabilities (hydraulic capstan).

The Respondent is based in [REDACTED] and did not provide details of where the vessel is located. In the event that the vessel is located at [REDACTED] there are no details of how the vessel would be transported to WA to fulfil the proposed contract commencement date.

Photographs of the nominated vessel ([REDACTED]) are provided as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 2/9

The evaluation panel has major concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

[REDACTED]

The Respondent demonstrated an ability to undertake and record research, species identification, sexing and size measurement.

The Respondent stated the requirement to dock each day for lunch. The evaluation panel expressed concern that this would affect the ability to respond quickly to incidents.

The Respondent holds a [REDACTED] firearms licence. The evaluation panel expressed major concerns regarding the validity of a [REDACTED] firearms licence and the timeline to obtain a weapons licensing change.

The Response stated that a secondary vessel has not been obtained at this point in time. On award of contract the details of vessel and pricing for same can be established. The Respondent did not provide adequate contingency details.

PRICE

- The \$5,486.90 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$457.
- The proposed hourly rate for rapid response is \$60.

OUTCOME: NOT RECOMMENDED

7.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 44.45% – ranking =4/10.
- Total price \$695,970.00 – ranking 6/10.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent provided details relating to its proposed licenced fishing vessel () and equipment. A vessel specification sheet was supplied.

Although the winch is only listed at 750kg, the Respondent has a 2 tonne crane on board the vessel which is sufficient to meet the Request requirements.

The Respondent provided adequate details regarding the vessels identification, condition, and performance and maintenance arrangements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent provided its firearms licence number.

The Respondent has no identified direct experience shark fishing. The evaluation panel noted the Respondents intention to employ a vessel master who has experience in shark fishing gill and longline fishing for over 20 years.

The proposed operation would run 2 crews on rotation every 4 days to ensure fatigue management is at a safe level.

The Respondent stated that should a major engine repair be required this can and has been conducted in 12 hours, eliminating the need for a contingency vessel. The Respondent advised that it would be able to source another vessel (if required) but the evaluation panel noted that this is from other parties and not from its own fleet.

The evaluation panel also noted that the contingency would only be provided for "long term" breakdowns.

The Respondent provided limited details of its ability to undertake and record research such as species identification, sexing and size measurement.

PRICE

- The \$6,270.00 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$825.
- The proposed hourly rate for rapid response is \$160.

OUTCOME: NOT RECOMMENDED

8.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 44.45% – ranking =4/10.
- Total price \$555,000.00 – ranking 4/10.

OPTION 2- SOUTH WEST COASTAL AREA

- Total qualitative score 44.45% – ranking =5/12.
- Total price \$555,000.00 – ranking 3/12.

Please note: the Respondent submitted an offer for Option 1 **OR** Option 2.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the completed details of the main vessel description were suitable.

The Respondent identified the main vessel (). A smaller vessel () would work in conjunction with the main vessel and undertake rapid response tasks. Emergency backup vessel () was identified.

The Respondent provided photographs of the nominated vessels as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent demonstrated that it has the organisational capacity to perform the contract to a reasonable standard.

The Respondent listed experience in the fishing industry from 1976 – present. The Request requirements were not demonstrated from the information provided.

The firearms licence requirements were not provided by the Respondent. The Respondent stated that a firearms application will be lodged on acceptance of the tender.

The Respondent provided adequate contingency planning and capability including potential for deployment of a suitable alternative vessel within its organisation.

The Respondent provided details regarding its ability to undertake and record basic research such as species identification, sexing and size measurement to an acceptable standard.

EVALUATION REPORT

PRICE

- The \$5,000 daily rate is competitive.
- The proposed hourly rate outside patrol hours is \$400.
- The proposed hourly rate for rapid response is \$400.

OUTCOME: NOT RECOMMENDED

9.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 27.78% – ranking =10/10.
- Total price \$832,500.00 – ranking 8/10.

a). **SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 2/9**

The evaluation panel has some major concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Response stated the proposed licenced fishing vessel(s) and equipment, however the evaluation panel expressed concerns with the specifications of the vessel's () maximum and cruising speeds. The cruising speed is significantly less than that required to provide effective coverage of the area.

The Respondents proposed vessel did not meet the required winch specification. The Respondent stated that the winch can be upgraded but only to the minimum requirement of this Request (1.5 tonnes). Details of the condition of the vessels were not provided, other than noting that the main vessel was "sound".

The evaluation panel noted that a smaller second vessel would be used for rapid response.

The Respondent provided photographs of the nominated vessel as per the Request requirements.

b). **DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9**

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent demonstrated experience in large shark handling but not disposal.

The Respondent provided firearm licence details.

The evaluation panel expressed some reservations that the Respondent did not provide any contingency plans.

EVALUATION REPORT

PRICE

- The \$7,500 daily rate is not competitive.
- The proposed hourly rate for outside patrol hours is \$500.
- The proposed hourly rate for rapid response is \$200.

OUTCOME: NOT RECOMMENDED

10.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 61.11% – ranking 1/10.
- Total price \$1,221,000.00 – ranking 10/10.

OPTION 2- SOUTH WEST COASTAL AREA

- Total qualitative score 44.44% – ranking 7/12.
- Total price \$1,132,200.00 – ranking 11/12.

OPTION 1- METROPOLITAN COASTAL AREA

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 7/9

The evaluation panel is confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement to a high standard.

The Respondent's proposed vessel(s) and equipment information was provided to a high standard.

Information provided on each vessels description and capability is above requirements of this Request and proposes suitable back up options.

The proposed vessel for the Metropolitan area is "[REDACTED]".

OPTION 2 – SOUTH WEST COASTAL AREA

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 4/9

The evaluation panel has minor concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The proposed vessels for the South West area are "[REDACTED]" which would act as the "mother-ship" and "[REDACTED]" which would carry out the drum line deployment and maintenance. The secondary vessel would then call on the "mother-ship" as needed. The maximum cruising speed of the "[REDACTED]" is 9 knots.

The evaluation panel had reservations relating to the ability of the smaller, secondary vessel to operate in adverse weather conditions.

EVALUATION REPORT

OPTION 1- METROPOLITAN COASTAL AREA; AND

OPTION 2 – SOUTH WEST COASTAL AREA.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 4/9

The Respondent provided details regarding its 40 years experience in the fishing industry. The Respondent stated its experience in disposal of large marine animals but did not detail if this also included sharks.

The Respondent provided basic details of research methods and tagging operations.

The Respondent has several vessels, [REDACTED] that can replace the nominated vessels should there be an operational requirement. Detailed contingency plans were not provided.

The Respondent does not have the required firearms licence. The Respondent has stated they have pre-approval for a corporate firearms licence for this contract with safes located at the head office and on-board the vessels.

The Respondent intends to utilise high powered rifles (0.308 and 0.45-70 calibre) for safety and reliability.

PRICE (Metropolitan)

- The \$11,000 daily rate is not competitive.
- The proposed hourly rate for outside patrol hours is \$920.
- The proposed hourly rate for rapid response is \$1,100.

PRICE (South West)

- The \$10,200 daily rate is not competitive.
- The proposed hourly rate for outside patrol hours is \$850.
- The proposed hourly rate for rapid response is \$850.

OUTCOME: NOT RECOMMENDED

11.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 38.89% – ranking =7/10.
- Total price \$444,000.00 – ranking 2/10.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 4/9

The evaluation panel has minor concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondents proposed vessel and equipment appear to be of a reasonable standard to meet the Request requirements. However, the Response did not demonstrate that a 'craypot winch' is sufficient to meet the specifications of this Request.

The proposed fishing vessel is named "[REDACTED]" and a suitable backup vessel "[REDACTED]" is proposed.

The Respondent provided photographs of the nominated vessels as per the Request requirements

The Respondent did not supply evidence of a firearm licence even though the Respondent made reference to a power head in the vessel description.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent provided details of experience in fishing, although the demonstrated experience in shark fishing was limited.

The Respondents experience in providing similar services was lacking in detail and the evaluation panel noted that they did not hold a commercial fishing licence.

The Respondents contingency vessel was considered by the evaluation panel to be adequate. The vessel met all the relevant specifications and would be sourced from another company.

The Respondent provided limited details on its ability to undertake and record basic research such as species identification, sexing and size measurement.

PRICE

- The \$4,000 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$660.
- The proposed hourly rate for rapid response is \$660.

OUTCOME: NOT RECOMMENDED

EVALUATION REPORT

12.

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 33.34% – ranking =12/12.
- Total price \$1,201,464.00 – ranking 12/12.

a). **SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 3/9**

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent's proposed vessel met the some of the specifications of this Request. The Respondents nominated vessel has a maximum cruising speed of approximately 15 knots which was significantly less than the requirement of 20 knots detailed in the Request.

The Respondent did not provide photographs of the nominated vessel as per the Request requirements.

b). **DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9**

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent provided details of 40 years experience in this industry.

The evaluation panel expressed some reservations that the Respondent does not have a firearms license as required by this request. The evaluation panel has noted that this will be applied for, however this will impact on the timing for the implementation of the contract, and there is no guarantee a licence will be approved.

Previous experience in this industry would indicate the ability to undertake and record basic research such as species identification, sexing and size measurement, however the Respondent did not provide details.

The evaluation panel expressed some reservations at the Respondents lack of a contingency plan or contingency vessel.

PRICE

- The \$10,824 daily rate is not competitive.
- The proposed hourly rate for outside patrol hours is \$902.
- The proposed hourly rate for rapid response is \$993.

OUTCOME: NOT RECOMMENDED

13.

OPTION 1 – METROPOLITAN COASTAL AREA

- Total qualitative score 44.45% – ranking =4/10.
 - Total price \$483,516.00 – ranking 3/10.
- a). **SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9**

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the details of the vessel description and capability were suitable.

The Respondent provided photographs of the nominated vessel as per the Request requirements.

- b). **DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9**

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

Some sections of the qualitative requirements were not completed, however a resume was provided with limited details regarding the Respondent's history and relevant experience of direct and relevant shark fishing experience.

Limited information was provided regarding research and data collection expertise.

The Respondent did not provide information relating to its experience in completing contracts of a similar nature; however the resume of the nominated personnel suggested that their experience would be sufficient.

An alternative vessel was not named, but it was stated that a secondary vessel is available upon request.

The Respondent stated holding a relevant firearms licence; however no evidence was provided with the response.

PRICE

- The \$4,356 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$440
- The proposed hourly rate for rapid response is \$550.

OUTCOME: NOT RECOMMENDED

14.

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 33.34% – ranking =12/12.
- Total price \$666,000.00 – ranking 7/12.

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The proposed vessel is "[REDACTED]" a high speed 55 foot catamaran. The vessels winch capacity was detailed at 500kg; the Request requires winch capacity of 1.5 tonnes The Response stated that the winch could be upgraded.

The Respondent provided photographs of the nominated vessel as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent's experience is in charter and tourism activities, with limited direct shark fishing expertise.

The Respondent does not have the firearm licence or firearms as required by the Request requirements.

The Response did not provide a detailed contingency plan or identify alternative contingent vessel.

Limited information was provided by the Respondent on research and data collection expertise.

PRICE

- The \$6,000 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$500
- The proposed hourly rate for rapid response is \$1,000.

OUTCOME: NOT RECOMMENDED

15.

OPTION 1 – METROPOLITAN COASTAL AREA

- Total qualitative score 55.55% – ranking 2/10.
- Total price \$744,810.00 – ranking 7/10.

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 50.00% – ranking =2/12.
- Total price \$744,810.00 – ranking 9/12.

OPTION 1 – METROPOLITAN COASTAL AREA**a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 6/9**

The evaluation panel is more than reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the completed specifications for the vessel were met or exceeded, specifically the winch capacity of 3 tonnes.

The proposed fishing vessel was named as "[REDACTED]".

The Respondent provided photographs of the nominated vessel as per the Request requirements.

OPTION 2 – SOUTH WEST COASTAL AREA**a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 5/9**

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The contingency planning and Respondents capability including potential for deployment of an alternative vessel of similar specifications in the event of mechanical breakdown or unserviceability was met.

The Respondent provided photographs of the nominated vessel as per the Request requirements.

OPTION 1 – METROPOLITAN COASTAL AREA; AND**OPTION 2 – SOUTH WEST COASTAL AREA****b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 4/9**

The evaluation panel has minor concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent has [REDACTED] no direct relevant experience in shark fishing (although two of the Masters are ex shark fishermen). The Respondent proposes to use two Masters who have extensive shark

EVALUATION REPORT

fishing experience in the South West of WA and also as far North as the Kimberley.

The firearms licence is stated to be available.

The contingency planning and Respondents capability including potential for deployment of an alternative vessel of similar specifications in the event of mechanical breakdown or unserviceability was met, but with some minor concerns as to length of time to provide replacement vessels.

PRICE - OPTION 1 AND OPTION 2

- The \$6,710 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$550.
- The proposed hourly rate for rapid response is \$715.

OUTCOME: PREFERRED METROPOLITAN COASTAL AREA

16.

OPTION 2 – SOUTH WEST COASTAL AREA

- Total qualitative score 33.34% – ranking =12/12.
 - Total price \$732,600.00 – ranking 8/12.
- a). **SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 3/9**

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The proposed vessel is a new aluminium catamaran. It is a licenced fishing boat in 3C survey.

The vessel specifications are below those stated in the Request requirements. The vessel length is 8.8m. The evaluation panel has some reservations that this may limit the ability to operate in the normal range of weather conditions in this area.

The Respondent provided one photograph of the nominated vessel as per the Request requirements.

- b). **DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 3/9**

The evaluation panel has some reservations whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

Contingency planning and capability including potential for deployment of an alternative vessel of similar specifications in the event of mechanical breakdown or unserviceability is not clearly demonstrated. The Response states that the plan is to operate the contract with a single vessel crewed with 3 persons. In addition a backup vessel will be on standby in the event of mechanical breakdown. The standby vessel is also an 8m licenced fishing boat in 3C survey capable of 22 knots.

EVALUATION REPORT

The Respondent stated they have vast experience in catching large marine animals and have caught many sharks off the South West coast over many years.

Limited information on research and data collection expertise was provided.

Firearms licence and associated provisions were met but no evidence provided

PRICE

- The \$6,600 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$200.
- The proposed hourly rate for rapid response is \$250.

OUTCOME: NOT RECOMMENDED

17.

OPTION 1- METROPOLITAN COASTAL AREA

- Total qualitative score 50.00% – ranking 3/10.
- Total price \$976,800.00 – ranking 9/10.

OPTION 2- SOUTH WEST COASTAL AREA

- Total qualitative score 50.00% – ranking =2/12.
- Total price \$976,800.00 – ranking 10/12.

The Respondent states that this is a joint venture between:

- [REDACTED]
- [REDACTED] and
- and [REDACTED]

However, the legal entity proposed in the Offer is the [REDACTED]

OPTION 1 – METROPOLITAN COASTAL AREA

OPTION 2- SOUTH WEST COASTAL AREA

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 4/9

The evaluation panel has some minor concerns whether the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The evaluation panel determined that the completed details of the proposed vessels descriptions (noting a dual deployment model for each area) were suitable.

The Respondent offered four vessels. Two of the vessels have a cruising speed of 15 knots whereas the Request specifies 20 knots. The rapid response vessel indicated to be operating with one of these vessels, does not have the necessary winch capacity (800 kg) and it is considered to be too small to operate in the normal range of weather conditions in this area.

EVALUATION REPORT

The Respondent identified the "[REDACTED]" as not being currently in survey as a commercial vessel.

The Respondent stated that details regarding the vessel conditions, age, licensing, performance and maintenance specifications were unavailable as their office was closed at the time of submitting the offer.

The Respondent provided photographs of the nominated vessels as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 5/9

The evaluation panel is reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent states comprehensive experience in the industry, with plans for engagement with universities to ensure appropriate research and data collection. The evaluation panel considered the Response to provide an understanding of the policy to be implemented and its implications.

The Response did not demonstrate history of handling large marine animals especially sharks as an organisation (but has a crew member with experience).

Firearms licence and associated provisions were met but no evidence was provided.

Limited details of contingency planning and capability including potential for deployment of an alternative vessel of similar specifications in the event of mechanical breakdown or unserviceability were provided.

PRICE

- The \$8,800 daily rate is not competitive.
- The proposed hourly rate for outside patrol hours is \$880.
- The proposed hourly rate for rapid response is \$880.

OUTCOME: NOT RECOMMENDED

18.

[REDACTED]

OPTION 1 – METROPOLITAN COASTAL AREA

- Total qualitative score 66.66%
- Total price \$532,800.00

a). SUITABILITY OF VESSEL(S) AND EQUIPMENT (50% WEIGHTING) SCORE 6/9

The evaluation panel is more than reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Respondent has experience in research ([REDACTED]), and demonstrated experience in catching large white sharks.

EVALUATION REPORT

All specifications are met to the Request requirements within acceptable limits.

The Respondent provided details of extensive recent maintenance performed on its nominated vessels. The Vessel "[REDACTED]" is stated as being in A1 condition having just been slipped and all maintenance done for the commencement of the new lobster season.

The vessel "[REDACTED]" is stated as having undergone a [REDACTED] overhaul completed in [REDACTED]

The Respondent provided photographs of the nominated vessels as per the Request requirements.

b). DEMONSTRATED CAPACITY, SKILLS AND EXPERIENCE OF THE ORGANISATION TO UNDERTAKE PROJECTS OF A SIMILAR NATURE (50% WEIGHTING) SCORE 6/9

The evaluation panel is more than reasonably confident that the Respondent will be able to satisfactorily complete the Request requirements covered by this qualitative requirement.

The Response provided sufficient evidence to indicate suitably qualified crew members to engage in the activities.

Previous experience in supplying similar services, with particular reference to the handling of large marine animals is provided [REDACTED]

The Respondent has also cited the catch and release of large white sharks of 3m – 4.5 meters.

The firearms licence requirement and associated provisions are met with the interim skippers holding licences, the other skipper has applied for the licence.

Contingency planning and capability including potential for deployment of an alternative vessel of similar specifications in the event of mechanical breakdown or unserviceability is provided.

PRICE

- The \$4,800 daily rate is competitive.
- The proposed hourly rate for outside patrol hours is \$400.
- The proposed hourly rate for rapid response is \$110.

OUTCOME: OFFER WITHDRAWN

APPENDIX E – BUY LOCAL POLICY

1. APPLICATION OF THE POLICY

The Local Content was included as a qualitative requirement with a weighting of 20%. However as an Offer was received from a Respondent based outside of Western Australia, this criteria was not evaluated. The 20% weighting was proportionally divided among the remaining two criteria. This practice is in line with the Buy Local Policy

2. LOCAL BUSINESS

The preferred Respondents are local businesses

3. LOCAL CONTENT

Local content is defined as the proportion of the contract that is undertaken locally in Western Australia. The total estimated contract price is \$1,143,300, including extension options. The value of the products and services, by source (location), is estimated as follows:

Proportion of the Contract Undertaken In	\$
Regional Western Australia (within the prescribed distance from the contract delivery point)	
Western Australia	\$1,355,310.00
Australia (not including WA)	
Overseas (not Australia)	

4. IMPORTED CONTENT

Based on their submission, the preferred Respondents, in meeting the contract requirements, will not be utilising imported products or services.

5. BUY LOCAL BENEFITS

In selecting the preferred tenderers, the Buy Local benefits can be summarised as follows:

- a). They are local businesses;
- b). Maximising the use of local suppliers / subcontractors.

EVALUATION REPORT

Buy Local Reporting Requirements The below information is provided to assist public authorities with their annual Buy Local Reporting requirements	
Contract Title	Shark Drum Line Deployment, Management and Associated Services
Request Number	DPC1596
Contract Authority or Customer	The Department of the Premier and Cabinet
Total Contract Value (including ext. options)	\$1,355,310.00
Contract 1	Contract 1 Supplier: [REDACTED]
Contract 2	Contract 2 Supplier: [REDACTED] BOUVARD FISHERIES (South West)
a) Is the Contractor a small business, employing less than 20 people?	Yes
b) What is the <u>Contract Delivery Point</u>	Contract 1 Perth Contract 2 South West
c) Value of Contract	Contract 1 Supplier: [REDACTED] \$744,810.00 Contract 2 Supplier: [REDACTED] BOUVARD FISHERIES (South West) \$610,500.00
d) Where is the Contractor located for the purposes of this contract?	Contract 1 Supplier: [REDACTED] Contract 2 Supplier: [REDACTED] BOUVARD FISHERIES (South West)
e) Is the Contractor a <u>local business</u> (according to page 46 of the Buy Local policy)?	Yes
f) Was the contract awarded to a local, regional business located within the <u>Contract Prescribed Distance</u>? (Regional based contracts only)	NA
g) Was the contract awarded as a direct result of applying a Regional Price Preference? (Regional based contracts only) If yes, what was the total value of the regional price preference that was applied?	NA

1990