

20 March 2018



By email

Mr Simon Morrow  
Lambeth Peoples Audit

Dear Mr Morrow,

**Re. Your report on Fenwick Estate development management contract**

Thank you for your letter emailed to me on 15<sup>th</sup> March 2018.

I am sorry that you consider the contents of my letter of 8<sup>th</sup> March unsatisfactory. In my letter I endeavoured to address your queries as fully as possible. I am not going to enter into a lengthy correspondence with you on the issues you have raised in this matter as there is little that I can usefully add to the very full responses I have previously given you. I will, however, address your further queries in brief.

**Quality**

I have already explained the rationale for the 70:30 quality/price ratio. Evaluation of the quality scores was conducted by a properly constituted panel, and moderated. On a point of correction I did not state that one of the tenderers could not have delivered the scheme for its tendered price. I merely sought to explain to you why the lowest bid is not always the most economically advantageous. You have previously been notified that the tender submissions are exempt from disclosure as they are confidential to the tenderers, so I am not in a position to take you through the process in detail.

**Scoring**

Lambeth notified tenderers of an error identified in the instructions to tender concerning the formula for calculating scores from tender fees, and provided the corrected text to all tenderers. Tenderers then had an opportunity to update their fee schedule.

**Budget**

I do not think that there is anything I can usefully add to the comprehensive reply that I have previously given you.

**Conflict of interest**

I have previously addressed this.

London Borough of Lambeth  
Town Hall  
London SW2 1RW

Telephone: 020 7926 2941  
email: [atravers@lambeth.gov.uk](mailto:atravers@lambeth.gov.uk)  
[www.lambeth.gov.uk](http://www.lambeth.gov.uk)



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## Transparency

Thank you for raising your concerns with me. I don't believe that there is a widespread problem with our procurement processes. There are lessons to be taken away from the outcome of the tender process but I would point out to you that the Council runs several hundred, often complex, procurements each year and any legal challenge to these is extremely rare.

Yours sincerely

A handwritten signature in blue ink, appearing to read 'Andrew Travers', with a stylized, wavy line extending from the end.

Andrew Travers  
Interim Chief Executive  
**London Borough of Lambeth**

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Town Hall  
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