

*LCN Fund Full Submission*

# *Supplementary Answer Form*

Tick if this answer is Confidential: ☐

Tick if this answer has been provided verbally: ☐

Project code:	SPD2004	Question Number	SPD004
Question date	23/08/2012	Answer date	30/08/2012
Submission section question relates to	4		
Topic	Evaluation Criteria		
Question	Please describe the criteria used in the competitive process by which the partners for this project were selected?		
Notes on question			
Answer	<p>As detailed in Appendix 6, 40 organisations responded to the Expression of Interest. Of these, a short list of 8 was drawn up based on the LCNF criteria as well as:</p> <ul style="list-style-type: none"> <li>• Relevance to the project aim which had already been detailed in the ISP. For example a number of proposals were not relevant to the problem that the project was addressing such as the deployment of smart meters.</li> <li>• Tangibility of the proposal. A number of the responses were very conceptual in nature and lacked substance and credibility.</li> <li>• Uniqueness and novelty. A variety of novel technologies were proposed which were innovative in their own right as they had never been deployed in the UK however the overall objective was not in our view unique and would be best sourced competitively. An example of this is a number of novel telecoms technologies were proposed, however we did not view that picking one of these at this stage was in the best interests of the project and that where telecoms were required a functional specification would be developed and tendered at which point these vendors could then propose their technology</li> </ul>		

	<p>which would be compared with other solutions.</p> <ul style="list-style-type: none"> <li>• Level of development and partnership. Some of the organisations which proposed solutions appeared to be solely interested in selling a product rather than being a project partner and contributing to the overall aim of the project. In our view this is not conducive to the spirit of LCNF and cooperation between parties to develop the best solution.</li> </ul> <p>The discussions with the shortlisted parties allowed us to gauge the level of enthusiasm and willingness to partner in the project and how they could contribute. Out of these discussions, Smarter Grid Solutions emerged as the organisation who we felt shared our objectives and were willing to contribute ideas to develop the project and the solutions which could be developed to benefit the project.</p> <p>Community Energy Scotland and University of Strathclyde were not identified as partners through this process as they were involved with SPD from early on in the development of the project concept and identified the need for such a project. Community energy Scotland are in a unique position as a charitable organisation with the objective of promoting community scale renewables projects. University of Strathclyde have been collaborating with SPD for a number of years and have a strong relationship with the company which made them a natural selection as an academic partner.</p> <p>We do not believe that any other DNO has followed such an open and extensive process to identify project partners which has given a wide variety of organisations the opportunity to be involved in the LCNF.</p>
Attachments	
Verbal Clarifications (Consultants )	