

21st April 2021

Dear Sir/Madam,

Invitation to Tender for the Floating LiDAR for Ever Increasing Hub Heights project for the Carbon Trust's OWA Programme

You are invited to submit a tender for the Floating LiDAR for Ever Increasing Hub Heights project (the "[FLH] project" or "Project") which is part of the Offshore Wind Accelerator (OWA) programme. The key objective of the Project is to investigate the ability of floating LiDARs to provide accurate and reliable wind resource measurements at heights $\geq 150\text{m}$.

The Invitation to Tender (ITT) consists of the following documents:

- Description of Tender (this document);
- OWA Stage IV Contractors' Conditions;
- Tender Certificate (Word template);
- Bid Price Calculation Sheet (Excel template);
- Clarification Document (if applicable¹);
- Project Closeout Form (for information purposes only – no need to complete); and
- OWA Cost Model Input Sheet (for information purposes only – no need to complete).

Unless informed to the contrary, tenders and communications shall be sent by e-mail to the following e-mail address: hector.wilson@carbontrust.com

Tenders must be submitted before 28th May 2021, 17:30 (BST). Any tenders received after this date and time will be deemed non-compliant.

Your tender must consist of the following, the contents of which are described further below:

- Main Bid Document (pdf) – template not provided;
- Signed Tender Certificate (pdf) – template provided; and
- Bid Price Calculation Sheet (xls) – template provided.

The timeline of this procurement process is as follows:

Deadline for clarification questions	30th April 2021
Clarification Document published ¹	7th May 2021
Submission of full tender	28th May 2021, 17:30 (BST)
Bidder interviews	Mid June
Successful Contractor announcement	Late June
Envisaged Contract award date	Early July

Please e-mail any clarification questions, including questions about the timing of this ITT, to hector.wilson@carbontrust.com any time before 30th April 2021. The complete set of clarification questions and all answers to clarification questions will be published in the Clarification Document on our website by 7th May 2021 and will hence be visible to all potential Bidders: <https://www.carbontrust.com/news-and-events/tenders>

For information about the OWA programme, please see the Carbon Trust's website:

¹ A Clarification Document will not be published if no clarification questions are received in relation to this ITT.

<https://www.carbontrust.com/our-projects/offshore-wind-accelerator-owa>

We look forward to receiving your tender.

Yours sincerely,



.....
Hector Wilson
For and on behalf of **THE CARBON TRUST**

The Carbon Trust Offshore Wind Accelerator

Invitation to Tender for the “Floating LiDAR for Ever Increasing Hub Heights” Project

Description of Tender

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IMPORTANT INFORMATION FOR BIDDERS

Publishing

Neither this document, nor any part of it nor any other information supplied in connection with it may, except with the prior written consent of the Carbon Trust, be republished, reproduced, copied, distributed or disclosed to any person for any purpose other than consideration by the recipient of whether or not to submit a tender.

Bid evaluation

The received bids will be evaluated by the Carbon Trust and the OWA Partners against the criteria provided in section 7. A shortlist of Bidders will be created and invited for interview. Carbon Trust will do a vetting of the shortlisted bidders. Carbon Trust may request shortlisted bidders to fill-in a Due Diligence Questionnaire to supply additional information prior to being invited for an interview.

Contracting

Bidders should note that the Scope of Work contained in section 4 of this document does not constitute an offer to contract with the Carbon Trust. It only represents a definition of specific requirements and an invitation to submit a tender addressing these requirements.

Issuance of this Invitation to Tender and the subsequent receipt and evaluation of the tenders by the Carbon Trust does not commit the Carbon Trust to enter into a Contract with any Bidder.

Should Your tender be successful, a Final Scope of Work that builds upon the Scope of Work contained in section 4 "Scope of Work" of this document and Your Approach to Work will be mutually agreed between You and the Carbon Trust. Once the Final Scope of Work is agreed, your offer will be formally accepted by the Carbon Trust issuing an Award Letter, the Final Scope of Work, the OWA Stage IV Contractors' Conditions, and any clarifications agreed in writing. The Award Letter, the Final Scope of Work, the OWA Stage IV Contractors' Conditions, and any clarifications agreed in writing will establish the Contract for the Floating LiDAR for Ever Increasing Hub Heights project (the "**Contract**") between You and the Carbon Trust. With the exception of any minor amendments to the OWA Stage IV Contractors' Conditions which may be requested by the Bidder, the submission of a tender shall constitute unqualified acceptance of the OWA Stage IV Contractors' Conditions. In the event that minor amendments to the OWA Stage IV Contractors' Conditions are requested, such amendments must be clearly stated and the exact alternative wording must be provided in Annex A of the Tender Certificate. Please note that it is at the sole discretion of the Carbon Trust to accept any of the proposed amendments and that the Carbon Trust reserves the right to require the provision of further information in relation to any such request. No minor changes other than those contained in Annex A of the Tender Certificate at the time of submitting the tender will be considered. No material changes will be considered at any time.

Mechanics of the tender process

Bidders should note that:

- it is at the discretion of the Carbon Trust whether to accept any non-compliant tender or whether to reject any non-compliant tenders without progressing such tenders through the evaluation phase;
- the Carbon Trust reserves the right not to accept the lowest priced tender or any tender whatsoever;
- the Carbon Trust reserves the right to accept more than one tender;
- unless a Bidder makes a formal statement to the contrary, the Carbon Trust reserves the right to accept any part of a Bidder's tender without accepting the remainder;
- formal notification that a tender has been successful will be communicated in writing by the Carbon Trust;

- the costs of tendering are the full responsibility of the Bidder; and
- the pricing set by Bidders shall be valid for a minimum of 90 days.

Bids may be submitted by individuals, companies, organisations or consortia.

Bidders should be aware that dates referred to in this Invitation to Tender may be subject to change where this is necessary in the interests of the Project (such changes will be notified in advance).

The Tender Certificate, Main Bid Document and any correspondence must be written in English. This Invitation to Tender, the Contract, its formation, interpretation and performance is subject to and in accordance with the law of England and Wales.

Conflicts of interest

Bidders should be free of any commercial interests, partnership arrangements or contracts underway or other matters which may present a conflict or potential conflict of interest in respect of the provision of these services. As set out in section 3, if a Bidder thinks that it may have any conflict or potential conflict of interest, the Bidder shall describe the details of this conflict and provide details of whether and how it would propose to manage such a conflict in a satisfactory and robust manner in Annex B of the Tender Certificate. The Carbon Trust reserves the right to require the provision of further information in relation to any conflict or potential conflict of interest.

Disclaimer

The information contained in this Description of Tender document and in any documents or information it refers to or incorporates (the “**Disclosed Information**”) has been prepared to assist interested parties in deciding whether to make a bid. The Disclosed Information is not a recommendation by the Carbon Trust. It does not purport to be all inclusive or include all the information that a Bidder may require.

Neither the Carbon Trust nor any of its directors, employees, agents or advisers makes any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of the Disclosed Information. All such persons or entities expressly disclaim any and all liability (other than in respect of fraudulent misrepresentation) based on or relating to the Disclosed Information or any subsequent communication. The Bidder should conduct its own due diligence and seek its own professional, legal, financial and other advice as appropriate. The only information which will have any legal effect and/or upon which any person may rely will be such information (if any) as has been specifically and expressly represented and/or warranted in writing to the successful Bidder in any written contract that may be entered into with the Carbon Trust.

1. Introduction to the Offshore Wind Accelerator

- 1.1. The Offshore Wind Accelerator (“OWA”) is an industry-driven collaborative research, development and demonstration programme which was initially launched by the Carbon Trust in 2008 in collaboration with five offshore wind developers. The programme has since expanded during OWA Stages I, II, III and IV to include currently eight offshore wind developers from various countries within the European Economic Area (the “OWA Partners”). At the time of issue of this Invitation to Tender the OWA Partners are: SSE Renewables Developments (UK) Limited, Ørsted Wind Power A/S, RWE Renewables GmbH, ScottishPower Renewables (UK) Limited, Equinor ASA, Vattenfall Vindkraft A/S, EnBW Energie Baden-Württemberg AG, Shell Global Solutions International B.V. and Total E&P UK Limited.
- 1.2. OWA Stage IV aims to continue the cost reduction of offshore wind to make it cost competitive with other sources of energy generation, overcome market barriers, develop industry best practice, trigger the development of new industry standards and support the international expansion of offshore wind.
- 1.3. Research under the OWA currently falls into five research areas: Cables, Electricals, Foundations, Logistics and O&M, and Energy Yield & Performance. Research, development and demonstration projects are carried out in each of the five research areas to address technology challenges. This Invitation to Tender is related to the OWA research area Yield & Performance.
- 1.4. Each of the five research areas is managed by the Carbon Trust and governed by a Technical Working Group (“TWG”) consisting of technical experts appointed by the OWA Partners. The TWG Yield & Performance will supervise the Project, provide technical direction and guidance to the Contractor (where needed) and review the Project Deliverables, findings and other outcomes.
- 1.5. Please note, the term “Contractor”, where used within this document, refers only to the successful Bidder or, in the event that the Contract is awarded to a consortium, the successful Bidders.

2. Background and objective of the [FLH] project

- 2.1. The OWA TWG Yield & Performance would like to investigate the ability of floating LiDARs to provide accurate and reliable wind resource measurements at heights $\geq 150\text{m}$.
- 2.2. The latest generations of wind turbines being released by OEMs are likely to have hub heights and upper tip heights greater than 150m and 260m respectively, and future generations of 20MW+ turbines will undoubtedly have higher hub heights still. These heights begin to reach the reported limit of the measuring range of current LiDAR systems, and certainly exceed the maximum heights of current offshore meteorological masts. Understanding the wind resource at ever increasing hub heights is fundamental for being able to accurately undertake wind resource assessments for the next generation of wind turbines.
- 2.3. The main objectives of this work are:
 - i) Provide insight to the OWA partners on the current understanding of floating LiDARs ability to produce accurate and reliable wind resource measurements at heights $\geq 150\text{m}$.
 - ii) Undertake onshore measurement trials and subsequent analysis to be able to quantify the likely uncertainty in measurements offshore, including methods for correcting any potential biases found in the analysis based on knowledge of the LiDAR operating principles, filtering, reconstruction algorithms, etc.
 - iii) Update the floating LiDAR roadmap based on the results of the analysis and research.

- 2.4. The expected benefits of this work are an industry understanding of the ability of floating LiDAR to measure wind speeds accurately at next-gen turbine hub heights and options to correct measurements to reduce uncertainty.

3. Tender documents for submission

- 3.1. In response to this Invitation to Tender, Bidders are required to submit

- i. A Main Bid Document (pdf) – no template provided;
- ii. The signed Tender Certificate (pdf) – template provided; and
- iii. The filled-in Bid Price Calculation Sheet (xls) – template provided.

- 3.2. The Main Bid Document should be no more than 20 pages excluding appendices and no more than 40 pages including appendices. Font should be clearly legible, and be at least font size 11. The Main Bid Document shall as a minimum include the following information:

- i. The Bidder's proposed detailed Approach to Work (see section 4 and criterion 1 for more details). Bidders shall provide Work Package descriptions in the format set out in Annex 2 to this document. The Approach to Work should:
 - include a Gantt chart which describes the timeline for the Project, showing when each Work Package will start and finish;
 - outline how the Bidder will deliver the Scope of Work and do so on budget and within the allocated time;
 - any Alternative Work (i.e. substitute activities to take place instead of certain activities outlined in the Scope of Work in section 4). If Alternative Work forms part of the Approach to Work, the Bidder is expected to highlight, explain and justify the intended deviation from the Scope of Work. Alternative Work will be considered as non-optional when the tender is evaluated; and
 - any Additional Work (i.e. activities to take place in addition to the activities outlined in the Scope of Work in section 4). If Additional Work forms part of the Approach to Work, the Bidder is expected to explain and justify why the Additional Work would be beneficial and to provide a separate quotation for these activities. It is at the discretion of the Carbon Trust to consider Additional Work in the evaluation of the tender.
- ii. a pdf copy of the filled-in Bid Price Calculation Sheet;
- iii. the offered Bid Price, including any cost assumptions deemed relevant by the Bidder – see section 6 and criterion 4 for more details;
- iv. an explanation of experience and staff skills, and how these are relevant to the Approach to Work – see criteria 2 and 3 for more details; and
- v. supplementary information to provide experience evidence and skills evidence (e.g. CVs) – see criteria 2 and 3 for more details. This information should be provided as appendices to the Main Bid Document.

- 3.3. The Tender Certificate must be signed by an authorised signatory. Bidders must fill in the provided template.

- 3.4. The filled-in Bid Price Calculation Sheet must be provided in Excel format in addition to the information provided in the Main Bid Document. See section 6 and criterion 4 for more details.

- 3.5. The failure by a bidder to submit either the Main Bid Document, the signed Tender Certificate or the filled-in Bid Price Calculation Sheet shall mean that such tender is a non-compliant tender.

4. Scope of Work

- 4.1. The Scope of Work is provided in this section 4.
- 4.2. The Scope of Work comprises 6 Work Packages. The Scope of Work sets out the initial ideas on the key activities that the Contractor is expected to deliver for the Project.
- 4.3. It is expected that the Contractor will report on Project Deliverables to the TWG. The Carbon Trust and TWG shall review and provide feedback on each Project Deliverable. There will be at least one round of review comments to be accommodated by the Contractor for each Project Deliverable.
- 4.4. The Final Scope of Work will be agreed between the Carbon Trust and the Contractor when entering into the Contract. The Final Scope of Work may reflect any updates, changes or improvements to the Scope of Work as proposed by the Contractor in its Alternative Work or Additional Work and as agreed by the Carbon Trust.
- 4.5. Due to the breadth of skills and experience required for the Project bidders may decide to build a consortium to successfully meet the objectives of the Project. If a bid is submitted by a consortium it is expected that, in the case that the consortium is selected as the preferred Bidder, Carbon Trust will only enter into a Contract with the Project Coordinator, and that the Project Coordinator will subcontract the other members of the consortium.
- 4.6. The Carbon Trust appreciates that it will take a small team of mixed seniority approximately 12 months to complete the Project.
- 4.7. Bidders should use the Scope of Work as set out below to create the Approach to Work. Any Alternative Work or Additional Work shall be stated in the Approach to Work at the end of the relevant Work Package description.
- 4.8. It is expected that simplifying assumptions will be required to complete the work in the given timeframe. These assumptions should, to the extent possible at the time of tender submission, be clearly stated in the Approach to Work. It is expected that during the execution of the [FLH] Project, any assumptions will be discussed with the TWG prior to the start of each Work Package.

Work Packages

WORK PACKAGE	Description of work
<p>WP1: Literature and market review</p>	<ul style="list-style-type: none"> ● Review pre-existing studies that have been undertaken with regards to validating the accuracy of wind speed measurements with LiDAR/Floating LiDAR systems at measurement heights in excess of standard validation practices – this should cover as a minimum the following areas: <ul style="list-style-type: none"> ○ Alternative LiDAR measuring technologies (pulsed & Continuous Wave); ○ Existing uncertainty assessments pertinent to wind speed measurements; ○ Investigations of other conditions that may affect accuracy of floating LiDARs (e.g. Low aerosol levels (affecting CNR) Low level cloud cover). ○ Studies into how validations performed at a particular measurement height relate to the wind speed accuracy at other heights (i.e. Can a LiDAR validation against a met mast at 100m be used reliably to measure the wind at 200m?) ○ Studies into whether validations performed in one geographical region can be relied on in other regions (i.e. can a LiDAR validated in Europe be relied upon to measure the wind speed accurately in Asia?) ● Identify existing metmast/LiDAR/fLiDAR datasets both onshore and offshore that could be of use for WP3 as well as future OWA studies. Especially relevant are existing validation studies against very high Met Masts. <p>Brief market review of the current state of the art of floating LiDARs, this could include some market engagement with LiDAR OEMs, in order to provide a detailed understanding of their current and future capabilities and limitations.</p>
<p>Project Deliverables:</p> <ul style="list-style-type: none"> - D01: Report highlighting the findings from the literature and market review, with list of relevant datasets. - D02: Presentation of results to TWG partners. 	
<p>Decision point: Based on the results of the dataset identification in D01 of WP1, the contractor should highlight whether they expect to be able to complete the remainder of the project without conducting an onshore measurement campaign. The technical working group will decide whether to approve a measurement campaign based on the contractor’s recommendations.</p> <p>Any response to this ITT should highlight the project budget with and without a measurement campaign being undertaken.</p>	

<p>WP2: Measurement campaign</p>	<ul style="list-style-type: none"> • If WP1 identifies a lack of available datasets to undertake WP3 of this project, then the TWG may approve the budget for a measurement campaign design and execution (WP2) based on the contractor's recommendations. • The contractor will be expected to design an onshore measurement campaign with the intention of being able to validate LiDAR measurements at heights of greater than 150m against a suitable met mast. <ul style="list-style-type: none"> ○ A feasibility assessment should be carried out to understand whether it would be possible to use a motion platform or similar to recreate the LiDAR movements experienced by a floating buoy LiDAR, and therefore whether to validate against different metocean conditions. • In designing the measurement campaign, the contractor should identify a suitable onshore site or sites and appraise them against a set of agreed criteria (these could include ease of installation, accessibility, existing instrumentation, opportunity, cost, and physics). • A high level of detail should be given for the campaign design and should include aspects including but not limited to: Project management; site characteristics; equipment options and location appraisal; systems design, integration and acceptance; procurement; installation and commissioning; data capture, monitoring, acceptance and analysis. A risk and opportunity register should be produced alongside the design. • A proposed timeline for the entirety of the campaign is to be produced, this will also highlight the likely costs of each stage (with a detailed breakdown) of the campaign. Costs should be based on the contractor's own experience as well as engagement with equipment OEMs. • A detailed report will be produced covering all aspects of the measurement campaign. • The measurement campaign shall be presented to the TWG, the TWG will then approve/reject/request for modification of the campaign before execution. <p>Once approved the contractor should execute the measurement campaign as designed.</p>
<p>Project Deliverables:</p> <ul style="list-style-type: none"> - D03: Detailed report covering the design of a measurement campaign to validate LiDAR measurements. - D04: Presentation of findings and campaign design to TWG - D05: Execute onshore measurement campaign 	
<p>WP3: Data Analysis</p>	<ul style="list-style-type: none"> • From datasets identified within WP1, the contractor will be expected to undertake a data analysis exercise with the ultimate aim of understanding the accuracy and uncertainty that can be expected when using floating LiDAR for wind speed measurements at heights of >150m. • The contractor should focus on the uncertainty of LiDAR measurements (for both pulsed and CW), including the impact of

	<p>validating at heights far below the ultimate measurement height and validating in atmospheric conditions that differ from the ultimate site conditions (in particular aerosol count leading to differing CNR)</p> <p>This analysis should detail the methodology used to translate the uncertainties of onshore LiDAR wind speed measurement to those of offshore floating LiDARs.</p>
<p>Project Deliverables:</p> <ul style="list-style-type: none"> - D06: Report detailing the methodology and results from the data analysis 	
<p>WP4: Update floating LiDAR roadmap</p>	<ul style="list-style-type: none"> • If there is an update from WP3 detailing how to treat LiDAR uncertainties the contractor is expected to engage with interested parties to scope an update to the Floating LiDAR roadmap. The floating LiDAR roadmap that was produced in 2018 by the OWA and has become an important point of reference for many in the industry • The update will not require a full rewrite of the existing report but is intended to provide additional and supporting information where appropriate. Special consideration should be made to ensure that previous efforts by floating LiDAR OEMs to follow the steps to commercialisation as laid out in the roadmap are not negated; the contractor should be sure to build upon the current roadmap as opposed to rewriting it. • At the discretion of the OWA technical working group partners the contractor will provide clear recommendations to the dissemination approach, and lead dissemination activities, with the support of the Carbon Trust to promote the findings of the study. • Dissemination activities should include, but not be limited to: <ul style="list-style-type: none"> ○ Preparing a conference submission for a suitable conference; ○ Organising a dissemination webinar.
<p>Project Deliverables:</p> <ul style="list-style-type: none"> - D07: Produce updated version of the floating LiDAR roadmap, IF deemed necessary by contractor and TWG - D08: Dissemination activities 	
<p>WP5: Future research & recommendations</p>	<ul style="list-style-type: none"> • Based on the work carried out within the prior three work packages, the contractor will be expected to produce a list of potential future research areas and opportunities for follow on work. These could be project ideas that could be put forward for future consideration within the OWA, or larger scale/budget projects that could be considered within a different framework, or even research areas for consideration by academia.

Project Deliverables: <ul style="list-style-type: none"> - D09: A short summary document of recommendations, avenues for further development, and future research ideas. 	
WPA. Project Management	<p>The Bidder should stipulate how it will manage the Project efficiently and effectively.</p> <p>In particular, the following activities should be included (and hence budgeted for)</p> <ul style="list-style-type: none"> • project management time (including sufficient time for review processes); • regular update calls with the Carbon Trust Project Manager and/or Technical Working Group as required; • the preparation of monthly flash reports (Carbon Trust template) containing key financial data and information of the delivery status of the Project; and • towards the end of the Project <ul style="list-style-type: none"> ○ the production of a 3-10 pages Executive Summary Report for the entire Project (for dissemination within the OWA); ○ the preparation of a Project Closeout Form (Carbon Trust template) which includes a short summary of areas for future research and a documentation of all Project Deliverables; ○ the preparation of a final presentation to the TWG; ○ time dedicated to presenting the main results, findings and outcomes of the Project in the form of a 1-hour webinar to OWA Partners; and ○ the provision of inputs for the OWA Cost Model by completing the OWA Cost Model Input Sheet (Carbon Trust template). <p>Bidders should be aware that the Carbon Trust and TWG usually require 2-3 weeks to review and provide feedback on each Project Deliverable, with at least one round of review comments to be accommodated. This should be considered when calculating Your Bid Price.</p>
Project Deliverables: <ul style="list-style-type: none"> - D10: Monthly flash reports - D11: Executive Summary Report - D12: Final presentation - D13: Delivery of webinar - D14: Project Closeout Form - D15: Input sheet for OWA Cost Model 	
Expenses	<p>The Bidder should detail the amount of expenses it expects to incur throughout the Project. Expenses will be paid as incurred up to the amount specified and any unused balance will not be paid.</p>

5. Intellectual Property and Knowledge

Full details of the intellectual property requirements and conditions can be found in the attached OWA Stage IV Contractors' Conditions.

6. Bid Pricing

- 6.1. To provide Bidders with greater clarity on the nature, level and type of work involved in the various Work Packages, the Total Budget for the delivery of this Project is expected to range between £90k and £100k.
- 6.2. The Bid Price submitted with the tender must be derived from the cost breakdown in the Bid Price Calculation Sheet, and must include all expenses. The Bid Price is the price for the activities that will address the Scope of Work (and any Alternative Work proposed by the Bidder). The Bid Price Calculation Sheet and the Bid Price shall not include the price of any Additional Work suggested by the Bidder. Instead, the price for such Additional Work Packages shall be stated separately to the Bid Price in the Main Bid Document.
- 6.3. If the Bid Price exceeds the expected range of the Total Budget as stated under section 6.1, to avoid receiving a lower score for criterion 4, in the Main Bid Document the Bidder should provide a clear and justified reason why the Bid Price exceeds the expected budget.
- 6.4. All costs and rates quoted in the Main Bid Document and Bid Price Calculation Sheet must be in GBP (£) and all staff rates quoted in the tender must represent the **Day Rate** for employment of staff members.
- 6.5. Any expenses must be separately included under Expenses.

7. Tender Evaluation Criteria

Bidders should take the following evaluation criteria into account when preparing and submitting their tenders.

Criterion 1: Approach to Work (Weighting: 35%)

<i>Description</i>	<i>Information required from Bidders</i>
Proposed Approach	<p>In the Main Bid Document, Bidders are required to provide a clear and detailed description on how they plan to deliver the work for this Project.</p> <p>The description should include an initial overview on the approach followed by a description on how each Work Package and task will be delivered.</p> <p>Also, Bidders need to justify how their proposed approach meets the objectives of the Project.</p>
Additional Work	<p>If there is any Additional Work proposed by the Bidder, these aspects will be evaluated separately. The suggestion of Additional Work by the Bidder will not have a negative impact on the evaluation of the tender.</p>
Project management	<p>Bidders are required to describe how they will manage the Project utilising appropriate resources and describe how they will work with the various stakeholders, such as the relevant OWA TWG, to get information and manage potentially conflicting relationships.</p>

Criterion 2: Experience (Weighting: 35%)

<i>Description</i>	<i>Information required from Bidders</i>
Experience in floating LiDARs	<p>In the Main Bid Document, Bidders should elaborate on experience of the criteria described and explain how these past experiences are relevant for this tender.</p> <p>In addition, Bidders should provide at least two examples (with reference to specific roles, responsibilities and activities the Bidder undertook) of previous work which illustrates the Bidder's skills, capabilities, and experience in all of these areas (Bidders may wish to make reference to submitted examples of previous work for other clients).</p> <p>Bidders are advised that experience is considered a key important criterion and partnerships with other companies to support certain areas of experience are welcomed. All experience / case studies should be attached as an appendix to the Main Bid Document.</p>
Experience in onshore LiDAR measurement campaigns	
Experience and knowledge of wind resource analysis	

Criterion 3: Staff Skills (Weighting: 20%)

<i>Description</i>	<i>Information required from Bidders</i>
CVs/Resumes	Bidders are required to provide detailed CVs/Resumes for any key personnel who will be involved with this Contract together with proposed Project structure, intended position of the key personnel in the Project, and main responsibilities. CVs should include professional memberships of proposed staff working on this Project.
Applicable skills	Bidders should elaborate on the most relevant skills of the key personnel that will be involved in the Project.
Prior experience form involved staff	Please include examples of similar work performed by the proposed staff members, explaining how is relevant to the Approach to Work.
Expert engagement	A close working relationship with key stakeholders such as LiDAR original equipment manufacturers (OEMs), offshore wind farm developers, wind turbine manufacturers, test site owners, academia, as well as the OWA Technical Working Group are seen relevant to the success of this Project. Please supply ideas of how these groups can be engaged and leveraged.

Criterion 4: Bid Price (Weighting: 10%)

<i>Description</i>	<i>Information required from Bidders</i>
Day rates and man hours (man-h) for all staff grades	In the Bid Price Calculation Sheet, Bidders are required to provide day rates for all staff grades and to input the man-h involved in each Work Package.
Price for the delivery of the Project	<p>In the Bid Price Calculation Sheet, Bidders are required to provide a cost breakdown by Work Package, including man hours and day rates of personnel completing the work as specified in section 5.</p> <p>Bidders are required to specify expected expenses separate from the estimated budget for each Work Package.</p> <p>The Bid Price will be assessed on the price for the Approach to Work (which includes the price of the Work Packages in the Scope of Work and any Alternative Work proposed by the Bidder).</p> <p>If there is any Additional Work proposed by the Bidder, this will be evaluated separately. The suggestion of Additional Work by the Bidder will not have a negative impact on the evaluation of the tender.</p> <p>Carbon Trust will reimburse reasonable expenses at cost and receipts may be requested. Pre-approval will be required for travel costs over £150 per return journey and combined hotels & subsistence cost exceeding £200 per day.</p> <p>Bidders will be required to confirm or comment on their ability to carry out the activities detailed in the Scope of Work within the initial term of the Contract and provide an outline plan of work.</p>

8. Glossary

Approach to Work	Has the meaning set out in section 3.1.
Additional Work	Any activities that are proposed by the Bidder in addition to those in the Scope of Work. It is at the discretion of the Carbon Trust to consider Additional Work in the evaluation of the tender. The suggestion of Additional Work by the Bidder will not have a negative impact on the evaluation of the tender.
Alternative Work	Deviations from the Scope of Work that are proposed by the Bidder, which replace work or tasks in the Scope of Work. Alternative Work will be treated as non-optional in the evaluation of the tender.
Award Letter	A letter, issued by Carbon Trust, informing the Contractor about the award of the Contract. The Award Letter is issued together with the Final Scope of Work and the OWA Stage IV Contractors' Conditions.
Bidder	An individual, a company, an organisation or a consortium submitting a bid for the Project.
Bid Price	The total price for the Bidder to complete the Project in line with the Approach to Work. The Bid Price shall include the price for all Work Packages described in the Scope of Work and any Alternative work proposed by the Bidder. The Bid Price shall not include the price of any Additional Work suggested by the Bidder.
Bid Price Calculation Sheet	An Excel template provided by the Carbon Trust that is to be provided by the Bidder in addition to the Main Bid Document.
Carbon Trust Project Manager	The Carbon Trust employee who serves as first point of contact in relation to this ITT and the Project.
Clarification Document	A document containing all received clarification questions and Carbon Trust's responses to these questions.
Contract	A document consisting of the Award Letter, the Final Scope of Work, the OWA Stage IV Contractors' Conditions, and any clarifications agreed in writing.
Contractor	The Bidder (or in the case of a consortium, Bidders) selected for the delivery of the Project.
Description of Tender	This document.
Due Diligence Questionnaire	A questionnaire that is to be completed by shortlisted Bidders should Carbon Trust's bidders vetting process give reason to conduct a due diligence. In case of a consortium, the Due Diligence Questionnaire is to be filled-in by the designated Project Coordinator.

Executive Summary Report	A 3-10 pages report containing a high-level description of the Work Programme and a summary of the relevant results, findings and conclusions of the Project.
Final Scope of Work	The agreed Work Programme for the Project, based on the Scope of Work and the Approach to Work, which is mutually agreed between the Carbon Trust and the Contractor.
Flash Report	A template provided by the Carbon Trust at Project start.
Invitation to Tender (ITT)	The following group of documents: Description of Tender (this document); OWA Stage IV Contractors' Conditions; Tender Certificate template; Bid Price Calculation Sheet template; and Clarification Document (if applicable ¹).
Main Bid Document	Has the meaning given in section 3.1. No template is provided.
Project	The Floating LiDAR for Ever Increasing Hub Heights or [FLH] project.
Project Closeout Form	A template provided by the Carbon Trust towards the end of the Project.
Project Deliverables	The individual deliverables including, but not limited to, any reports, technical notes, documents, drawings, models, data, webinars to be produced by the Contractor according to the Scope of Work (see section 4) or as otherwise agreed in the Final Scope of Work.
OWA	Offshore Wind Accelerator
OWA Partners	A group of leading offshore wind farm developers supporting the OWA.
OWA Cost Model	The Contractor is not expected to produce a cost model of its own, but rather provide an estimate, with appropriate explanation, for potential cost implications of the research undertaken within the frame of the delivered project. The Carbon Trust will provide a template to assist the Contractor in this process.
OWA Cost Model Input Sheet	A form (to be provided by Carbon Trust) which the Contractor should complete in WPA to provide input into the OWA Cost Model.
Scope of Work	The (preliminary) Work Programme for the Project as defined in section 4 of this document. At Contract award, the Scope of Work will be replaced by the Final Scope of Work.
Technical Working Group (TWG)	A group consisting of technical experts appointed by the OWA Partners. The TWG will supervise the Project.

¹ A Clarification Document will not be published if no clarification questions are received in relation to this ITT.

Tender Certificate	A declaration that is to be provided by the Bidder (in case of a consortium: by the designated Project Coordinator) in addition to the Main Bid Document.
Total Budget	The expected amount of money available that will be made available from the OWA programme to the Contractor for the delivery the Project.
Work Package	A group of related tasks to be delivered under the Project.
Work Programme	The entirety of all Work Packages.