

Balanced Scorecard Approach

Eiffage Kier recognises that value delivery is more than just as price. We will be adopting a balanced scorecard approach to our procurement to ensure our suppliers are selected on a value for money basis.

Typically we will be weighting price and value delivery equally (50/50)

Our scorecard selection criteria have been aligned to HS2's strategic goals and objectives. Please find details of where we are looking for supply chain best practice below;

Selection Criteria	What we expect
Supply Chain Management	Robust procurement process and governance that demonstrates value for money suppliers are engaged
Culture & Behaviour	Exemplar behaviours that align to that of HS2 and Eiffage Kier ingrained in your workforce
HS&W	A history of safe delivery, evidence of HS&W focused business initiatives and continuous improvement
Being Responsible	Good ethical / code of conduct based policies and practices that exceed statutory obligations
FREDIE	A deep understanding of this important topic, robust policies and practices in place to support its development
SEE	Businesses that value their people and invest heavily to foster talent, actively involved in apprentice and graduate programmes.
Sustainability	Recognition of impact your activities have from an environment, social and economic perspective. Plans and initiatives in place to develop this agenda and increase positive outcomes
Environment	Awareness and understanding of the impacts your activities have on the environment. Evidence of environment focused initiatives and continuous improvement. Key aspects include; waste reduction, minimising pollution, carbon reduction, reusable materials
Logistics	Robust fleet maintenance regimes, driver training and minimum standards, modern efficient fleet, FORS and CLOCS recognition
Quality	Robust quality policy, processes and management systems

Respecting Communities	Awareness of the impact your business has on the local communities you operate within. Evidence of initiatives in place to limit this impact and pro-active approach to engaging the community and leave a positive legacy
Technical Delivery	Give confidence you have the capability to deliver
Innovation	Investment in R&D. Product innovation. Evidence of practice that add value over and above that generated by current industry best practice
BIM	Evidence of BIM Level 2 understanding and compliance
Programme Delivery	Give confidence you have the capacity to deliver
Commercial Risk	Experience of contracting under and administering NEC3 contracts. Willingness to share commercial risk proportionate to your undertakings

The scoring criteria above will be weighted on a package by package basis according to risk and opportunity profile of the works