



Four returns, normalised to one comparison

The Tender Return Analysis makes four mechanical returns comparable. Each is checked for compliance, then normalised to a like-for-like price by pricing back exclusions and qualifications. Fourteen risks are reported; the displayed allocation remains unreconciled. One provisional recommendation, subject to review.

PACKAGE	BUDGET	RETURNS
WP-09 Mechanical	£218,400	4 of 5, 1 no-bid
RISKS FLAGGED	PREPARED BY	REFERENCE
14	R. Ashby, BuiltAI	NG-TRA-09

Illustrative example: fictional project and parties.

4	14	£214,400	–£4,000
Compliant returns	Risks flagged in returns	Lowest normalised price	Lowest versus budget

01

NORMALISE

Four returns, normalised to one comparison

The Tender Return Analysis makes four mechanical returns comparable. Each is first checked through a compliance gateway, then normalised to a like-for-like price by pricing back the items a bidder excluded or qualified. The lowest submitted price is not the lowest true price: the normalisation is what reveals the difference against the £218,400 budget.

ADJUSTMENT	HARTWELL	MERIDIAN	CHISWICK	NORTHGATE
Submitted tender sum	£211,800	£218,200	£198,600	£232,400
Condensate drainage, excluded by Chiswick	incl	incl	+£8,200	incl
Controls integration, excluded by Chiswick	incl	incl	+£12,400	incl
Commissioning attendance, excluded by Chiswick	incl	incl	+£6,900	incl
F-gas certification, Northgate lapsed	current	current	current	+£1,200
Provisional sums normalised to firm	+£2,600	£0	£0	+£15,300
Normalised price	£214,400	£218,200	£226,100	£248,900

Against the £218,400 budget, the normalised prices run from £4,000 under, Hartwell, to £30,500 over, Northgate. Chiswick's headline was the lowest submitted but the third-lowest once its exclusions are priced back.

02

RISKS

Fourteen reported risks, seven shown

The register reports fourteen commercial and technical risks across the four returns. Seven entries are reproduced below; the complete bidder allocation is not supplied in this example.

REF	RISK IN THE RETURN	BIDDER	SEVERITY
TRA-02	Condensate, controls and commissioning excluded	Chiswick	High
TRA-03	200-mile base, attendance and response untested	Chiswick	Med
TRA-05	F-gas certification lapsed at tender	Northgate	High
TRA-06	Large provisional-sum content, price soft	Northgate	Med
TRA-08	PI cover below the £10m requirement	Northgate	Med
TRA-10	Programme assumes single-floor access	Meridian	Low
TRA-13	Minor provisional sums in controls scope	Hartwell	Low

Reported register totals, TRA-01 to TRA-14: four high, six medium and four low. The seven displayed entries do not reconcile the full allocation.

03

RECOMMEND

A recommendation, subject to closing the risks

Hartwell Mechanical remains the recorded provisional recommendation, with the lowest normalised price at £214,400. Its displayed summary records one low-severity item, but the full risk allocation remains unreconciled. The recommendation is conditional on the Tender Return Review, not an award.

BIDDER	NORMALISED	RECORDED RISKS	POSITION
Hartwell Mechanical	£214,400	One, low	Provisional recommendation
Meridian M&E	£218,200	One, low	Reserve
Chiswick Air Systems	£226,100	Two high, one medium	Concerns, exclusions priced back
Northgate HVAC	£248,900	Two high, one medium	Not competitive once normalised

Allocation check pending: bidder summaries total eight risks (four high, two medium, two low), not the reported fourteen (four high, six medium, four low). The complete register is needed to reconcile the difference.

PROVISIONAL, NOT FINAL

Analysis recommends; it does not award. Hartwell leads on normalised price; the complete risk comparison awaits reconciliation. The recommendation remains conditional on the twelve mitigations in the Review closing the fourteen reported risks. Nothing is placed on analysis alone.

SEVERITY	REPORTED COUNT	CARRIED TO THE REVIEW
High	4	Closed by clarification or the recommendation moves
Medium	6	Closed by clarification before award
Low	4	Noted, accepted with the award

All returns14 Every risk closed before award

The Review receives the reported fourteen-risk position and unresolved allocation. It must reconcile the full register and close each risk through an owned mitigation before any award. Analysis narrows the field; it does not place the order.

LOWEST SUBMITTED IS NOT LOWEST TRUE

Chiswick's headline of £198,600 was the lowest on the day, but once its excluded condensate, controls and commissioning are priced back, its true price is £226,100, the third of four. The normalisation is the whole value of the Analysis: it compares like for like before a single pound of the budget is committed.

Reference NG-TRA-09Package WP-09 Mechanical, £218,400Prepared by R. Ashby, BuiltAI