

Hibiscus Coast Station - Retail Kiosk Opportunity		
EOI Scoring Schedule	Weightings	Evaluation Framework Criteria 60% = Satisfies the criterion in full
Pre-Conditions		
The terms of the licence are acceptable.	Pass/fail	Confirm acceptance = Pass, Reject = Fail
All consents or regulatory requirements that are required for your proposed service offering will be obtained in a timely manner.	Pass/fail	Confirm acceptance = Pass, Reject = Fail
Proposed use, product or service offering 25%		
General		
Outline the proposed service offering for the kiosk tenancy.	25.00	Service offering is suitable and appropriate for the site.
Outline why the proposed service offering is complimentary to the transport network and supports an enhanced transport experience.		Service offering is demonstrated to be appropriate to the transport environment and will complement a commuters experience.
Define your target customer/audience and why your offering will appeal to them.		Target audience is well defined and supported by the concept of the service offering.
Outline the social impact and local relevance of your proposal including how you will engage locally to benefit the wider community.		Offering acknowledges the need to contribute to and compliment the local environment. This could be local product sourcing, recruitment, design features, service features, etc.
Service delivery model 10%		
Outline your service delivery model including proposed hours of operation and staffing levels.	10.00	Model clearly outlines: Hours of operation are appropriate for the location and offering. Resourcing is adequate to ensure service levels are maintained. Inventory Management Systems if appropriate considering location and accessibility. Sustainability in the operating model. Technological innovation.
Rental offer and covenant strength 25%		
Outline your annual rental offering including the annual base rental and turnover percentage rental share.	25.00	Proposals will be assessed against market rates.
Provide evidence to support your financial position (statement of financial position, company accounts or bank guarantee).		Appropriate evidence supplied to support position. Reference checks to be carried out if deemed necessary. Should include position in relation to other business/liabilities.
Track Record 10%		
Outline your track record of operating in a commuter/transport-oriented setting. Include any references.	10.00	Adequate examples and history provided. History demonstrates: Consistent financial success and viability. Consistent ownership, i.e. not establish and sell on. Track record provided is relevant to the current offering and substantiates capability.
Business and Marketing plan 15%		
Detail your business and marketing plans to show your ability to support the business and enhance the commercial opportunity.	15.00	Marketing plan is clear and logical. Marketing plan is relevant to the offering and environment. Plan considers target audience and caters accordingly. Plan clearly links actions to offering outcomes. Collaboration opportunities with Auckland Transport.
Kiosk Design and Fit out 15%		
Outline your kiosk internal fit out design, including signage/branding proposal, detailing how it meets all compliance requirements for the site.	15.00	Kiosk conceptual design is professionally presented and clear. Kiosk conceptual design and fitout is complimentary to the surrounding area. Kiosk conceptual design is safe, secure and suitable for an outdoor environment. Kiosk conceptual design is innovative, utilises high-quality materials and is appropriate to the proposed service offering.
	100.00	