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Enclosure A Memorandum of Information No. 1 dd March 1, 2017

The Defence Materiel Organisation (DMO) of the Netherlands Ministry of Defence (NL MoD) has published a Tender for the delivery of Sports Utility Vehicles (SUV's) 4x4 Aftermarket Ballistic and Blast protected including parts supply, maintenance, repairs and technical support.

The publication is published on the TenderNed website with number 2017/S 040-073841 on February 23<sup>rd</sup>, 2017. This publication is also published on February 25<sup>th</sup>, 2017 on the TED EU website with number 73841-2017.

If you want to download the Selection Guide for this Tender, please take the following steps:

- Go to the concerning TED EU website;
- Click hyperlink <https://www.tenderned.nl/tenderned-web/aankondiging/detail/samenvatting/akid/3ca8c700a76267c9151a18bfc531530c>;
- go to tab "documenten" (documents);
- download the Selection Guide.

The procedure for submitting questions is stated in paragraph 1.3 of the Selection Guide. The closing date and how to submit request to participate is stated in paragraph 2.1 of the Selection Guide.

**Note:** The request to participate must be sent by using the following email address: [Offertes.DMO@mindef.nl](mailto:Offertes.DMO@mindef.nl).

Yours sincerely,

  
Mariëlla van der Steen  
Project Procurement Officer

Enclosure A Memorandum of Information dd March 1, 2017  
 Delivery of Sports Utility Vehicles (SUV's) 4x4 Aftermarket Ballistic and Blast protected including parts supply, maintenance, repairs and technical support.

Question/ Remark No.	Document	Page	Paragraph Number	Question/ Remark	Answer
1	General	n/a	n/a	<p>We just saw the tender below come past. Can you explain to us what is meant by "Aftermarket"? We actually deliver ex-factory armoured vehicles also.</p> <p>Sports Utility Vehicles (SUV's) 4x4 Aftermarket Ballistic and Blast protected including parts supply, maintenance, repairs and technical support</p>	<p>The contracting authority considers that this tender may be most suitable for operators that are small or medium enterprises in the aftermarket-armoured industry i.e. operators that are not the original designer and manufacturer of the unarmoured base vehicle. However, any selection of tenderers will be based solely on the criteria set out for the pre-qualification stage. Therefore no obstacle whatsoever exists preventing you to apply for participation in this tender.</p>
2	Selection guide, Annex A-D	18-24	n/a	<p>Is it possible to receive an editable copy of Annex A through D so we can fill them out?</p>	<p>Annex A through D are attached to this memorandum of Information.</p>
3	Selection guide	10	2.9	<p>Is industrial participation required considering it is usually associated with the procurement of military products and the armoured SUV are more commercial in nature?</p>	<p>Armoured SUV's are considered to be dual-use objects (military and civilian usage) and as such Industrial Participation (IP) is applicable.</p>

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4	Selection guide	10	2.9	<p><i>Industrial participation means that a part or the whole of the contract value needs to be reinvested into Dutch industry over certain period in time. Often 'assembly' is a part that is sourced locally but in case of armoured SUV this is not possible as the assembly process is related to the vehicles certification. Therefore the characteristics of the industrial participation required can already have an impact on the decision to bid or not. Without knowing this, the decision is difficult to make. Can you detail the percentage of industrial participation required and which manufacturing steps in the production of the vehicle are eligible for industrial participation in order for us to make an informed decision?</i></p>	<p><i>Selected candidates will be approached by employees of the Ministry of Economic Affairs to explain and negotiate about the functional implementation of the IP-contract. This does not necessarily have to be sourcing of a part of the armoured SUV, but can be filled in by other means. All options will be looked at during the bilateral negotiations.</i></p>
5	Selection guide	12	3.2	<p><i>Is bidder allowed to bid for just one lot as well?</i></p>	<p><i>Yes, a selected candidate can bid for one (1) or two (2) or three (3) or all four (4) lots at choice.</i></p>