

Introduction

hWh has started this OMC with the goal of receiving input from market parties, in order to define the procurement strategy and to reach a go/no-go decision on the implementation thereof.

In order to avoid any misunderstanding, hWh is looking for a strategic partner with its own cloud technology, related products and services.

⚠ By cloud computing, hWh means related IPR's, technology, such as hardware (servers), software, storage, services and products available for AI, machine learning, Big Data, Data lake and Data virtualization / integration, etc.

hWh not only wants a strategic partner who provides the aforementioned technology and related products and services, but a partner who also cooperates with hWh in order to jointly develop or co-fund innovative solutions (by preferably a start-up and/or an SME) to improve the effectiveness and efficiency in the performance of hWh's public tasks. This means that the Strategic Cloud Partner should also makes R&D investments for applications/solutions that could lead to potential scale-up. As an addition the Strategic Cloud Partner should also have the possibility to give access to Venture Capital funds in order to foster SME's and start-up's market scale-up.

hWh also wants to engage with a partner that has a strong international network of (value added) resellers, partners, etc., preferably in the water sector. The SMEs and the start-ups as mentioned above could potentially use this international network to commercialise their innovative solutions to third parties worldwide.

Another advantage of this international network is that partners from this network could also engage in future procurement procedures set up by hWh and/or the individual water boards.

hWh also wants to engage with a partner that has existing agreements in place with Oracle, Siemens and Microsoft, in order to ensure the migration thereof to the cloud environment.

⚠ Please bear in mind that – following the request to postpone the deadline to receive answers to the questions in the EU Survey during the OMC webinar – the time schedule has been changed as follows.

26th February 2021 (12:00 CET)	Deadline to receive answers to the questions in the EU Survey
19th March 2021	Publication of market consultation report and closure of market consultation.
Q2 2021	Go/No-go decision on Procurement Strategy

hWh is a “Gemeenschappelijke Regeling” under Dutch law, acting as a Central Purchasing Body of the water boards. This means that the Strategic Cloud Partner's technology and related products and services will in principle be procured by hWh on behalf of all the water boards. This will provide the individual waterboards with the possibility to develop/migrate/implement/exploit their innovative SaaS solutions on and to this cloud technology.

1. Regarding the cloud delivery models, hWh is looking for a partner who is able to deliver all common service models such as IaaS, PaaS, SaaS and XaaS.
2. Regarding the implementation models for cloud computing technology, hWh is looking for a partner who offers a hybrid cloud service model. By this hWh means a service model that can support both an on-premise environment as well as the cloud environment of the Strategic Cloud Partner.

⚠ In order to avoid any confusion, hWh is not intending to replace the existing application landscape in use by hWh and/or the waterboards.

Q&A

N	Question	Answer
1.	Why is this an international setting and not just Dutch?	The set-up aims to foster cross-border competition. English is used for a broader outreach.
2.	So why UK law (i.e. NIS Directive) in the NL context?	UK law is not mentioned in the OMC document. The NIS directive (on security of network and information systems) is a European Directive that has been transposed into national law.
3.	Does the winner of this tender deal with het Waterschapshuis only or also on individual level with the initial 5 independent regions within het Waterschapshuis? Is there an agreement in place between regions and hWh?	This is a market consultation and not a tender yet. In the case that a tender will be launched, hWh will lead the tender. The winning candidate will be in contact with hWh, which will represent the interest of the regions/waterboards. hWh is a “Gemeenschappelijke Regeling” under Dutch law.
4.	How does the Venture Capital & Partner Programs relate to the technical solution we have to offer? On which projects would you need funding?	hWh is looking towards all the funding opportunities, including VC, if the solution is a good investment. This relates to the scaling up possibilities that the strategic partner can offer.
5.	What is the scope of this project? 3 years, 5, 10, longer?	The underlying idea is to have a long-term partnership benefiting both parties of the relation: hWh (on behalf of the water boards) and the strategic partner.

		However, the OMC has the goal of finding out the best approach. hWh is looking forward to your input, as hWh will decide after receiving the input of the OMC.
6.	Does the strategic partnership also take smaller companies into consideration? The advantage of smaller companies is that they move fast, are more innovative. Is a combination of large and small companies feasible?	It is also possible to act in Consortium, but that will be decided on basis of the feedback.
7.	Is hWh acting alone or on behalf of all the waterboards?	hWh will act as leader of the initiative.
8.	What does the benefit of being a forerunner in innovations related to AI/ big data means to the role in the actual development of these AI and data-applications? Can you also be the SaaS-provider if you initiated it with HWH as a partner?	The added value is that the solutions can be speeded up and thus reach the market quicker.
9.	Why only Siemens for operations and not for example ABB and Schneider? It looks like you are searching for a single party, why not looking for best of breed on several topics? Moreover, a lot of the Waterboards have other operation systems than Siemens.	It can be extended to other companies under the condition that they have already delivered these solutions and technologies to the waterboards. At this stage Siemens is the main provider. That is not what we intend to achieve, looking at the conditions that we will establish on the partnership relation. Siemens is mentioned because it is a supplier of PLC's (programmable logic controller) which are used for managing assets. hWh would like to have your input and insight to implement the best procurement approach in order to ensure that the best supplier is selected.
10.	Is there also room left for more generic remarks in the survey?	To answer, you may also refer to the relevant paragraphs of your standard policy documents which can be uploaded on the EU Survey platform. You can upload your generic remarks as separate documents to the last question.
11.	How does a strategic partner relate to the tender obligations of waterboards when they want to implement a part of the functionality?	If hWh sets up a strategic partner with a strategic technology, it means hWh has chosen this technology. Consequently, the requirements and the scope will be clearly outlined – making sure

		that the needs of hWh and the water boards are fully comprehended - in the tendering documents in Q2 2021.
12.	Can you give an explanation about the 'Co-Funding projects' and what this could mean in practice?	By co-funding hWh means that a specific innovation project is funded by hWh and the strategic technology partner. See answer to question number 25.
13.	Is it possible to answer the EUSurvey together/in Alliance with a few companies/partners?	Of course, if you already have some partners in mind, you can answer the EUSurvey together.
14.	Is HWH open for signing a Non-Disclosure? NDA as part of the OMC?	No, hWh will not sign any NDA in the context of the OMC. In principle the information submitted should not be confidential. If you need to submit confidential information, please indicate which parts of the information are confidential. In any case, the information shared will be anonymized.
15.	is hWh looking for a cloud party or a system integrator with good connections with a cloud party?	No, hWh is looking for a cloud technology partner and not a system integrator.
16.	Is there a time deadline on Feb 12th? or is it just before midnight?	The deadline to receive answers to the questions in the EU Survey will be the 26 th of February at 12:00 CET.
17.	hWh supports the Dutch Waterboards. Will the partnership for cloud technology be used for hWh projects and programmes and/or also the cloud technologies to be used by the water boards directly?	hWh is the leader of the initiative and purchases also in the name of the waterboards. The solutions can be used directly by the water boards. However, this will be outlined in the tender documents.
18.	Please clarify further the connection with the waterboards: Is the cloud partner intended to support all cloud technology from all waterboards?	In principle, the partner will support all cloud technology from all waterboards. This will be outlined in the tender documents. In order to avoid any confusion, hWh is not intending to replace the existing application landscape in use by hWh and/or the waterboards This is a critical point in time and the reason to have this strategic partnership now is to select the right cloud technology partner for the future. The goal is to have a strong cooperation (see the

		provided example of Limburg in the OMC document).
19.	Is HWH looking for a cloud service provider / system integrator with a partner ecosystem including e.g. Siemens/Oracle/Microsoft/others or directly a cloud technology provider?	No, hWh is looking for a cloud technology partner and not a system integrator.
20.	Based on the documentation we understand hWh uses Siemens/Oracle/Microsoft technology. Can hWh share if there are any service providers involved currently and share the most important existing service providers?	hWh cannot share this information, since it is outside the foreseen scope of the procurement.
21.	Can you please elaborate on the budget (indication) that HWH has allocated for this initiative?	This will be outlined in the tender documents.
22.	Are you looking for a strategic "Implementation/Delivery" for cloud technology? Or strategic initiatives with Cloud hyper scalars?	hWh would like to have a strategic partner in cloud technology.
23.	Are you looking for a single or multiple cloud service provider? What do you mean with migrating Siemens data?	hWh is looking for a single cloud technology partner, not for a service provider.
24.	Are you looking a partner that can provide SaaS, PaaS or IaaS?	In principle, all of them: SaaS, PaaS or IaaS.
25.	Please elaborate on Question 19 of the Questionnaire: <i>"How can a strategic partner enjoy the benefits of the partner programs? Please describe how a start-up of the Asia Pacific rim can offer its services through the partner program to the strategic partner? Please explain your experience and willingness to co-fund together with the strategic partner in new innovative applications."</i>	hWh is trying to set an ecosystem in which the strategic partner has his own international network of partners (e.g., value added resellers). As an example, if hWh has set up the development of a new innovative SaaS application, that technology vendor should have the possibility to team up with the strategic partner to broaden its possibilities to commercialize its products and services through the partner network. An international knowledge on what is happening worldwide in the water field sector is expected from the strategic partner, in order to transfer the knowledge to the Netherlands water sector. Co-funding is one of the main elements of the strategic partnership. hWh intends to have several innovation procurement projects in the coming

		years. Assuming that it will be a win-win situation, the strategic partners should be willing to co-fund the development of new innovative applications/services. hWh wants to know if the potential partners have a policy in the matter.
26.	How do you make sure that you stay flexible in the Cloud landscape or on multi cloud strategy?	hWh is looking for the answer to this question in this OMC (together with the EUSurvey). Nevertheless, the nature/result of every procurement procedure (in every field) is to favour one supplier, technology vendor. Taking into consideration the European Data strategy, policies of the European Commission on the Green Deal, etc, data aspects, is essential to ensure data access and continuity to both the data from hWh and the water boards. Legal and business incentives will be put in place in order to ensure this accessibility and continuity for the benefit of hWh and the water boards.
27.	Are existing water technologies and software solutions in use by the waterboards expected to be integrated in this Cloud Technology platform in the future?	Not in the short term. hWh intends to build a hybrid situation in terms of infrastructure and software.
28.	Is Het Waterschapshuis looking for a cloud provider or for a consultant that can benchmark and advise about the different available cloud technologies and the technical developments?	hWh is not looking for a consultant, but for a cloud technology partner.
29.	Is hWh looking for a new technology which offers a flexible SaaS solution and hosting legacy systems in the cloud as well, so they collaborate?	hWh is looking for a partner that (amongst others) will work to create a situation like the one mentioned. hWh expects that the strategic partner already has alliances/relationships with – at least- Oracle, Microsoft and Siemens.
30.	Can you elaborate on financial backing for the initiative?	Only if there is a financial backing the procurement will be “introduced” into the market. The feedback received from the OMC will be published and disseminated and used as basis for upcoming procurement procedures (to be hopefully started on Q2 2021).
31.	Can you tell something on how the waterboards will adapt your plans?	The question is linked to the relation between hWh and the Waterboards.

		hWh is owned by the Waterboards. hWh cannot start any project unless the waterboards agree. Projects will only start as decided upon by the Waterboards.
32.	When it comes to moving the on-premise environment to the cloud, does this include the data of the waterboards or only hWh?	hWh acts on behalf of waterboards; so if data is moved, it will be data of the Waterboards.
33.	What do you believe are hybrid clouds?	By this hWh means a service model that can support both an on-premise environment as well as the cloud environment of the Strategic Cloud Partner.
34.	Is the strategic partner for hWh also the partner for all the water boards?	That is currently the idea. See answer to question number 18.
35.	Are you looking for one partner or can a combination of cloud technology and water related innovation knowledge network also be offered by two or three partners?	That is optional and for market operators, suppliers and/or technology vendors, to decide. hWh is looking for a strategic cloud technology partner who preferably has knowledge of the water sector on his own and/or has a strong international link with water technology partners. E.g., the Netherlands, in the Asia Pacific rim, in the EU, in the United States and Canada... hWh foresees to develop several innovative applications in the coming years and would like to give SMEs and startups the possibility to align with the big companies in order to scale up. All of this will be outlined and specified in the tender documents.