

Public market consultation

Zero-emission vehicle charging infrastructure for BAT, Municipality of Tilburg

Date: 01/03/22

Location: Tilburg

Copyright

No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission of the Contracting Authority.

Confidentiality

This publication contains confidential information and must be treated as such by the recipient. This publication may only be used by the recipient in the context of this tendering procedure. Any other use is expressly prohibited.

Table of contents

1	Introduction.....	4
	1.1 Municipality of Tilburg	4
	1.2 What does this document cover?	4
2	Market consultation	5
	2.1 Reason and purpose of the market consultation	5
3	Market consultation procedure	6
	3.1 The process	6
	3.2 Rules of play for market consultation	6
4	Terms of reference.....	8
	4.1 General	8
	4.2 Problem-solving approach.....	8
	4.3 Tendering and contract	8

1 Introduction

1.1 Municipality of Tilburg

Tilburg is a network organisation with 1900 professionals and an annual budget of over EUR 980,000,000. An organisation with an extensive range of duties and all the challenges that come with a large municipality. We increasingly connect to initiatives, ideas and energy in society. Our goal is to work with citizens and businesses to ensure that people can enjoy living, working and staying in Tilburg.

The management consists of 5 directors, 19 department heads and around 85 team managers. Together they form the core of the network organisation. They build not only their own department but the entire organisation. They are in contact with the Municipal Executive, oversee municipal tasks, and direct and contribute to the tasks of their department. They encourage employees to develop their talents. The lines are short, the atmosphere accessible, with no airs or graces. Just roll up your sleeves and get to work coming up with smart solutions, because the municipality of Tilburg likes to lead the way. Decisiveness, innovation and connection; that is what characterizes Tilburg. Within the municipal boundaries, but also beyond, with the other municipalities in Hart van Brabant and with Brabantstad.

For more detailed information about the municipality of Tilburg, please visit our website at www.tilburg.nl

1.2 What does this document cover?

This market consultation document covers the following topics:

- The purpose of the market consultation and the associated frameworks and starting points;
- The market consultation procedure;
- The terms of reference.

2 Market consultation

2.1 Reason and purpose of the market consultation

The municipality of Tilburg wants to be a fine, sustainable city, a pleasant place to live, work and stay. In line with the agreements made by the Municipality of Tilburg in the [Covenant on Sustainable Vehicles and Fuels in the Cleaning Sector](#), the Municipality of Tilburg is gradually replacing its fleet of collection vehicles for the city cleaning service provided by the Brabants Afval Team (BAT) with zero-emission vehicles. We focus primarily on battery electric vehicles; hydrogen-electric propulsion is not included.

The purpose of this market consultation is twofold:

1. To identify the number of potential providers in this market;
2. The vision of the problem-solving approach of these market parties to the phased implementation of a smart, innovative overall solution for the supply, installation and management of the required charging infrastructure on the premises of the Brabants Afval Team in Tilburg (Ceramstraat 6/8 in Tilburg).

In preparation of a possible tender for the BAT zero-emission vehicle charging infrastructure, the Municipality of Tilburg wishes to consult the market with a view to gaining a better insight into what is and is not feasible regarding this subject. In this way, the municipality hopes to be able to choose a solution that does justice to our ambitions and fits within the preconditions for this development.

2.2 Frameworks and starting points

The intended charging infrastructure must at least comply with the following preconditions:

- A customised solution that meets the energy demand of the fleet and the current energy consumption of the installations present in the business premises on the site. The availability of the necessary energy must be ensured in order to be able to run a day's production in one shift for the entire battery electric fleet on a charge cycle. The starting point is when the vehicles are loaded at night. In addition, it must be possible to charge a vehicle in a short time during the day where necessary.
- Smart charging should be used as much as possible to avoid grid congestion and to improve the business case. The basic principle is to arrive at a solution that makes use of own energy generation and energy storage, in order to limit the connection capacity and not to burden the network more than necessary. The site already has 600 solar panels with a total capacity of 400 kWp and an actual annual production of 179,570 KWh in 2021.
- Proven optimal matching of energy supply and demand through load balancing, taking into account peak times, daily rhythms, fleet movements and seasonal influences.
- The possibility of gradual expansion is provided for; the solution should be realizable within the requested time frames:
 - With a view to the introduction of a Zero-Emission Zone for urban logistics (ZES) by 01 January 2025, charging infrastructure for at least 25 electric collection vehicles should be available by the first quarter of 2024.
 - During the following 5 years or so, the remaining fleet will also be replaced by zero-emission vehicles. The maximum size of the fleet is about 60 battery electric collection vehicles. In addition, some ten smaller vehicles will be replaced by zero-emission vehicles; this should be included in the overall solution.
- The overall solution provides the most cost-effective solution for procurement, management and maintenance (TCO). Subsidy opportunities are utilized as far as possible.
- The overall solution is spatially and operationally appropriate within the context of the location.
- The overall solution must be E-laad approved.

3 Market consultation procedure

3.1 The process

The process for this market consultation is as follows:

- The municipality of Tilburg opened this market consultation on 01 March 2022 through publication on TenderNed;
- Interested parties are requested to prepare their answers to the questions from Chapter 4 on the basis of the information received and to express these in a response document (the format can be downloaded separately via TenderNed);
- Until 11 March 2022, 17:00, questions may be filed about this market consultation in writing via the message module on TenderNed;
- The questions asked and the answers provided by the Municipality of Tilburg will be published in a Memorandum of Inquiry via the message module on TenderNed by 25 March 2022;
- Interested parties are requested to prepare their answers to the questions from Chapter 4 of this market consultation document on the basis of the information received and to express these in the response document made available (the format can be downloaded separately via TenderNed);
- The response to this market consultation should be submitted in PDF and by email with the reference **Zero-emission vehicle charging infrastructure for BAT, Municipality of Tilburg**. It is the participant's own responsibility to verify whether his/her e-mail messages have been received (on time) by the Municipality of Tilburg;
- This response document should be submitted by **11 April 2022, 10:00 a.m.** via aanbestedingen@tilburg.nl attn: Mrs A. Dankers;
- The project team set up for this market consultation studies and evaluates the response documents received after the market consultation round;
- The results of the market consultation are used as input for an advisory document to the management team of the Municipality of Tilburg, Brabants Afval Team (BAT) department. This document advises the management team on the best way for the municipality to carry out the tender for **Zero-emission vehicle charging infrastructure for BAT, Municipality of Tilburg**. This internal document will not be made available to the participants in the market consultation. With this, the management team decides whether and how the tender or tenders will be carried out;
- A report on the responses to the market consultation, with the answers anonymised as far as possible, will be published on TenderNed.

3.2 Rules of play for market consultation

In order to treat market parties equally and to avoid risks in any future tender, the following rules apply:

- A market consultation is non-binding for both the Municipality of Tilburg and the participating market parties;
- Parties can derive no (mutual) obligations or rights towards the Municipality of Tilburg from this market consultation;
- Participation in this market consultation does not confer any right to obtain a contract;
- Parties who participate in this market consultation will not be favoured in possible follow-up processes, nor will they be excluded in any way from possible follow-up processes;
- The Municipality of Tilburg is in no way bound by the results of the market consultation or obliged to implement and/or tender the subject of the market consultation;
- The information provided during the market consultation may differ from the information provided at a later stage for a possible tender procedure;
- The Municipality of Tilburg is free to end the market consultation for any reason;
- The Municipality of Tilburg determines itself what it does with the information received. The Municipality has no obligation to justify why it has or has not included certain information in the tender documents;
- By participating in this market consultation, the market party agrees that the information provided, in whole or in part, but in any event anonymised as much as possible, will be included in the report on the response to the market consultation;

- The Municipality of Tilburg will make every effort to anonymise competition-sensitive information as much as possible or, if this disrupts the level playing field, not to include it. However, if, in the opinion of the Municipality, the level playing field would be disrupted or any other legal obligation compels the Municipality to disclose it, the Municipality is obliged to share the competition-sensitive information. Participants in the market consultation should take this into account;
- The market consultation takes place in writing; an additional oral information round is optional. The relevance of this is at the discretion of the Contracting Authority;
- None of the costs of participating in this consultation will be reimbursed;
- The Municipality of Tilburg adheres to the *Handreiking Marktconsultatie* (Market Consultation Guide) as drawn up by PIANOo, Expertisecentrum Aanbesteden (procurement expertise centre), part of the Ministry of Economic Affairs, Agriculture and Innovation, in June 2016.

4 Terms of reference

With this market consultation, the Municipality of Tilburg would like to obtain answers to the questions below.

When answering the questions, please take into account the topics, frameworks and starting points presented in Chapter 2.

Please use the response document for your answer. This will be made available digitally (in Excel format) via TenderNed. Please justify your answer.

4.1 General

1. What are the core activities of your company? How is your company active in this market?
2. What experience does your company have in implementing a smart, innovative overall solution for the supply, installation and management of the required charging infrastructure?
3. What should we, as Contracting Authority, pay attention to when awarding this contract?

4.2 Problem-solving approach

One of the starting points is to make as much use as possible of smart charging and to make use of own energy generation/energy storage in order to limit the connection capacity and not to burden the network more than necessary.

4. What is your company's vision of the problem-solving approach?
5. What is your intended capacity of the required network connection in both phases (first phase until 2025 and the second between 2025-2030)?
6. What is the expected order value of your solution (one-off investment and multi-year maintenance)?

4.3 Tendering and contract

7. Which contract structure and method of procurement best suits your opinion and why? (for example: construction team or DBFM and competitive procedure with negotiation, concession, competitive dialogue or traditional form of tendering)?
8. What are points of attention to take into account in the tendering process in the planning?