



> Retouradres Postbus 93144, 2509 AC Den Haag

Provider XX
Contact
Address

Sent to:

Date October 9th, 2021
Re Request for proposals "AIS data set subscription"

Dear Sirs,

Procurement Office

Visiting address
Prinses Beatrixlaan 2
2595 AL The Hague
The Netherlands

Postal address
P.O. Box 93144
2509 AC The Hague
The Netherlands
www.rvo.nl

Contact person
John Konijn
IUCEZteam7@rvo.nl

Our ref.
202108005

Encl.
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With this letter, I invite you to submit a business proposal for the following assignment.

1. Contracting party

The Dutch Food and Consumer Product Safety Authority "Nederlandse Voedsel- en Waren autoriteit" (NVWA) is an executive branch of the Dutch ministry of agriculture and fisheries. Among other things, as enforcement agency it supervises compliance with EU and national Fisheries regulations. Further information concerning NVWA can be found at: <https://english.nvwa.nl/>

The Dutch Procurement office IUC-EZK is charged with performing this procurement procedure.

2. Specific service required

For the supervision of the Dutch Fisheries Fleet, NVWA requires the weekly provision of a digital data set with the following specifications:

- The AIS¹ data of approximately 400 (optional 900) Dutch fishing vessels.
- The list of vessels is dynamic in time and will be provided/updated by NVWA.
- Minimal time-resolution per vessel: 1 position per two hours: latitude/longitude, course, speed.
- Actuality and refresh-frequency once a week, based on one request or download per week with data of that past week (No real-time data).
- Satellite and Terrestrial data required, to accommodate for global coverage.
- Provisioning through (preferably) end-to-end encrypted File transfer protocol (FTP) or API (application provisioning interface) of files.

¹ See for instance: <https://www.aishub.net/>

- g. For each and all of the vessels on the NVWA list, the required data-set must contain the relevant full details on the following characteristics:
- Date/time stamp with each vessel position registration;
 - MMSI number of the vessel;
 - IMO identification number of the vessel;
 - Official International Radio Call Sign assigned to the vessel;
 - Flag or country/State where the vessel has been registered;
 - specific Latitude of the vessel's position**;
 - specific Longitude of the vessel's position**;
 - vessel Speed at the time of registration** (optional);
 - vessel Course at the time of registration** (optional);
- Vessel type and vessel length are not relevant.

Note: **: details registered at least each two hours.

- NVWA will have the right to periodically refresh its list of vessels, at no extra cost.
- The content of the dataset provided is at least 99% complete, correct and accurate.
- The provision of the weekly digital datasets can be guaranteed by contractor. (99,7 availability per year). The data is necessary for NVWA to perform its EU obligations.
- License of use must cover use of this AIS data in an application with 40 concurrent users and use of the data in an data-scientific environment for analysis.

3. Contract duration

The assignment will be awarded for an initial contract period of 24 months, with – for NVWA – the possibility to extend the duration two times, with an additional period of maximal 12 months. After the initial period, NVWA expects to be able to continue the contract, with – for NVWA - a three month termination notice.
NVWA intends to start using the datasets from November 2021 onwards.

4. Applicable terms and conditions

Your general terms and conditions (whatsoever called in your organization) are explicitly rejected. The 2018 General Terms and Conditions for Public Service Contracts (ARVODI 2018) apply to this contract. See Annex 01.

The Government of the Netherlands handles your personal data with the utmost care. Read more about our privacy policy: <https://www.government.nl/privacy>.

If your proposal deviates from the general terms and conditions (modified or not), this will result (unless explicitly stated otherwise in this document) in the rejection of your proposal for the remainder of the procedure. In that case, your offer will not be considered for the award of the contract.

Guide Information security and Privacy for suppliers

Protecting information and personal data is the top priority for the Ministry of Agriculture, Nature and Food Quality (LNV). That requires significant effort from our own employees, but also from our suppliers. You can read more about it in this concise guide.

[Suppliers guide Information Security and Privacy LNV](#)

For companies established in the Netherlands only:**E-invoicing**

The general terms and conditions that apply to this contract prescribe/contain a provision that invoices must be sent electronically (not in pdf). This can be done in 4 different ways:

- The invoicing portal of the Dutch government;
- E-invoicing with your own (accounting) software package through Peppol;
- E-invoicing through a service provider.

For more information: <https://www.helpdesk-efactureren.nl/e-facturen-versturen>. For questions regarding e-invoicing via the portal, please contact helpdesk-efactureren@rvo.nl, +31-(0)88-0424400, option 2. For questions regarding e-invoicing via an accounting program (Peppol), please contact operations@peppolautoriteit.nl, +31-(0)20-3697653.

In order to ensure the smooth processing of the invoice, you must include the following information in your quotation:

- Name and address details;
- Chamber of Commerce number;
- Location according to Chamber of Commerce;
- IBAN.

For companies not established in the Netherlands

The paragraph concerning e-invoicing does not apply to companies located outside of the Netherlands. You must state the order number on your invoice. You can send your invoice by e-mail in PDF format to nvwapbfacturen@nvwa.nl.

5. Remuneration

NVWA expects an all-in, fixed price cost of the service per month, without the possibility for indexation for the entire contract duration.

You must provide the maximum total price **in EUR** (excluding and including VAT).

It is not allowed to charge Netherlands VAT over this amount if the registered office of the contractor has his office outside of the Netherlands.

In that situation, NVWA will pay the Netherlands VAT directly to the Netherlands tax authority.

6. Content of your proposal

Your proposal should comprise the following separate components/statements, named/numbered a to d:

- a.1 A concrete description of the service to be provided (FTP/API), including a description of the applied information security standards/measures)
- a.2 A short description on how the required vessels can be selected and/or how a vessel list can be maintained by NVWA/by you.
- a.3 A short description on AIS coverage and data quality, indicated as a percentage (see below).
- a.4 If possible provide a map with the overview of coverage quality over the world, and details on type and number of AIS-receiving stations your organisation uses to receive the AIS data.
- a.5 Details on performance of the service for the weekly AIS positions for 400 vessels.
- a.6 Expected maximum number of AIS positions per hour or possibility to sub-sample.
- a.7 Details on Service Level and support provided around this AIS data file.
- a.8 References of (preferably) at least three other organisations already using your AIS data.

- b. A dataset sample of the 20 Dutch fishing vessels NVWA provided (see [Annex 02](#), AIS vessel data sample), containing your available details on the above mentioned characteristics 2a up to and including 2f.
- c. A legally binding written statement that your service complies with all the requirements mentioned under the paragraphs 2, 3, 4 and 5, and that you agree with the Arvodi 2018 and proposed agreement (template see [Annex 03](#))
- d. A legally binding written price quotation:
 - fixed price per month for weekly provision for 400 vessels.
 - fixed price per month for the weekly provision for 900 vessels.
- e. All necessary contact- and bank details for the situation where the assignment will be awarded to your company.

On item a.2:

Details on the coverage and data quality for Class A AIS devices. Quality ratio can be determined by dividing the day into one hour intervals, and then count the number of those intervals in which a message from a vessel is received. A hundred percent would be receiving a message every hour for all vessels independent of location; 90 percent would mean that only on average about 22 signals in different one hour periods were received per vessel.

NVWA expects your proposal to remain valid for at least 3 months beyond the date, mentioned in chapter 7.

7. Submission of your proposal

I would like to receive your written proposal as soon as possible, but at the latest on Monday **November 22nd 2021**. Please send your proposal via TenderNed. Proposals received beyond this date will be put aside and will not be able to qualify for the final award of this contract.

8. Correspondence within this procedure

All correspondence regarding this request for proposals (including questions or remarks) must be directed via TenderNed.

9. Question and Answer

Questions you might have concerning this request for proposals can be entered via TenderNed. Where you have a suggestion concerning the proposed agreement and/or the applicable ARVODI 2018, please enter a specific text alternative.

Questions entered at the latest on November 5th 2021 14.00 hours local Amsterdam time, will be provided with an NVWA-answer by November 9th, 2021.

10. Award procedure

Proposals will be evaluated by a small team of competent NVWA assessors; project manager, information analyst and security officer.

- Your concrete description of service and information security will be assessed (Yes or No) to fulfil all requirements mentioned in paragraphs 2 to 7.
- Your written statement that your service complies with all the requirements will be assessed to (Yes or No) be legally binding;
- Your written price quotation for the all-in fixed price per month will be compared with the other proposals received.
- Evaluation team will judge your offer on the ease with which your API / FTP service can be used to derive the data for the vessels of interest. Appreciation will be expressed in a report grade in the following range:

3:	The proposal is of limited value to NVWA. Use of the file would require manual handling of the data, has limited coverage, and is missing out on optional features.
6	The proposal is of average value to NVWA, and provides for automated handling of the data (API) as an existing feature, but with limited ease of use.
9	The proposal is of good value to NVWA, provides for automated handling of the data (API) as an existing feature, and offers several optional features, with ease of use above expectation.

Proposals will be ranked on the formula:

$$\frac{\text{monthly price (400 vessels)}}{\text{report grade}}$$

Contract will be awarded to the contender whose proposal complies with all requirements, and offers the lowest price per report grade.

All contenders will at the same time be informed in writing of the outcome of the procedure. The writing will include the motivation for the decision made.

11. Right to discontinue

For the duration of this procedure up until signing of the contract, NVWA reserves its right to cancel this request for proposals and not to award any contract. Damages incurred in participating in this procedure will not be compensated.

12. Standstill period

All Tenderers and stakeholders who dispute the award of the Contract and/or the verbal/written substantiation thereof can apply for a preliminary injunction at the competent civil court in The Hague. This must be done no later than 20 calendar days subsequent to the sending of the digital notifications concerning the award of the Contract. Upon expiry of this period, no more applications for a preliminary injunction can be submitted. In the event a Tenderer applies for a preliminary injunction, we kindly request that you send a copy of the summons to the Tendering Authority.

On the grounds of Section 2.129 of the Public Procurement Act the award of the Contract does not yet mean the Tenderer's Tender has been accepted. For the 20 calendar days subsequent to the sending of the digital notification of the award of the Contract, the Tendering Authority is not permitted to definitively award the assignment by concluding the Contract.

13. Cost of the Proposal

The Contracting Authority will not reimburse any of your costs for submitting a proposal. Any costs and/or losses that (may) result from not awarding this contract are solely borne by the Tenderer.

14. Complaints procedure

Any questions, requests, comments and/or objections concerning the documents with regard to this Proposal procedure must be submitted to the contact person. If a tenderer still disagrees with the reply or if no reply has been sent, the tenderer can file a complaint to the Complaints desk. Tenderers may also file complaints immediately. More information can be found in Annex 04 - 'Complaints procedure'.

I hope this request for proposals offers you enough incentives for your competitive proposal.

Yours sincerely,

John Konijn
Procurement Consultant IUC EZK
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Annexes:

1. ARVODI 2018 (English), and explanatory notes
2. AIS vessel data sample
3. Template services agreement
4. Complaints procedure