

Aanbesteding: RWIS Road Weather Information System for the Netherlands
Aanbestedende Dienst: Rijkswaterstaat Centrale Informatievoorziening
Referentie: 31158671

Toelichting:

Please note that the following documents have been rectified.

All bids are to be based on the most recent versions as listed below:

- Appendix E Format Financial Offer version 2.0
- Appendix H Demand Requirements Specification (DRS) v1.2
- Appendix F Concept Contract RWIS v1.1

Ref.nr. **Onderwerp:**
1 Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.9
Maintenance (OT ID: 9), page 33

Vraag:

RWIS 9.3: In which format should this be delivered or is this a free choice for the contractor?

Antwoord:

The format must be compatible with Office 2016.

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Label: Inhoud

Ref.nr. **Onderwerp:**
2 Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.6 Meteo
sensory measurement (OT ID: 6), page 27

Vraag:

RWIS 6.3.1: Is the rain sensor required at a height of 1.5 meters or may this also be, for example, 2 meters high.

Antwoord:

The measurement height must be at least 1.5 m. The height is to be determined in accordance with RWS.

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Ref.nr. **Onderwerp:**
3 Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.5
Roadside Sensory measurement (OT ID: 5), page 24

Vraag:

RWIS 5.1.2: We believe this probe should be reconsidered as its accuracy is around 25 degrees and not around the freezing point the system is intended for.

Antwoord:

RWS is aware of the limitations of the PT100 sensor. Nevertheless RWS wishes to apply this sensor for purposes of reference.

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4

Onderwerp:

Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.5
Roadside Sensory measurement (OT ID: 5), page 24

Vraag:

RWIS 5.1.1: Are these the standard sensors that apply to all cabinets?
Because these cannot be used at locations with an alternative energy source.

Antwoord:

No.

For locations with alternative energy a minimum of 4 embedded sensors is required.

Beantwoord op: 05-07-2022

Label: Inhoud

Ref.nr.

5

Onderwerp:

Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.4
Hardware components (OT ID: 3), page 22

Vraag:

RWIS 4.1.1: On which powersupply should we base our price?

Antwoord:

Pricing should be based on power supply from the grid (230V/50Hz).

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Onderwerp:

Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.4
Hardware components (OT ID: 3), page 22

Vraag:

RWIS 4.1.1: What type of stations should be equipped with solar panels and to what extent is there any flexibility with components in the context of energy consumption.

Antwoord:

Most likely only the basic variant will be able to have an alternative power supply.

Flexibility should be possible within the specifications.

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7

Onderwerp:

Appendix H Demand Requirements Specification (DRS) v1.1, 3.3.3
Hardware components (OT ID: 3), page 20

Vraag:

RWIS 3.1.2: The prescribed modem supports GPS, may this GPS data be imported or should a separate module be used?

Antwoord:

A separate module is not mandatory.

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Label: Inhoud

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8

Onderwerp:

General

Vraag:

We request that the tender will be bilingual, both Dutch and English. This applies to both the tender documents submitted by RWS as the documents to be submitted by the bidders.

Antwoord:

Your request will not be approved.

The procurement documents are only available in the English language.

As stated in par. 7.16 Descriptive Document all communication must be in the English language. Thus the documents to be submitted by the bidders must be in English.

Beantwoord op: 05-07-2022

Label: Proces

Ref.nr.
9

Onderwerp:
Descriptive document, 1.4, page 8

Vraag:

Due to the early release of the documents and our original planning, based on the planning provided by contractee (release of the documents after the summer holidays), we planned our holidays such that our team is ready when the tender should be published. Therefor we would like to ask for an extention for the deadline of at least two months.

Antwoord:

Your request will not be approved.
RWS is not aware of a planning that states a publication date after the summer holidays.

Beantwoord op: 05-07-2022
Label: Proces

Ref.nr.
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Onderwerp:
Appendix E - Financial Offer

Vraag:

We note the requirement to provide our European List Prices with minimum discounts. However, our List prices are continually changing. Is the pricing we put in the tender fixed for the duration of the 4yr framework or can this be periodically updated?

Antwoord:

- a. The prices quoted by bidders in the Financial Offer tab "Tender Price" may only be adjusted as specified in the contract article 7.2.
Please note that this article applies to the full duration of the contract and is not limited to 4 years.
- b. In the case that, at a later date, parties agree that new or alternative models or types of the components will be supplied, prices for these components will be agreed. These prices must be in accordance with the then current European Price list and the applicable discount.
- c. Bidders are required to submit their European price list as part of their tender. This must be the current price list at the date of tender.
- d. Bidders are not obliged to give a discount on the list price, but if they do give a discount the same discount percentage must be applicable during the duration of the contract.

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Onderwerp:
Appendix H, Section 2.3.4

Vraag:

"Measuring station contains all sensors that have the basic and the standard"
Can you explain the intention of having "Plus RWIS" stations equipped with both embedded and non-invasive road condition sensors?

Antwoord:

The Plus RWIS stations are stations that have additional sensors and are strategically placed across the whole network. The additional sensors could also be sensors used for other purposes than winter maintenance. In some situations the non-invasive sensors don't do the job and therefore we have some stations that have both. The intention is to verify other data sources with our measuring stations, therefore we combine both type of sensors at some locations.

Beantwoord op: 07-07-2022

Label: Inhoud

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12

Onderwerp:
Appendix E, Appendix H

Vraag:

Will bidders that do not offer an IoT road sensor be disqualified? What does "should have" in Appendix H mean when at the same time Appendix E states that bidders are obliged to offer it?

Antwoord:

Rijkswaterstaat has decided that bidders do not need to offer an IoT sensor. The IoT sensor will not be part of the Financial Offer. Therefore a rectification of the Format Financial Offer and a rectification of the Demand Requirements Specification including Annex B will be provided.

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Onderwerp:
Appendix H

Vraag:

Tender specifies the 4 system types in 3 different sections of Appendix H, each with different specifications. For example p.10 2.3.5 , RWIS 5.3 , Annex B, Appendix H]. Better example: "Standard" RWIS in 2.3.2 mentions Air condition (clear, cloudy, etc.) while in Annex B this is not included.

Please clarify?

Antwoord:

- i. The intention of par. 2.3 of the DRS (App. H) is to give an overview of the basic versions.
When there is a contract a specific configuration for each measuring location will be made.
- ii. The requirements that apply to the components are specified in chapter 3 of the DRS.
- iii. Annex B is for pricing purposes. Annex B describes the 3 configurations for which bidder must offer a unit price in his Financial Offer (Format Financial offer, tab Tender Price, Part A).

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Onderwerp:
Appendix H, Section 2.3.4

Vraag:

Please confirm that the characteristics and sensors described in section 2.3.4 should not be priced as part of any of the Basic, Standard, Plus RWIS systems.

Antwoord:

As stated in answer 13, pricing of the systems in bidder's Financial Offer must be compliant with the configurations described in Annex B.
The components specified by bidder in the Financial Offer must comply with the requirements included in DRS chapter 3.

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Onderwerp:
Appendix H, Section 3.3.5 RWIS 5.3

Vraag:

Reference is made to the requirement for a Narrow band IoT road temperature and chemical sensor. Can Rijkswaterstaat please confirm if their intention was to limit IoT solutions to devices that use Narrow Band IoT technology only? There are many forms of IoT radio communications available, NB-IoT being just one form. In addition, it specifies that the requirement explanation is due to NPR-CEN/TS 15518:2013 and related standards, yet narrow-band IoT is not mentioned in these standards. Will Rijkswaterstaat therefore consider removing all references to 'IoT

Narrow band' and 'Narrow band IoT' and replace with a more generic phrase such as 'IoT infill'?

Antwoord:

In DRS requirement RWIS 5.3 the words "narrow band" will be removed. Also see the answer to question 12.

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16

Onderwerp:

Appendix H, Annex B

Vraag:

Section requests pricing for four solutions (Basic, Standard, Plus and IoT sensor). Will Rijkswaterstaat accept bids on partial lots (i.e., not all four solutions)? Specifically, would Rijkswaterstaat accept bids which included Basic, Standard and Plus solutions but no IoT sensor solution, on the basis that these can operate alongside a separate IoT sensor solution from a different vendor which sends data to the RWIS data platform, thus offering a hybrid solution to Rijkswaterstaat.

Antwoord:

See the answer to question 12.

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Ref.nr.
17

Onderwerp:

Descriptive document 1.1 / 2.1

Vraag:

RWS demands timely and efficient delivery of materials. What is the required delivery time?

Antwoord:

Delivery times are specified in PRS (App. I) par. 5.5

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Onderwerp:

Descriptive document 5.1

Vraag:

The requirements describes a number of 3 pages A4 at most for each quality criterium. Is it allowed to deliver a quality document with 12 pages at most but not necessarily 3 pages for each criterium?

Antwoord:

No, your proposal will not be approved.

As stated in par 5.2 Descriptive Document bidder shall submit a description of 3 pages A4 at most for each quality criterium.

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Label: Contract

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21

Onderwerp:

Price document

Vraag:

The descriptive document speaks about 350 stations to be delivered . The price document speaks about other quantities. Can you indicate which quantities should be applied.

Antwoord:

As stated in par 2.4 Descriptive Document: Regarding the fixed term of 4 years, Rijkswaterstaat assumes the supply of circa 350 measuring stations. The factors in the Format Financial Offer are specified to calculate the Tender Price (see par. 5.3 Descriptive document).

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22

Onderwerp:

DRS 3.3.1

Vraag:

RWS delivers the mast. Can we receive the specifications?

Antwoord:

Does not apply for this contract.

The specifications of the mast are not available at this point in time.

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Onderwerp:

23 Descriptive document 1.1

Vraag:

Does KNMI carries out the calibration at its own expense? What is the frequency of the calibration? Which sensors need to be calibrated?

Antwoord:

KNMI mainly calibrates the sensors that are placed in the radiation shield (humidity and air temperature).

The calibration costs will be paid by Rijkswaterstaat. Rijkswaterstaat will agree the calibration procedures with KNMI depending on the types and characteristics of the sensors.

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24

Onderwerp:
General

Vraag:

We request that the tender is bilingual. Dutch and English. This concerns the tender documents as well as the proposal.

Antwoord:

See the answer to question 8.

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Label: Proces

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25

Onderwerp:
Descriptive document

Vraag:

Request for a postponement of 2 months, due to the summer holidays and internal procedures

Antwoord:

Your request will not be approved.

Beantwoord op: 05-07-2022

Label: Proces

Ref.nr.
26

Onderwerp:
Appendix E: Format Financial Offer (version 1.1)

Vraag:

The calculation made on cell F21 does not correspond to the multiplication of the cells D21 and E21. If this was not done by purpose, we would like to ask you for a new version of this file in order to have comparable offers.

Antwoord:

A rectification of the Format Financial Offer will be provided.

Beantwoord op: 07-07-2022

Label: Proces

Ref.nr.

27

Onderwerp:

Demand Requirements Specification RWIS v1.1

Vraag:

From page 9, the version "Standard" of the RWIS has to be able to support 4 road sensors and 4 of such road sensors are visible on the diagram of this version.

Could you please specify that the exact number of sensors to quote for each RWIS in the "Standard" version (Opt. 002, Annex B, page 39)?

Antwoord:

A rectification of Annex B will be provided.

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Label: Proces

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28

Onderwerp:

Planning

Vraag:

Referring to the descriptive document, you encourage bidders to ask questions at the earliest convenience. Is it possible to answer the question about delaying the deadline as soon as possible? As stated in our question of 28th June, we have issues with fulfilling the deadline as we originally expected to receive the tenderdocuments after the summer break.

Antwoord:

See the answer to question 9.

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Label: Proces

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Onderwerp:
Appendix H

Vraag:

Does system need to comply to all specifications, although there might only be one supplier available in the market (IoT sensor)?

Antwoord:

See the answer to question 12.

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30

Onderwerp:
Appendix H

Vraag:

What is the purpose for having 4 embedded road sensors combined with a remote road sensor in the plus system configuration?

Antwoord:

See the answer to question 11.

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31

Onderwerp:
Appendix E: Format Financial Offer (version 1.1)

Vraag:

It is required that "The unit price per complete configuration (System) must be based on a lifespan of 10 years (including costs within 10 years of replacement if necessary)". Does this mean that Rijkswaterstaat requires 10 years warranty on all systems?

Antwoord:

The following example clarifies your query.

Example:

System Y consists of 4 components:

Component 1 with a technical life of 15 years

Component 2 with a technical life of 10 years

Component 2 with a technical life of 5 years

Component 2 with a technical life of 2 years

In this example the price over the period of 10 years including necessary replacements will then be composed of:

1 X price component 1
1 X price component 2
2 X price component 3
5 X price component 4

Rijkswaterstaat does not require a 10 year warranty on all systems.

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Onderwerp:
Publication Information Notice

Vraag:

Pursuant to Article 42 of Directive 2014/24 EU, the contracting authority has the obligation to functionally specify its request. Paragraph 2 of this Article provides that the technical specifications shall provide tenderers with equal access to the procurement procedure and must not create unjustified barriers to the opening of public procurement contracts. The requirement that a product is available 'off the shelf' is not a functional requirement. By setting this requirement, parties are hindered from accessing this contract because this reduces the products to be applied to a maximum of 3 in Europe, while the demand for slipperiness can also be met with other solutions. There is no justification for this impediment, so it must be regarded as an unjustified impediment. Can you confirm that the off-the-shelf requirement will be dropped as this is not a functional requirement and this requirement is unjustified?

Antwoord:

Article 42 of Directive 2014/24/EU is implemented in Article 2.75 of the Dutch Procurement Act (Aanbestedingswet 2012). This article essentially includes the obligation for contracting authorities to draw up proportionate technical specifications, thereby creating equal access for tenderers and not creating unjustified obstacles and to publish the technical specifications. Although it is generally preferable to describe assignments functionally, this is by no means mandatory as you state.

Rijkswaterstaat determines its own purchasing needs and has opted for a Commercial off the shelf (COTS) product. Bidders who can offer such a product all stand a chance of winning the contract. Competition will take place between these parties. The fact that Rijkswaterstaat thereby excludes parties that do not have a COTS product on offer is not an unjustified obstacle. After all, it is up to the contracting authority to determine whether it opts for bespoke or standard products.

Rijkswaterstaat has chosen to procure Commercial off the shelf (COTS) products as a result of an extensive market consultation and thorough

deliberations with other (regional, local and European) road maintenance authorities, combined with internal strategic goals and policies.

The choice to use COTS products has several benefits that will allow Rijkswaterstaat to reduce (project and organisational) risks and costs. In summary these advantages are:

- COTS products are already implemented by other (similar) clients and can thus be considered as 'proven technology';
- COTS products have the benefit that the COTS supplier continuously improves and updates its products because the products must always be attractive to possible new clients;
- In contrast to a sole customer of bespoke technology, the installed base of a COTS product will also stimulate the development of new technology;
- Because development costs can be shared between multiple clients, the total cost of ownership will be lower;
- Deployment of COTS products reduces vendor dependency and limits lead time.

This requirement will therefore not be withdrawn.

Beantwoord op: 15-07-2022

Label: Juridisch

Ref.nr.

33

Onderwerp:

Descriptive document

Vraag:

Chapter 6. Assessment. Will the assessment of the quality criteria be done in anonymous way (i.e., the experts assessing will not see the names of the bidders)? And should bidders write their answers such that the assessment can be done in anonymous way (e.g., no logo on the answers)?

Antwoord:

No, assessment of the quality criteria will not be anonymous.

Beantwoord op: 13-07-2022

Label: Proces

Ref.nr.

34

Onderwerp:

Wind sensor RWIS.2.3.4:

Vraag:

RWIS.2.3.4: Maintenance cost for an ultrasonic wind sensor is typically much less than mechanical wind sensor during the sensor lifetime. Maintenance free ultrasonic wind sensor has better performance especially at lower wind speed, because no mechanical bearings and possible freezing. As an alternative, would it be possible to offer ultrasonic wind

sensor meeting required technical specification?

Antwoord:

As long as the sensor meets the requirements, it is allowed to offer an ultrasonic wind sensor.

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35

Onderwerp:

Antenna RWIS.3.3.2

Vraag:

RWIS.3.3.2: Does Rijkswaterstaat provide the antenna or is it supposed to be provided by the RWS station technology provider?

Antwoord:

Yes, Rijkswaterstaat will provide the antenna.

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Label: Inhoud

Ref.nr.

36

Onderwerp:

Camera, Annex B

Vraag:

Annex B (2.3.3), Should Mobotix or equivalent camera be included to plus station prices in the financial offer?

Antwoord:

Yes;
see also the latest version of appendix H: DRS.

Beantwoord op: 15-07-2022

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