



Procurement Office EZK

Pr. Beatrixlaan 2
2595 AL The Hague
www.rvo.nl

Contactperson

Sophie van Bochove
sr. procurement consultant
sophie.vanbochove1@rvo.nl

Date

22 december 2022

Attachments

Presentation AMS

Report information meeting, Q&A session

Description: Information meeting concerning the
European Tender for the Dutch Areal Monitoring
System

11.00 – 12.00, 21 December 2022

MS Teams

To whom it may concern

Agenda:

- Opening and introduction of Contracting Authority
- Presentation of contracting authority, see attached for more information
- Questions by interested parties and answers by contracting authority

Nr.	Questions	Answers
1.	Question relating to the analytics platform. Could you please elaborate who will use the platform, how it is used and how powerful it is supposed to be. Is it used for generating main markers, how many environments do you require access to?	The analytics platform should not be used for generating the main markers. We have three environments in the tender, production, test and development. The analytics platform is part of the test environment. We do want access to the analytical environment. If something feasible comes out of the tests/analysis than it will be set to the production environment.
2.	Question concerning commercial data annex 6. Could you please elaborate on the volumes that are set and the costs that are in or out of budget for this tender?	Main commercial data we use is planetfusion data. This is a fixed price which is part of the tender. The amount that it will cost for the Netherlands is more or less fixed. Not sure about the actual amount of storage that is necessary in terabytes, but in terms of storage a lot.
3.	In the presentation you showed a picture of the markers in a timeline. Are there more specific dates in	Minimum activity (annex 2: minimum services) needs to be ready June 1 st 2023, also see the tender documents. Other markers mentioned need to be ready by

	which markers need to be ready?	the end of 2023 so it is possible to start in 2024.
4.	Precision on the question to the planet fusion data. Do we need to include the data in the budget?	Yes
5.	Question relating to the open source software aspect. You are expecting that you can take it over and operate it on your own in the second phase. Is it enough to include the code? Or is open source really necessary?	Open Source is necessary, we require the whole software.
6.	The budget provided for one year or 2 years?	The total budget is for the duration of the entire contract including 2 optional years. Also see the tender document section 2.5 and annex 1 section 4.1 for more information.
7.	Are all development costs part of the tender?	No development costs are expected for the markers required for 2023 because they are already (mostly) developed. Tuning to the Dutch situation will be necessary. Please see annex 1, section 4.1 to the tender document for more information.
8.	Is NSO involved in the Tender?	NSO is not involved in the Tender.
9.	Is there any limitation to the location of delivery. Do you expect resources to be in the Netherlands, the European Union or is partly off shore also possible?	The location needs to be in the European Union.
10.	Question about the IP rights. What is the ownership of IP created during the work?	The contracting authority is not interested in the intellectual property. Data and results are for NEA, but the codes for the developed products will remain property of the Contractor. Aim of NEA to share information. More about IP rights can be found in the ARBIT 2022, article 8.
11.	Annex 1: chapter 2.2.2 crop classifications, first bullet point. Should the probability value be classified for all crops or just crop groups?	The minimum activity as stated in annex 2 is aimed at crop groups. In 2024 we ask for more specific crop detection which can also be about more specific crops.
12.	Is there a certain amount for the innovation budget?	The contracting authority aims to create a calendar together with the contractor for what is to be developed in a specific year. Please find more information about this in the Tender document. Innovation budget

Date
22 december 2022

		is seen under variable development costs, section 4.1 of annex 1.
13.	Question concerning pricing, the minimal costs exceed the amount.	Answer provided in the meeting: We need to check whether this is correct. According to annex 1, section 4.1 the maximum amount for this contract consists of three components: 1. Fixed annual costs – max € 2,820,000, during all contract years including optional years 2. Fixed development costs – max € 1,700,000, 3. Variable development costs – max budget € 2,300,000, This accumulates to the maximum amount of € 6,820,000, as stated in section 2.5 of the Tender Document. Please see section 5.3 of the Tender document how the price will be evaluated.
14.	As stated in the document the traffic light system is out of scope. To what extent do we -the contractor- need to help? What kind of activities and what effort should we budget? What effort is expected to help with the traffic light system?	If a marker generates many (invalid) red parcels, we -the contracting authority- ask of the contractor to help think about improving the markers and provide solutions on how to improve the overall quality of the markers. We expect that you -the contractor- understand the marker that you deliver, and the quality and come up with suggestions on how to improve the marker. We expect you to come up with solutions.
15.	Data transfer annex 6 (prices) between different cloud environments?	We have developed our own AM viewer. The AM viewer runs on a different cloud environment than the cloud environment where the data is processed. The data to be transferred are the images and alphanumeric data generated data, FOI and marker results.
16.	The AM viewer already exists. Is it requested from the tenderer to review this and give a modified or extended version for QA purposes?	No this is not part of the tender.
17.	High resolution imagery is missing. Area photographing and area measurement: does this need to be covered, do we need to fly?	It is only about existing (satellite) data, you do not have to fly for new data. The Netherlands have a lot of high resolution satellite data in the 'satellietdataportaal.nl' and yearly nationwide aerial imagery. The

Date

22 december 2022

		main goal is monitoring activities, not aerial measurements.
18.	Do you only want satellite data. No other data?	The main process of AMS only uses satellite data. But for innovations it could be interesting to use other data, such as areal imagery. But on the ground sensors are not part of this tender.
19.	On the side of NEA: who is available, how many are available and what kind of job description does NEA have that is part of and using the solutions?	Depends on what you mean. Project team which consists of around 10 people. This includes a project manager, data scientist and experts about legal and requirements. The users for the system will be data scientists and data analysts in relation to the analyst platform. The actual users using your data will be in our organization. The users of the system will not necessarily be people that the tenderer has to deal with.
20.	You expect in the ToC that the majority of the markers are already operational. Why are there so many development costs accumulated for in the budget?	The development costs are mainly focused on setting up the different developments, such as developing a data pipeline, or adjustment of a web interface which are specific to the Dutch context and tuning the markers to the Dutch situation. There are also other development costs than just the markers in this assignment.
21.	For the planet fusion, is it about 250.000,- so of the budget for 5 years.	Not sure if that is correct. Please ask the question on the 9 th of January.
22.	Innovation part and geotag focus part from 2025 onwards as a means to monitoring. NEA will take care of the mobile app and communicate with the farmers. Does this channel through similarly to the backend as ground truth? Is this correct?	Yes. If you want more details, you can ask the question again through TenderNed.
23.	The project will run for the whole country? What data do we get from NEA each year regarding parcels or LPIS?	The project runs for the whole country. We share with you the crop data through SFTP sight of year of application. Or from previous year if the current year is not available. This will be done by vector data and is based on the application of the farmer.
24.	Last year there were some doubts about splitting it in lots or one assignment. You have decided not to split it in lots. Could you please elaborate on your decision?	We decided to put everything in one assignment. The organization of putting it in different lots will ask a lot of organizing on behalf of the contracting authority, and some risks involved in there. So we made the decision to set up one tender.

Date

22 december 2022

25.	Planet fusion will need to be archived. Is 3 years long enough for input data and result data? And what happens after the contract?	The tender covers for costs for archiving. The amount of years that this is necessary can be found in the tender document (annex 1 – section 3.10). After the contract We will make an agreement of the cost to keep to data alive if we have no one else to take over. You will be reimbursed for those costs.
26.	€ 250.000,- of the annual fixed costs are planned for planet fusion data.	Please ask the question in the through TenderNed on the 9 th of January and we will go into more detail.
27.	A lot of development has been done in the previous years in the NL by previous contractor. They already have a lot of money for budget. For a new contractor this is difficult for old one is easier. How do you see this?	Every tenderer has had the opportunity to develop in the last year. Many (funded) open source projects, also horizon 2020 projects with results on this basis. On development of markers we don't expect many costs, because there has been the opportunity to develop the different markers in previous years or to take these markers from the various projects that have made the markers open source.
28.	It is short time to develop in 3 months the marker and application it is difficult.	Noted, see answer to question 27.

Date
22 december 2022

- Closing, please send any more questions that may arise through TenderNed on 9 January 2023, 13.00 CET at the latest.