



Sub award criteria

For these sub award criteria the Tenderer should answer the questions below. For each answer scores can be obtained. Sub award criteria and maximum scores are given in the table below.

Sub award criteria		Maximum score*	Form**
Quality – Input/output		200	
1	Input - Data/message types supported	30	Free format text, max 1 A4 for substantiation
2	Weather chart production	100	Free format text, max 2 A4 for substantiation
3	Output - data selection/file production	70	Free format text max 1 A4 for substantiation
Quality - Interfacing		200	
4	Connection to KNMI aviation users website	120	Free format text max 4 A4 for substantiation
5	Connection to KNMI MSS, SADIS/WIFS and/or other suppliers of meteodata	80	Free format text max 2 A4 for substantiation
Quality – Flightdoc***		200	
6	Pre Flight Information Briefing structure based on IWXXM input	100	Free format text, max 1 A4 for substantiation
7	Flightdoc selection and flightpath calculation	80	Free format text, max 2 A4 for substantiation
8	Flightpath presentation	20	Free format text, max 2A4 for substantiation
Quality - Nonfunctionals		200	
9	Software Depot	20	Free format text, max 1 A4 for substantiation
10	Implementation and support plan	100	Free format text, max 5 A4 for substantiation
11	Project risks	20	Free format text, max 1 A4 for substantiation
12	Exit Plan	40	Free format text, max 3 A4 for substantiation
13	Sustainability	20	Free format text, max 2 A4 for substantiation
Pricing		200	
14	Pricing for delivery of the OPMET System (this includes installation and configuration and training of employees) and the use (license), support and maintenance of the system (and in case of a SaaS solution cloud services and cloud storage) for the first five (5) years after a completed and successful Site Acceptance Test (SAT).	75	Pricing sheet
15	Pricing for the use (license), support and maintenance of the OPMET System (and in case of a SaaS solution cloud services and cloud storage) for a period of 6 years, starting from year 6.	100	Pricing sheet
16	Pricing for an hourly rate for the first five (5) years of the contract, for adjustment of the software according to specific wishes from the Contracting body (such as e.g. interfacing with other applications).	25	Pricing sheet



Important!

* The quality is very important for the Contracting Authority. For this reason, Contracting Authority imposes an additional requirement that at least 400 points (50% of the total of points for Sub Award criterion Quality) must be obtained for the total qualitative scores.

A Tenderer submitting a valid Tender who meets all the requirements but does not meet this qualitative threshold of 400 points will be rejected by the contracting authority, and will not be eligible for awarding of the contract.

** The amount of space available for substantiations is given in terms of A4 pages. The text must be clearly readable. It is allowed to include figures/graphs or pictures, but please make sure not to exceed the number of pages that are prescribed. All information that exceeds the number of pages will be ignored and will not be assessed.

*** Please see Annex 11. KNMI method flightpath calculation for more details.

Explanation of sub Award criteria

1. Provide an overview of all data/message types that are supported in the proposed solution. Additional datatypes (non-OPMET) can be beneficial to the Contracting Authority in the sense that it will allow decommissioning of other systems. The provided overview will be assessed on the added value for the Contracting Authority based on the relevance and the amount of data types that are supported by the proposed System.
2. Substantiate how the system produces relevant WAFC (SIGWX and UWT) charts for KNMI regions (Amsterdam FIR and Dutch Caribbean islands). If the System does not produce charts describe/substantiate the recommended interaction with systems that do. (This is relevant in light of future WAFC developments). The Substantiation will be assessed on the added value for the Contracting Authority. If the proposed System adds more value in terms of functionality, ease of use and reliability, more points will be awarded.
3. Provide an overview of the various output file types supported by the System and describe the various possibilities for the selection of data for output. Substantiate how a file with all South American SIGMETs for a given date is produced and delivered to the requesting user/system. Assessment is based on added value for Contracting Authority. If the system provides both 'push (i.e. batch data selection/file transfer)' and 'pull (i.e. API) ' mechanisms for data delivery more points will be awarded. More selection criteria possibilities and more output file types to select from will lead to more points.
4. Substantiate how the system can be integrated with the KNMI aviation users website (www.luchtvaartmeteo.nl) to provide users with access to data/information products. It is important that users of the aviation weather website not have to log on to your system (they are already logged on to the website). Assessment of this substantiation will focus on the added value in terms of ease of use and the required effort by KNMI (or its subcontractors) to realise this integration.
5. Explain/Substantiate how the system will connect to the KNMI MSS, SADIS/WIFS and/or other suppliers of meteorological data. Assessment of this substantiation will focus on the added value for Contracting



Authority and the required effort by KNMI (or its subcontractors) to realise this integration.

6. The Contracting Authority requires pre-flight briefing documents. The Tenderer is asked to explain how the pre-flight documents are produced based on OPMET in IWXXM format and provide an example for both an IFR and VFR flight from Amsterdam to Athens.
Assessment of this substantiation will focus on legibility/usability of the produced documents, and the added value it provides for the Contracting Authority.
7. For the pre-flight briefing document, users of the System should be able to specify routes and the system should calculate the corresponding IFR and VFR flightpaths. The Tenderer is asked to describe how routes can be specified in the System (fixed routes or providing startpoint/endpoint and waypoints?) and how the flightpaths are calculated in the system.
Assessment of this substantiation will focus on added value, in terms of ease of use and the possibilities the solution provides for defining a flightpath and selection of stations with OPMET data.
8. The Contracting Authority values a graphical view of flightpaths on a map. The Tenderer is asked to describe the possibilities for such a graphical view. The description must contain the following subjects:
 - Geographical maps available;
 - Projections available;
 - Possibilities of overlays, e.g. flightpath and weather charts;

Assessment of this substantiation will focus on added value in terms of the possibilities of the solution offered and ease of use for the (aviation) end-user.

9. In order to guarantee operations and maintainability of the delivered System in the event that the Tenderer is not capable to continue its operations, the Tenderer is requested to give, in depot to the Contracting Authority, all source codes of the software required to build and maintain the software.

The Tenderer is asked to provide the Software Depot as a service. The service is applicable for the sources of the full release as well as for the software upgrades that have been released as agreed in this agreement. In case of any modification, supplement, extension and / or improvement to the software formulated in machine language and / or object code, the Tenderer shall accordingly replace or supplement the depot. The price for the depot service is included in the costs for service and maintenance of the software.

The Tenderer is asked to substantiate the process for this Depot and which securities this will provide for the Contracting Authority. The substantiation will be assessed on the quantity and quality of the guarantee and security for Contracting Authority that the Depot will provide. If the contracting authority is convinced of more certainty, security and assurance this will result in more points.

The Tenderer is asked to give a short description of the Depot on the following points:

- The type of data carrier on which the source code has been stored, type and manner of storage to be determined in consultation with the Contracting body in such a way that the data carrier can be read and used on the Contracting body's hardware;
- An overview of the stored source code that shall at least consist of a summary of the names of all the modules, a brief description of their



function, the programming language in which they are written and their mutual correlation;

- An overview of all the software (such as system software, editors, compilers, linkers and other special software) required for processing and rendering operational of the source code, with a specification of the software stored on the data carrier.
- An overview of the minimum configuration (description of the required hardware, operating system and system software) required for processing and rendering operational of the source code.

10. The Tenderer is asked to provide insight into the proposed cooperation with Contracting Authority /KNMI during implementation and operation of the System. Please describe:

- How you envision the proposed cooperation, which tasks and division of roles you propose between your organization and the Contracting Authority;
- What roles and functions you plan to use for this assignment and why;
- The way in which you propose the communication and means of communication to be used between your organization and the Contracting Authority;
- How you envision work breakdown structure/milestones/deliverables during the implementation of the OPMET System;
- Your policy on software support/maintenance/updates/customisation.

The substantiation will be assessed on the added value. More added value in terms of partnering, support and service will lead to more points awarded.

11. The Tenderer should provide an overview of possible risks, both project and operational risks, and counter/mitigation measures.
The substantiation will be assessed on the credibility of proposed counter measures. The more concrete the relevant identified risks and countermeasures are described, the more points awarded.

12. Provide an Exit Plan in which transfer and migration of the content of the software system is described towards KNMI or another future provider at the end of the contract period.

The Tenderer is asked to describe how they will ensure that KNMI will not become completely dependent on the Tenderer's service. At the end of the contract period it must be possible for the Contracting Authority to transfer its OPMET services to another party. In that case the Tenderer should contribute to a good and smooth transfer.

The assessment will focus on completeness and quality of the Exit Plan. If Contracting Authority can be convinced that a smooth transition will be possible, more points can be awarded.

13. Give a description of the Tenderers sustainable development goals, e.g. for software development and usage.

Sustainability is an integral part of the Contracting Authority's procurement policy. The Tenderer is asked to describe its sustainability policy and goals (and more particular the sustainability possibilities and goals in this particular assignment) . In the assessment of this sub award criteria, the Contracting Authority will look at aspects such as:

- Dealing with human rights.



- Possibilities for serverless software to minimize power consumption.
- Possibilities to extend the life of the software.
- Separation and modularity of software components, such as e.g. the database and user interface. Lifetime of a database is typically 20 years, which a portal with user functionalities will probably need to be upgraded after 6 to 10 years. Explain how sustainable these technical components are.
- The use of open standards which contributes to the interoperability of systems and its communication and connecting possibilities with other systems.
- Efficient use of available (hardware) resources by containerization and virtualization.
- Etc.

The substantiation will be assessed on the contribution or added value in the field of sustainability. More relevant possibilities or initiatives for sustainability offered, will lead to more points awarded.

14. The Tenderer is requested to quote prices in Annex 6 Pricing Sheet.

The following requirements, terms and conditions apply to the pricing:

- Prices must be in Euros and exclusive of VAT;
- The tender sum for sub award criterion 14 is a fixed amount subject to a ceiling of € 400.000,00 valid for the duration of the Contract which is five (5) years. The tender sum for sub award criterion 14 may not exceed the budget ceiling, on penalty of exclusion;
- The offered prices are "all-in" for the products and services (the System) described in Annex 5 Programme of Requirements (i.e., inclusive of all additional costs such as (but not limited to), for example, installation/configuration, training, use of software and support and maintenance for the first five (5) years, travel expenses, accommodation expenses, administrative expenses and overheads);
- Any discounts to be offered must be incorporated into the tender sum.

The tender sum for sub award criterion 14 is awarded with a set amount of points in accordance with the following formula (Price in K€):

$$\begin{aligned} \text{Awarded points} &= (400 - \text{Price}) \times 75 / 200, \text{ for } 200 \leq \text{Price} \leq 400 \\ \text{Awarded points} &= 75, \text{ for } \text{Price} < 200 \end{aligned}$$

For example: Tenderer submits a tender sum for this sub award criterion of € 330,000.00. This translates to $(400 - 330) \times 75 / 200 = 26,25$ awarded points.

We refer you to Annex 6. Please take note of the instruction tab before completing the Annex 6.

15. The Tenderer is requested to quote prices Annex 6 Pricing Sheet.

The following requirements, terms and conditions apply to the pricing:

- Prices must be in Euros and exclusive of VAT;
- The tender sum for sub award criterion 15 is a fixed amount subject to a ceiling of € 240.000,00 for a period of six (6) years, starting from year 6. The tender sum for sub award criterion 15 may not exceed the budget ceiling, on penalty of exclusion;
- The offered prices are "all-in" for the products and services described in Annex 5 Programme of Requirements (i.e., inclusive of all additional costs such as (but not limited to), for example, installation/configuration, training,



use of software and support and maintenance for the period of six (6) years, travel expenses, accommodation expenses, administrative expenses and overheads);

- Any discounts to be offered must be incorporated into the tender sum.

The tender sum for sub award criterion 15 is awarded with a set amount of points in accordance with the following formula (Price in K€):

*Awarded points = **(240-Price)**x100/180, for 60 <= Price <= 240*

*Awarded points = **100**, for Price < 60*

For example: Tenderer submits a tender sum for this sub award criterion of € 120,000.00. This translates to $(240-120) \times 100 / 180 = 66,67$ awarded points.

We refer you to Annex 6. Please take note of the instruction tab before completing the Annex 6.

16. The Tenderer is requested to quote prices according to the tables / structure as appended in Annex 6 Pricing Sheet.

The following requirements, terms and conditions apply to the pricing:

- Prices must be in Euros and exclusive of VAT;
- The Tender specifies an hourly rate for the first five (5) years of the contract, that is used for invoicing for services and items not included in the base contract for service and maintenance during the contract period.
- The hourly rate for sub award criterion 16 for the first five (5) years is a fixed price subject to a ceiling of € 130.00 per hour. This price includes overhead and administration costs, such as e.g. coordination of the work. The tender hourly rate for sub award criterion 16 for the first five (5) years may not exceed the budget ceiling, on penalty of exclusion.
- After the end of the initial Contract period of five (5) years, the hourly rate may be adjusted every two years on January first by a percentage not exceeding the Services Producer Price Index (SPPI) for the previous 12 months, published by Statistics Netherlands (CBS) on their website <https://www.cbs.nl>, for hourly rates of pay including special remuneration established under collective labor agreements in the business services sector.
- Any discounts to be offered must be incorporated into the tender sum.

The tender sum for sub award criterion 16 is awarded with a set amount of points in accordance with the following formula (Price in €):

*Awarded points = **(130-Price)**x25/40, for 90 <= Price <= 130*

*Awarded points = **25**, for Price < 90*

For example: Tenderer submits an hourly rate for the first five (5) years for this sub award criterion of € 100,00. This translates to $(130-100) \times 25 / 40 = 18,75$ awarded points.

We refer you to Annex 6. Please take note of the instruction tab before completing the Annex 6.