



Royal Netherlands
Meteorological Institute
*Ministry of Infrastructure
and Water Management*

Market consultation document – Request for Information

Pertaining to : **Precipitation gauges and 3rd line
support**

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Definitions

Annex / Appendix

Annex or Appendix to one of the Tender Documents. Annexes /Appendices constitute an integral part of the Tender Documents.

Award Criterion

The Award Criterion of the Contracting Authority will be the Economically Most Advantageous Tender (EMAT). This means that the Contracting Authority will assess both price and quality.

BES Islands

Bonaire, Sint Eustatius and Saba, located in the Caribbean.

Consortium

A cooperation of entrepreneurs, formed for the purpose of providing the product/services requested in this tender procedure. A Consortium submits a single, joint Tender.

Consortium Member

The legal body or natural person that forms part of a Consortium.

Contract

A written agreement entered into with the Tenderer that wins this Tender Process, covering the provision of the supplies and/or services requested by the Contracting Authority.

Contracting Authority

The Royal Netherlands Meteorological Institute, Koninklijk Nederlands Meteorologisch Instituut (KNMI), represented in this market consultation Procedure by the Ministry of Infrastructure and Water Management.

Lot

Separate part of a Tender Procedure for which the Tenderer can submit a Tender.

Requirements

Regulations and requirements pertaining to the supply/supplies and/or service/services to be provided. A Tender that does not meet a Requirement will be considered invalid.

Sub Award Criteria

Further specification of the award criterion. The criteria that stipulate which Tender is assessed as economically most advantageous.

1 Introduction

This is the market consultation document (Request for Information) for the subject as stated on the title page for the benefit of the Ministry of Infrastructure and Water Management (hereinafter referred to as 'IenW').

IenW invites market parties to participate in this market consultation.

IenW requests the market / market parties to answer the questions asked in this document, whereby the questions are contained in Appendix 1 – Questionnaire Precipitation gauges.

IenW emphasizes that this market consultation is not part of the tender and no rights can be derived from it. Insights obtained from the market consultation will be used by IenW (where relevant) in the preparation of the tender and the tender documents. IenW reserves the right not to use these insights or to use them in full.

1.1 General information of the contracting authority

The Ministry of Infrastructure and Water Management

IenW is committed to quality of life and accessibility, with free traffic flow in a well laid out, clean and safe environment. The ministry works on excellent connections by road, rail, water and air, provides protection against flooding, and promotes the quality of air and water.

IenW is supervising this Tender Procedure on behalf of the Royal Netherlands Meteorological Institute (KNMI). More information can be found on the following website:

<http://www.rijksoverheid.nl/ministeries/ienm>.

Description of Royal Netherlands Meteorological Institute (KNMI)

KNMI is the national institute for weather, climate and seismology. It is an agency of the Ministry of Infrastructure and Water Management (Ministerie van Infrastructuur en Waterstaat).

Introduction

The Netherlands is the most densely populated country in Europe and situated in a delta area. In the event of a disaster, the chance of human loss and economic damage is high, which is why safety, as well as habitability and accessibility, have been high on the political and social agenda for many years. Among other things, this includes the consequences of extreme weather conditions.

Mission

KNMI is the national institute for weather, climate and seismology. It is an agency of IenW. In its function as national data and knowledge centre, KNMI acquires, processes and disseminates meteorological information to the general public, the government and the aviation and shipping sectors. It does so in the interest of safety, the economy, and a sustainable environment. To gain insight into long-term developments, KNMI in co-operation with research institutes, universities and businesses, conducts research on weather phenomena, climate change and atmospheric observation methods.

Making the knowledge, data, and information accessible to legal partners, customers and the general public is a core activity of the KNMI.

Website

www.knmi.nl (in Dutch) and www.knmi.nl/over-het-knmi/about (in English).

1.2 Reason for the market consultation

This market consultation serves as a preparation for the proposed tender for the Precipitation gauges. IenW attaches great value to the opinion of market parties and wants to involve them actively and at an early stage before the proposed tendering process starts.

1.3 Purpose of the market consultation

IenW has published this market consultation document on Tendered with the aim of reaching as many market parties as possible, to interest them and to encourage them to help improve the upcoming tender.

The goal of the market consultation is to test:

- involving the market in the project at an early stage in order to gear the tender documents as closely as possible to the market situation and the wishes of the market.
- whether the market can meet the requirements set,
- whether the contract is feasible and whether the preconditions set are realistic,
- whether the market parties are interested in the contract and are able to perform or realise the contract,
- whether the specified need will lead to the optimum solution for the KNMI,
- whether the market has sufficient capacity,
- whether there are innovative solutions,
- what the measure of qualified contractors/suppliers is.

1.4 Purpose of the European tender procedure

The main topic of this project is to replace the existing precipitation gauges that is used in the current automated precipitation network. The measurements should be reliable and of high quality, as the data is used for different purposes for advising and warning contributing to safety, accessibility, sustainability and prosperity of The Netherlands and adhere to the World Meteorological Organization's (WMO) measurement requirements.

The technical life expectancy of a gauge is 20 years (economic depreciation in 10 years). The desired technical lifespan of an individual gauge, including 3rd line support, must be at least 10 years. The availability of new gauges and, if applicable, parts of the gauges should be at least 10 years.

After the selection of suppliers based on the gauges offered, an extensive test period is required that will include two years of study. After selection, a one year proving period will commence during which the gauges will undergo both lab and field tests at KNMI's headquarters in De Bilt. In the lab, the gauge will be subjected to constant water flow, step changes in water flow, and dynamic changes in water flow to determine if the gauges meet the accuracy claims stated by the vendor. In the field, the gauge will be tested against a reference for a period of time during which both liquid and solid precipitation is likely to occur. The purpose of the lab and field tests is to determine if the selected gauge has proven its ability to work as described in the manufacturer's literature.

Upon successful completion of these tests, a one year parallel field test will commence whereby the selected gauge will be collocated with KNMI's gauge at selected locations in KNMI's automated network. The completion time of the parallel test is one year because all seasons are completed once. In addition, the longer the test period, the greater the chance that we will discover recurring defects. Time must also be reserved before and after the test period to analyze the results afterwards.

1.5 Information regarding the market consultation

With regard to precipitation gauges, the following information is important to understand what IenW is looking for and to assist in providing relevant answers.

Scope

The scope of this European tender is to purchase a catchment style precipitation gauge that adheres to WMO specifications for precipitation accumulation, intensity, and duration. If no catchment style gauge is identified that can accurately report duration, then an additional precipitation monitor/detector will need to be purchased to operate in parallel with the gauge.

KNMI collects service point measurements of precipitation from its network of approximately 38 automated precipitation gauges across the mainland and on the BES islands (Bonaire, Sint Eustatius and Saba).

Purchase of the gauges

The aim is to use one type of precipitation gauge as much as possible, for both mainland and for the BES islands. Uniform instrumentation is important because of the accuracy and reliability of the measurements should be uniform. A gauge must also be extensively tested before it is put into use, so that it is not easy to switch to another, new gauge. Furthermore, in practice fewer mistakes are made and both training and maintenance are less complicated and expensive.

At the end of the test period, it will be decided if the precipitation gauges will be rolled out. To be flexible in the future, the KNMI wants to have the opportunity to purchase alternative precipitation gauges from the selected supplier(s) (in the long term).

Maintenance of the precipitation gauges

We distinguish 1st, 2nd and 3rd line support:

- By 1st line support we roughly mean installing, aligning, keeping clean, exchanging, etc. on location in the field.
- By 2nd line support we typically mean maintenance in the workshop of the KNMI in de Bilt, for example standard replacement of broken parts, calibration, thorough cleaning and balancing.
- By 3rd line support we mean solving all problems with a gauge that cannot be done by 'Service & Beheer' of the KNMI itself. For example, repair of larger damage, calibration of gauges that can no longer be calibrated using the normal (according to manual) method, etc.

The KNMI itself does the 1st and 2nd line support of precipitation gauges. Part of the scope is training KNMI personnel to be able to provide first and second line support. Regarding the 3rd line support, the KNMI strives to do as much of this as possible itself. In this way, KNMI gains as much experience and knowledge of the precipitation gauges within the KNMI. How much of the 3rd line support the KNMI can perform itself depends partly on the gauges to be chosen. Part of the 3rd line support is therefore part of the contract.

Out of scope

Installation of the gauges and preventive and corrective maintenance of the gauges (1st and 2nd line support) is out of scope. However, the specifications will take into account how the KNMI itself can carry out 1st and 2nd line support and at what cost.

Modernisation of Observational Infrastructure (MWI)

Within the MWI program the observational infrastructure to collect sensor data, perform QC/TA and store the (meta)data centrally will be replaced. This includes regular land measurement, airport and offshore sites.

The overall goal of the MWI program is to prepare the operational infrastructure for the future in a cost-efficient way together with the coupled processes for quality assurance including monitoring, validation, management and maintenance.

The MWI program secures the operational continuity of the meteorological and aviation services as well as for climatology, modelling, and research applications. Key factors to secure the operations include flexibility, automated quality control and connecting to new external multi-dimensional data sources. Improvements to work processes with innovative tooling is also part of the goal.

Value

Based on the market knowledge and specifications of our needs, we can make an estimate of the expected value of the contract.

Expected order value

The expected order value of the purchase of the gauges is 55* gauges x € 2.848 to € 3.113 per gauge = € 156.640 to € 213.180. (* To cover locations in automated network and to have a supply of spares for research purposes and for replacement during servicing.)

Third line support

Third line support typically requires more advanced technical assistance and specific knowledge, which can make it quite costly. Because of this the cost of 3rd line support will vary depending on several factors, including the type of gauges, the costs of spare parts, as well as the level of service we require.

The estimated value of 3rd line support is based on 20% of the purchase value over the total technical life of the gauges: 20% from € 156.640 to € 213.180 = € 31.308 to € 42.636

NB: The costs of our own maintenance (1st and 2nd line support) performed by the KNMI are not included in the value calculation but will be included in the Total Cost of Ownership (TCO) to ultimately select the best precipitation gauge.

Maximum value

The actual value of the tender depends on uncertain factors, such as the amount of maintenance required, number of gauges required, possible replacements and results of the test period.

In the long term, the KNMI would also like to be able to select a different type of gauges from the supplier in question, so that additional investments may be made. This way, we avoid having to do an additional tender in the nearby future (if necessary). Note that the criteria used in the tender may not be altered.

The maximum value of the tender includes of the purchase of the gauges and the costs of 3rd line support. This lies between € 187.948 and € 255.816

For this reason, a margin of uncertainty of 20% is used with regard to the estimate of the total tender value. The estimated maximum tender value is € 306.979,20.

2 Market consultations

2.1 Procedure

The market consultation will be launched with the publication of this document. The market consultation will be structured as described below:

1. Questionnaire

IenW has prepared a questionnaire for all interested parties. The questionnaire is intended to provide IenW with an overview of relevant options available on the market. The market consultation starts by publishing this document containing the questions from I&W on TenderNed. Interested parties are invited to present, based on these questions, their views, ideas, and possibilities. Interested parties are not limited to these questions. If deemed necessary and relevant, additional items may be added.

2. Submission of questions

Any interested party may ask additional questions with respect to the questionnaire, using the facilities of TenderNed, enhancing the questions or introducing other items, deemed relevant for this market consultation

3. Submission of answers

IenW will combine all answers to each question from each interested party, without disclosure of the originator of the answers.

4. Submission of questionnaire

Interested parties are invited to submit the questionnaire with their views, ideas, possibilities, proposals, but not limited to these questions. Also, additional (standard available) information, specifications, drawings and reports can be provided as appendices. IenW will analyse the answers on the questionnaire and appendices in preparation of the individual consultations.

5. Consultation Report

Based on all received information (written and by the individual consultations) IenW will compose a report. The report will be published on TenderNed.

2.2 Schedule

Nr	Activity	Remarks	Date (and time)
1	Publication on TenderNed by IenW www.tenderned.nl (In the top-left corner you can change the language to English)	Formal publication of the Market Consultation with questionnaire	03-10-2023
2	Questions w.r.t. the market consultation and questionnaire by interested parties	Latest moment for submission of questions	13-10-2023
3	Answers by I&W w.r.t. the questions on the market consultation and questionnaire	Publication date of answers	16-10-2023
4	Submission of answers of the questionnaire by interested parties	Latest date	20-10-2023 12:00
5	Consultation Report	Publication of Market Consultation Report	Approx. 20-11-2023

Interested parties cannot derive any rights from the above schedule. IenW reserves the right to change the dates of the schedule. The above schedule is therefore indicative, whereby the greatest possible care is taken to adhere to the schedule. The schedule published on TenderNed is leading.

2.3 Confidentiality

IenW will not disclose any paper submitted and the minutes of the individual consultations in their entirety. IenW shall disclose this information exclusively to selected employees and advisers who are directly involved in the Market Consultation and/or involved in the procurement, installation, and maintenance of precipitation gauges, unless IenW is bound by statutory regulations to make a more elaborated disclosure.

I&W will use the information provided for the sole purpose of formulating a procurement policy, reserve the required budgets, and drafting tender documents in a way that provides for a level playing field. IenW will not include any specific references to participants or commercially sensitive information in the tender documents.

2.4 Other provisions

In respect of the market consultation, the following provisions apply. By participating in the market consultation, the participating market party declares to agree to all provisions set out without reservation.

- It is expressly stated that this market consultation is not part of the tender procedure.
- The consultation is without any obligation, both for IenW as well as the participating parties. Participation in the market consultation is entirely voluntary.
- No rights can be derived from the market consultation, nor will participation in the consultation lead to any advantage or disadvantage in the tender procedure that may follow after.
- Refusing to participate in the consultation will not lead to exclusion from the tender procedure that may follow after.
- The market consultation is not an invitation to tender for the intended contract for which this market consultation serves as preparation.
- Participating parties cannot claim compensation of any costs made in the context of the market consultation.
- IenW reserves the right to conduct the market consultation and the following invitation to tender in another way than as described in this document, and to suspend the market consultation process entirely or partially.
- The information provided by the participants does not automatically influence the choices to be made by IenW in the intended invitation to tender.
- The information provided by IenW during the market consultation may deviate from the information that is provided for the invitation to tender at a later stage.
- IenW will not, due to the government policy, award any payment to participants in the Market Consultation.