



Market Consultation

Signalizing- and Registration System for the harbour of Scheveningen

Colophon

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1 Introduction

The Municipality of The Hague (MTH), much like many others, is deeply committed to the shared mission of bolstering security and safety within its port facilities. It is within this ongoing commitment that we actively seek innovative solutions to effectively address these multifaceted challenges.

This market consultation (RFI) is deemed essential in today's globally interconnected landscape, where a network of ports presents a pervasive challenge of preventing and combating criminal activities. The anticipation is that the global maritime community has already developed and deployed sophisticated solutions with functionalities, akin to those sought by the Municipality of The Hague. The quest lies in discovering and engaging potential contractors who possess these solutions and making them aware of the opportunity to offer their expertise in an upcoming tender process.

The Scheveningen harbour is relatively small but has several unique features, including direct access to the North Sea along with a variety of essential functions. The functions within the Scheveningen Harbour range from maritime activities, fishing, and industrial areas to water sports. There is also a large yacht harbour, in which the Olympic sailors have their home base. The area around the harbour is thriving with restaurants and has an increasing number of residents (both permanent and temporary). The harbour is easily accessible through a variety of roads, which connect the harbour to the rest of the city.

The open and multifunctional nature of the Scheveningen harbour also means that it can be appealing to persons with criminal intentions who can take advantage of the facilities available to illegally smuggle goods and persons in and out of the harbour and into the North Sea. Unlike larger ports, like the Port of Rotterdam or Antwerp, there are no physical barriers possible in Scheveningen harbour to limit access to persons. The MTH had to seek for more innovative solutions that could help combat criminal activities in the harbour.

In an earlier effort to improve maritime security in the harbour and to give the port authority better insight into the incoming and outgoing traffic in the harbour, The Municipality of the Hague has developed a registration system that, with the help of smart cameras, can register all vessels coming in and out of the harbour. The cameras, which are placed at the entrance to the harbour, use image-based Artificial Intelligence to identify the types of vessels entering and exiting the harbour.

The Municipality of The Hague, at the heart of maritime activities and international trade, is committed to promoting port security, and in this pursuit, invites global innovators and solution providers to engage with us in the journey to safeguard the world's vital maritime gateways. Together, we can usher in a new era of safety, efficiency, and resilience for ports worldwide.

1.1 Aim of the market consultation

The next step and ambition of MTH is to develop a system which can be used, in combatting criminal activities in the harbour of Scheveningen. The ambition is to create an innovative solution that can be used to give more visibility and oversight of criminal activities on the water in the harbour, with the use of artificial intelligence that combines different data (e.g. output from the current registration system, marine traffic and weather conditions). The future system should be able to identify vessels

that have ‘deviating’ characteristics or movements that could be indicative of the smuggle of illegal goods or persons.

The Municipality of The Hague has released this market consultation document on Tendered, with the intention of engaging a broad spectrum of market participants, sparking their interest and motivating to actively collaborate and contribute their insights.

It should be emphasized that this market consultation is not about the procurement of data, but about the **procurement of insight/information to help determine the technological possibilities in signalizing “deviating” vessel movements or characteristics.**

In order to achieve the goal stated above, this RFI is to provide answers to the following subjects:

- Competitive Analysis: To identify and assess suppliers in the international market and understand their strengths and weaknesses.
- Product or Service Adaptation: To determine if modifications or adaptations to products or services are necessary to meet our goals
- Pricing and Positioning: To understand how products or services are priced and positioned.
- Legal and Intellectual Property Considerations: To gather information on legal and intellectual property protection
- International-, Local Support and Resources: To identify local resources, such as suppliers, workforce, and support organizations

1.2 Target group of the market consultation

Innovative companies Worldwide which are focussed on developing and maintaining software regarding object detection and recognition, with the goal of monitoring and identifying deviating vessel movements.

2 Background

2.1 The Hague in numbers

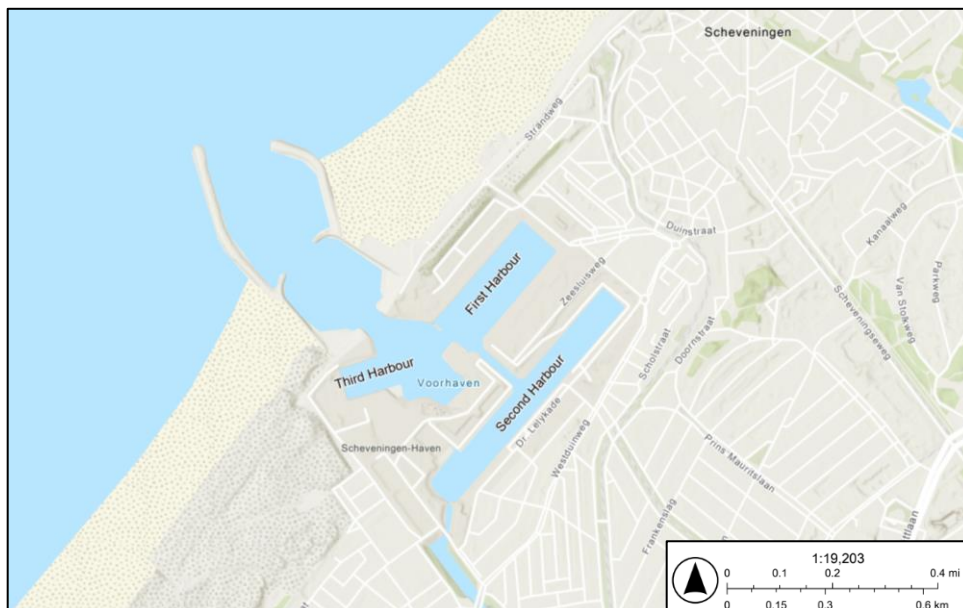
The Hague (officially 's-Gravenhage) is a fast-growing city with 560,000 inhabitants (2023). It is the 3rd largest city in the Netherlands after Amsterdam and Rotterdam. Although The Hague is not the constitutional capital of the country, it is the official seat of the royal family and the government. It is also the capital of the province of South Holland.

Most foreign embassies, Dutch ministries and the Supreme Court (Hoge Raad) are located in The Hague. As the International City of Peace and Justice, it plays host to a large number of international tribunals, including the International Court of Justice and the International Criminal Court. It is also home to more than 200 international organisations and knowledge institutions, European agencies (such as Europol and Eurojust) and NGOs.

The municipality of The Hague is committed to improving quality of life, access, and mobility in a clean, safe and sustainable environment.

2.2 Scheveningen harbour

Scheveningen harbour lies directly on the North Sea and is centrally located on the Dutch coast, allowing for rapid movement of shipping in and out of the harbour. Cargo vessels can reach Amsterdam, Rotterdam, and the ports of Hook of Holland and IJmuiden in less than an hour. Furthermore, because of its accessibility to the North Sea and proximity to the English Channel, Scheveningen Harbour also is an international access point from which the British Isles can be reached easily.



Overview of the Scheveningen Harbour

The wharfs are large enough for the shipping and storage of goods. More than 7,500 commercial vessels use the harbour each year. Apart from offshore, cargo and reefer vessels, various fishing vessels sail in and out of the harbour every day.

The Port Authority and Control Centre ensures the smooth and safe passage of maritime traffic 24 hours a day. The Port Authority and Control Centre also manages, operates and maintains the tunnel installation in the harbour.

2.3 New Scheveningen Harbour Directive 2023

Since January 2023 the Scheveningen Harbour Directive 2023 is in effect. These new guidelines should lead to improvements in maritime traffic. It primarily aims to manage maritime traffic in the port effectively. In addition, provisions have been included with the goal of creating a safe harbour for shipping, shipping companies, as well as for residents and visitors to the port.

The municipality's guidelines are more in line with:

- new developments in shipping
- environment and hygiene
- technology
- spatial planning

To prepare for the implementation of these harbour regulations along the Dutch coastline, the Port of Rotterdam and the Port of Amsterdam have jointly developed a new port regulation. This regulation is applied as much as possible in all Dutch sea ports. The new Scheveningen Harbour Directive is based on these regulations. The directive does contain guidelines which specially apply to Scheveningen harbour.

More information can be found [here](#) (in Dutch).

3 Procedure market consultation

3.1 Procedure

This market consultation shall be construed as follows:

1. The market consultation shall commence when this consultation document is published on Tendered. This document contains the background, topics, questionnaire and process of the consultation.
2. All interested and capable parties are requested to contribute to this market consultation by submitting the questionnaire in Merccell, before the date and time mentioned in paragraph 3.2.
3. Market parties may be invited to an interview to further explain their written response and/or demonstrate their solutions via their referents after the term of submitting the questionnaire has been closed.
4. The MTH will analyse the questionnaires and the interviews. A short report on the consultation shall be drafted and published on Tendered. The published report shall be construed according to article 3.2 of this document.

3.2 Planning

Activity

Publication market consultation document

Closing submissions questionnaires

Interviews / visit demonstrations referents

Completion and publication

Date and time

26th of October 2023 (via Merccell
and 28th October via Tendered)

29th of November 2023

December 2023

20th of December 2023

4 Questionnaire

We appreciate to the point and brief answers. Please limit your response to a maximum of 8 pages with a fontsize of 11 (including attachments, (web)references).

4.1 General & Standards

Question number:

1. Can you provide a brief summary of your company?
E.g. Years of operation, number of employees, clients, etc.
2. To which security standards does your product or company comply?
3. To which privacy standards does your product or company comply?
4. Can you tell something about your service level and service desk?
5. What AI-regulations does your organisation apply on products containing AI?
(AI-Artificial Intelligence)

4.2 Product

6. Can you specify, in detail, your product portfolio?
E.g. Object detection and recognition, Integrating data sources, Deviating pattern detection, Generating managerial reports, Supported APIs, Use cases regarding application within or surrounding port area's.
7. How do you see your organisation positioned within the market of automatic image recognition using A.I.?
E.g. Specialisation in a single topic or theme, broad spectrum, specific markets or fields, etc.
8. How does your software collect, process, and analyse video images?
E.g. Supported APIs for importing and exporting, Types of algorithms, sequence of processing, handling of outliers and inliers, etc.
9. What is the quality of the data generated from the products used in various use cases mentioned in question number 6? *E.g. Percentage of false positives, false negatives, R squared, etc.*
10. How does your software collect, process, and analyse data from other external sources?
E.g. AIS information, Radar information, Weather information, etc
11. Do you provide a user interface? If so, please provide us with screenshots
12. Can you provide examples of successful implementations of your product, mentioned in Question number 6, for similar use-cases as specified by MTH. May we contact them to discuss their experience with your solution?

13. Are the products mentioned in question number 6, applicable to for the MTH. If so, what are the requirements needed to enable successful application of the intended use case of the MTH?
E.g. Connectivity, sensing, processing, organisational structure, feedback, support, etc.
14. What are the key features of the products mentioned in question number 12, that make it stand out from other solutions in the market?
15. Are there new development projects/products that will become available within the first quarter of 2024 that could be relevant for the MTH?
16. What level of involvement/collaboration would you expect from the project team? And what level would you wish for?
17. Can you provide information on the pricing structure, subscription options, and any additional fees associated with your software?

4.3 Collaboration

18. Is it in your view possible to collaborate within a use case?
E.g. Object detection and recognition, Deviating pattern detection, etc.
19. Is it in your view possible to collaborate within the project with multiple parties?
E.g. Government or private sector.
20. How is it in your view possible to collaborate within the overall project?
E.g. Communication
21. What level of cooperation with other suppliers would you applaud? What would you cooperate on and what will you not cooperate on?
22. What would you consider to be relevant selection criteria to achieve our goals?
23. Is there any relevant question we forgot to ask? If yes, please add this here and give the answer.