

Part A Selection Guide

Competition procedure with negotiation
(application phase) for IWT Vessel
Handling Simulator for STC Group

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Appendices

Part B Tendering Conditions;

Part C Use of TenderNed;

Appendix 1.A European Tender Document (UEA);

Appendix 1.B Reference Declaration;

Appendix 1.C Reference Declaration for Selection Criteria;

Appendix 2 Concept Model Contract;

Appendix 3 ARBIT 2018.

Appendix 4 Concept Compliance matrix

Appendix 5 Concept Statement of Requirements

1. INTRODUCTION

1.1 General

This document concerns the selection guideline (Part A) based on the competition procedure with negotiations for a Inland Waterway Transport (IWT) Vessel Handling Navigation Simulator for STC Group, hereinafter referred to as the contracting authority, with tender reference 8740. The tender consists of three phases. In the first phase, all interested parties can apply for participation in the tender, after which a selection will be made on the basis of selection criteria. The selected candidates then receive an invitation to submit a draft tender in the second phase. In the third phase, tenders are negotiated and a definitive tender is reached. The aim is to select three (3) candidates and to invite them to take part in the 2nd and 3rd phases for the submission of tenders and negotiations.

This tender will take place entirely digitally using the tender platform TenderNed.

This means that:

- the tender documents are made available via TenderNed;
- companies can obtain further information via TenderNed;
- the candidates' proposals must be submitted via TenderNed;
- correspondence regarding the award of the contract will take place via TenderNed.

ATTENTION: TenderNed has been using eHerkenning since December 20 2014 for registering companies. As of July 1 2015, logging in and registering with eHerkenning is also mandatory for all users from **companies**.

The Public Procurement Act 2012 (Bulletin of Acts and Decrees 2016, 243) (Aanbestedingswet 2012 (Stb. 2016, 243) applies to this tender.

Reading Guide

This selection guideline, "Part A", contains a description of the contracting authority and of the tender (Chapter 1), all information required by the candidate for submitting an application, such as the application procedure (Chapter 2), the requirements for the company (Chapter 3), requirements for the contract (Chapter 4), and the assessment of the applications and selection procedure (Chapter 5). In "Part B", the candidate will find the conditions that apply to this tender and in "Part C" the candidate will find the information regarding the use of TenderNed.

1.2 Description of the contracting authority

STC Group is rapidly developing in all aspects of maritime and logistics education, training, consultancy and uniquely applied research utilizing simulators. With more than 7,000 participants and students, STC Group is the largest trainer in the field. Some specialist courses are provided only by STC Group. The use of practical sessions, simulators and training vessels in combination with effective teachers guarantees the effectiveness of our courses and training. The recognition of our graduates by companies at the top of their profession is proof of the quality of our approach. The institute is recognized worldwide as a partner for education, training and advice in the maritime, transport, logistics and industrial complex. For more information about STC Group, see <https://stc-group.nl/en/>.

STC Group educates and trains students for the Inland Waterway sector for all levels from boatman to boatmaster; and all topics, including dangerous goods or new fuels such as Natural Gas. To execute this, STC Group uses several practical facilities, inland training vessels and simulators.

1.3 Description and purpose of the tender

This project aims to purchase, install and implement a new IWT Vessel Handling Simulator to educate students of STC Group even better and to ensure STC Group stays compliant to all relevant regulation and requirements. STC Group is currently interested in creating a new simulator consisting of three (3) full mission bridge simulators. These are to be controlled from a single instructor station. The contracting authority intends to conclude an agreement with one (1) contracting party that can meet the contracting authority's needs as set out in section 1.3.2.

1.3.1 Current situation

STC Group currently has a simulator specifically for inland radar navigation; the functionalities offered by this simulator are sufficient to cover all relevant topics within the curriculum for this topic. However, there will be a change in regulations regarding the practical examination for obtaining a certificate of qualification as a boatmaster as of 17/01/2022. For this purpose STC Group wishes to purchase a new IWT Vessel Handling Simulator that will have to comply with at least the Technical and functional requirements as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14.

1.3.2 Desired situation, and topic and description of the contract

STC Group strives for as much practice-oriented education as possible. We are looking for a simulator that gives our Inland waterway students a thorough preparation in the area of professional practice.

Furthermore, a change in regulations regarding the practical examination for obtaining a certificate of qualification as a boatmaster will come into effect from 17/01/2022. For this practical examination, there is the option to use either a training ship or a simulator that complies with the technical standards as defined by CESNI. Considering the number of students that need to conduct this exam STC Group wishes to purchase a new IWT Vessel Handling Simulator that will have to comply with at least these standards; as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14.

This simulator will allow students to sail different (types of) inland waterway vessels in canals, rivers and estuaries. This takes place in a full mission simulator setting where teachers and instructors are able to prepare exercises, monitor students and give feedback. Part of this contract is also the training of teachers who will work with the simulator and the supply of several sailing areas and ships. A single training course will be executed directly after delivery on location in Rotterdam.

A maintenance agreement is to be in effect for two (2) years after the one (1) year warranty period on the delivered non-simulator-specific hardware and the simulator software has expired. This maintenance agreement shall include at least remote support, updates of the (simulation) software and spare parts for hardware specific to the simulator. After the first two (2) years, this agreement may be extended on yearly basis until the reasonable end-of-life of the simulators, with a noticed period of three (3) months.

Furthermore, to ensure that STC Group can start development of the scenarios and to validate these scenarios by running them, an instructor station shall be delivered shortly after signing the contract. This will allow STC Group employees to start this work.

Optionally is also the delivery of tools to allow STC Group to develop its own sailing areas and vessels for the simulator. If the optional functionality to develop sailing areas and ships is to be become available, both the tools and the transfer of the knowledge to use these tools is also to be delivered at the start of the project.

With this tendering procedure, the contracting authority wishes to conclude an agreement with one (1) supplier which has submitted the best value for money for the purchase and maintenance of a IWT Vessel Handling simulator consisting of at least three (3) bridges. The intended effective date of the agreement is 01/06/2021. This date is a target date. No rights can be derived from this. The draft agreement is included in Appendix 2 Concept Model Contract.

Goals

The candidate's bid must contribute to the achievement of the following objectives set by the contracting authority:

- Educate students in IWT vessel handling topics;
- Allow for a practical examination of students for obtaining a certificate of qualification as a boatmaster according to all relevant Technical and functional requirements as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14

Scope

To summarise, included in the scope of this tender are:

- Purchase and installation of a new IWT Vessel Handling Simulator that will have to comply with at least these standards; as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14;
 - o This simulator will consist of at least three (3) bridges and the necessary instructor functionalities;
 - o Delivery includes a number of vessels and sailing areas.
- Training of instructors in operating the simulator directly after delivery;
- A maintenance agreement;
- An instructor station for the development of scenario's at the start of the project;
- Optionally: tools for the development of ship models and sailing areas. This includes knowledge transfer on the use of the tools;

Explicitly excluded from the scope of this tender:

- Maintenance & spare-parts of simulator specific equipment will excludes standard PC's, monitors or peripherals such as keyboards and mouses. STC Group will be responsible for these during the further lifetime of the simulator and will purchase replacements in collaboration with the supplier.

1.3.3 Procurement method

1.3.3.1 Selection procedure

The competition procedure with negotiation (with pre-selection) is a procedure whereby all companies may submit a request to participate in response to a contract announcement. This means that the tendering process takes place in phases as follows:

- Application phase;
- Tendering phase first tender;
- Negotiation phase;
- Final Tendering phase.

In the first phase (the application phase), all interested companies have the opportunity to register as a candidate. The goal of this phase is to select a maximum of 3 candidates. These candidates are invited to submit a draft tender (the tendering phase first tender). Negotiations (negotiation phase) are then held with the candidates about the submitted tender. After which the candidates are invited to submit a final tender (the final tendering phase).

Only those companies selected by the contracting authority may use this selection guideline to submit a draft tender whereby negotiations with one or more tenderers will lead to final tender(s). The procedure offers the necessary latitude for eligible parties to propose different solutions to meet the needs of the contracting authority. Subsequently, the contracting authority can work together with these participants to further develop these proposed solutions during the dialogue/negotiation and ultimately determine which solution(s) can best meet their needs.

This procedure may be applied restrictively if one of the special circumstances stated in the Public Procurement Act 2012, Article 2.28 applies.

For the following reasons, it was decided to follow the competition procedure with negotiations:

- Technical specifications cannot be adequately determined in advance.
 - o The technical specifications cannot be determined accurately enough by the contracting authority to determine a clear schedule of requirements and good contractual agreements on the basis of the information currently available.
- This includes design or innovative solutions.
 - o It is expected that adaptation or design activities will be needed on existing products. Negotiations are necessary to ensure that the supply meets the needs of the contracting authority.

1.3.3.2 Lot distribution

The tender is not divided into lots. The following aspects are of critical importance:

- by contracting with one (1) supplier, there is a clear communication line, and the efficiency of the products is increased;
- the consolidation concerns services that are logically coherent and inextricably linked.

1.4 Contract party, contact persons and handling of complaints

1.4.1 Contract party

The contracting authority is the client and is responsible for the substantive aspects in this European tendering procedure. A project team has been formed for this European tender.

1.4.2 Contact persons

The contact persons at the contracting authority for this tender are listed below.

STC Group			
<i>Process supervisor</i>	Michael van der Kaaij	<i>Position</i>	Purchaser
<i>Telephone number</i>	+316 22398426	<i>E-mail address</i>	Via the messaging module on TenderNed
<i>Alternate</i>	Jacqueline Harthoorn-Lobs	<i>Position</i>	Manager, business office facility department
<i>Telephone number</i>	+316 51806784	<i>E-mail address</i>	Via the messaging module on TenderNed

TenderNed	For technical questions about the tender platform*		
<i>Contact persons</i>	TenderNed service desk	<i>Position</i>	
<i>Telephone number</i>	From NL: 0800 836 33 76 From abroad: +31 70 379 88 99	<i>E-mail address</i>	TenderNed service desk servicedesk@tenderned.nl

* For example, if the candidate fails to log in or submit documents.

1.4.3 Handling of complaints

The contracting authority has opted to set up a complaint desk for any complaints related to this tender.

The procedure will be followed as stated in the final version of "Handling of complaints during tendering". For the content of this regulation, see:

<http://www.rijksoverheid.nl/bestanden/documenten-en-publicaties/regelingen/2013/03/07/klachtafhandeling-bij-aanbesteden/klachtenafhandeling-definitief.pdf>

The candidate can submit any complaints they might have in accordance with the provisions in part 1 of the aforementioned "Handling of complaints during tendering", but only by means of a message sent via the message function within TenderNed. Please state clearly in the message that this is a complaint regarding this tender. The handling of your complaint will occur in accordance with the provisions in III.4 as included in part 1 of the aforementioned "Handling of complaints during tendering". The handling of the candidate's complaint will occur in accordance with the provisions in III.4 as included in part 1 of the aforementioned "Handling of complaints during tendering".

This complaints procedure is not intended to provide any necessary clarifications with regard to the provisions in these tendering documents. For this, candidates can ask questions as described in section 2.1 of this selection guideline.

1.5 Selection phase schedule

The schedule for the tender is included below. The dates shown in ***italics and in bold*** are definitive and are therefore strict deadlines unless otherwise stated in writing by the contracting authority. Other dates are indicative and not binding.

November 02, 2020	Dispatch of announcement Selection Guideline including appendices is made available on the tender platform
<i>November 16, 2020</i>	<i>Closing deadline for submitting questions regarding this selection guideline</i>
November 23, 2020	Target date for making available Information Note 1
<i>December 03, 2020</i>	<i>Closing of application period</i>
December 04, 2020 to December 10, 2020	Review of applications
December 14, 2020	Expected date of publication of the announcement of the selection decision
<i>January 04, 2021</i>	<i>End of objection period</i>

In addition, the following schedule is anticipated as a preview of the negotiation and award phase. This negotiation and award phase applies to candidates who qualify for participation in the award phase as a result of this selection phase and may therefore issue a first tender and - if eligible for this on the basis of the assessment of the first tender - participate in the negotiation round(s). Further details about the aforementioned will be included in the 'Award Guide' that will be made available to relevant candidates. STC Group reserves the right to adjust the schedule.

<i>January 11, 2021</i>	<i>Dispatch of the award guide (subject to objections from the 1st objection period, the award guide will already be shared with the selected parties)</i>
<i>January 25, 2021</i>	<i>Deadline for 1st tender submission</i>
February 15, 2021 to April 05, 2021	Negotiation phase, including dispatch of final award guide at mid/end of March
April 06, 2021	Final tender submission
April 07, 2021 to April 27, 2021	Review of final tenders
May 04, 2021	Expected week of publication of the announcement of the selection decision
May 24, 2021	End of objection period

2. APPLICATION PROCEDURE

This chapter describes the application procedure. Applications must be made in accordance with the instructions in this chapter.

2.1 Inquiries

Substantive questions regarding the tender can be asked only via the TenderNed messaging module.

2.2 Method of application submission

Applications must be drawn up and submitted in full compliance with the requirements below. If an application has not been drawn up and/or submitted in full compliance with the following requirements, the Contracting authority may decide to exclude this application from further participation in this procedure. The relevant application will no longer be eligible for selection.

The application period closes on the date and time as indicated in section 1.5 Schedule for "*Closing of application period*". Applications that are submitted after the application period is closed will not be processed.

Part C Use of TenderNed describes how the candidate must submit an application via the required TenderNed tender platform.

Candidates will find the models that must be filled in separately on the tender platform. Only digital applications submitted via the tendering platform will be processed by the contracting authority. Documents that need to be legally signed must have a 'wet signature' and be scanned or be furnished with an advanced electronic signature.

If requested, the candidate must submit the original document bearing the wet signature to the contracting authority within ten (10) working days of a request to that effect. Failure to attach the stated appendices may lead to the candidate's application not being considered for award.

The application must be complete. This means that all the information below must be enclosed with your application:

Appendix 0	Offer letter (optional)
Appendix 1	Appendix 1.A European Tender Document form (legally signed) Appendix 1.B Filled-out References appendix form (legally signed)
Appendix 2	DNVGL-ST-0033 Statement of Compliance (SoC) to Class A requirements for bridge simulation platform
Appendix 3	Elaboration of selection criteria, using References appendices 1.C and additional requested attachment

In the composition of your application, the same order and classification must be maintained as stated in the overview above.

2.3 Requirements

The Tender conditions that are included in Part B apply to this tender. By submitting an application, the candidate agrees to these tender conditions.

3. REQUIREMENTS FOR THE COMPANY

This chapter describes the information that the applicant must provide with the application and the criteria that the candidate must meet, whether or not in cooperation with others, in order to be eligible for award.

3.1 Exclusion and eligibility

Candidates must, without reservation and unconditionally, fully and correctly complete the Uniform European Tendering Document (UEA) and legally sign it (see appendix 1.A). A UEA submission that is not properly or legally signed or any change made to the UEA may lead to exclusion.

If proof is requested with respect to the UEA, insofar as the tender documents do not provide for any deviating or supplementary provisions, as referred to in the Public Procurement Act 2012 Articles 2.86, 2.89 and 2.91 to 2.98, this proof must be submitted within ten (10) working days after the sending of the request to this effect. If necessary, the contracting authority may request that the explanations and documents presented be explained and supplemented. **The dispatch of this request will take place simultaneously with the sending of the award decision, or earlier should the progress of the procedure make it necessary.**

Candidates are deemed eligible if none of the grounds for exclusion mentioned in the UEA apply and the candidate also meets all eligibility requirements.

3.1.1 Eligibility requirements

- Financial and economic capacity:
 - the candidate has sufficient financial and economic capacity to guarantee the continuity of their operations during the contract period, including any extensions;
 - the candidate has sufficient financial and economic capacity to carry out the assignments arising from the agreement and, if applicable, the extension thereof in accordance with the selection guideline including all appendices;
 - the candidate is not aware, to the best of their knowledge, of any financial claims that could endanger the financial soundness of their business or the continuity of their business operations;
 - no investment is necessary by the candidate during the period of the execution of the agreement which may endanger the financial economic capacity of their enterprise or the continuity of their business operations;
 - the candidate has adequate insurance against liability risks. Appropriate insurance constitutes a policy covering at least € 1,000,000 per incident with a maximum of € 2,000,000 per year; the candidate can send proof of insurance on request within ten (10) working days. The dispatch of this request will take place simultaneously with the sending of the award decision.

- Technical and professional ability
 - The Candidate must provide a reference for each of the following core competencies with a description of the work and activities that have been properly executed for this referent. A reference may relate to multiple core competencies. This means that the tenderer can choose to provide a single reference that meets all core competencies or to provide a single reference per core competency. Tenderer may not submit multiple references in order to meet one core competency. Tenderer must demonstrate the following experience via the references:
 - Experience with the delivery, installation and handover of an IWT vessel handling Simulator consisting of at least two(2) bridge simulators and one (1) instructor station in an educational setting as can be attested by the receiving client;
 - Experience with satisfactorily maintaining hard- and software and regularly updating software on a (generic) bridge simulator and an instructor station in an educational setting on at least a yearly basis as can be attested by the receiving client;
 - Experience with the satisfactory conduction of a training course, to ensure, after completion of the course, trainees can operate the delivered simulator systems and instructor program for educational purposes.

- For the description of the references, candidate may use appendix 1.B Reference Project. The contracting authority reserves the right to verify this (these) reference(s). This (these) reference(s) meet the following requirements:
 - the reference contains the name and contact details of the client;
 - the reference contains a clear description of the assignment performed;
 - the expiration date of the agreement to which the reference relates is not older than three (3) years from the date of publication of this invitation to tender;
 - only fully-completed assignments may be specified as a reference or, if use is made of an incomplete assignment, only the actual results of the current contract may be stated and it is not sufficient to provide a prognosis of the results;
 - a reference can relate to one (1) or more core competencies. If several requested core competencies stem from a single project (1), the same reference project may be used more than once;
 - The contracting authority reserves the right to request a declaration of satisfaction from the specified referent. If this declaration of satisfaction is not provided by the specified referent, the tender will be declared invalid and thus set aside. This declaration of satisfaction does not have to be submitted at the time of tendering, but must be provided within ten (10) working days of a request by the contracting authority;
 - It is permitted to use the contracting authority as a reference.
- Tenderer must be able to demonstrate that the software functionality of their product meets the highest international requirements that apply to maritime simulators. As proof of this, Tenderer must attach a copy of their "Statement of Compliance (SoC) to DNV GL Standard 0033 (DNVGL-ST-0033), Bridge Operations - Class A" as part of their Bid. This statement should be valid until at least January 2022.
- Requirements for measures that the candidate will take to ensure quality;
 - The candidate will take sufficient measures to guarantee quality related to what has been stated and requested in this selection guideline.
 - Candidates must hold the following certificates or proven comparable systems:
 - Quality management system in accordance with ISO 9001:2015;
 - Candidates must have a valid quality certificate on the closing date for submitting the application, drawn up by an independent body, NEN ISO 9001:2015 or comparable.
 - If a candidate does not have such a certificate, a quality manual will suffice in accordance with the principles of ISO 9001:2015. This must be a valid and current quality manual, which includes the measures that your organisation takes to guarantee and control quality, accompanied by a signed policy statement from management showing that management endorses and monitors these measures.

- If a candidate is eligible for the award, the candidate must submit the relevant supporting documents within ten (10) working days after a written request from STC Group:
 - o A copy of the relevant ISO certificate issued by an authority competent for this purpose.
 - o If the candidate submits a comparable certificate, this certificate must be accompanied by an explanation (maximum half an A4 page) describing how this certification can be equated with the stated ISO standards.
 - o If the candidate does not have a certificate, the customized index of the handbook must contain a detailed explanation (maximum half a page A4) describing how the assurance applied is the same as the ISO standard and a copy of the legally signed policy declaration to be consulted.

- Requirements for the organisation;
 - Requirements for average staffing and the size of the management staff;
 - o 2019 \geq 5 FTEs
 - o 2020 \geq 5 FTEs
 - Description of that part of the assignment that Candidate may want to subcontract;
 - If the Candidate wishes to subcontract part of the assignment, the Candidate must describe this and, when applying, must attach a UEA for the relevant subcontractor, stating that none of the exclusion grounds mentioned in the UEA applies to the subcontractor concerned. This UEA must be legally signed by the relevant subcontractor.

- Professional competence;
 - The candidate is registered in the professional or trade register of the Member State in which they are headquartered. Candidates will state the registration number of the relevant register in the Uniform European Tender Document (UEA).

4. REQUIREMENTS FOR THE CONTRACT

By applying to this tender, the candidate automatically and unconditionally agrees with all provisions as stated in this selection guideline including appendices.

4.1 Other details and appendices

The following documents and forms constitute part of this selection guideline (Part A) as appendices and are placed on the tender platform TenderNed in the folder 'documents':

- Part B Tendering Conditions;
- Part C Use of TenderNed;
- Appendix 1.A European Tender Document (UEA);
- Appendix 1.B Reference project;
- Appendix 1.C Reference Declaration for Selection Criteria;
- Appendix 2 Concept Model Contract;
- Appendix 3 ARBIT 2018;
- Appendix 4 Concept Compliance matrix;
- Appendix 5 Concept Statement of Requirements.

'Appendix 4 Concept Compliance matrix' and 'Appendix 5 Concept Statement of Requirements' are provided as background information. These documents may provide some insight into the setup and functionalities the contracting authority is currently considering to be part of the final simulator setup.

5. ASSESSMENT AND SELECTION PROCEDURE

This chapter describes successively: the assessment procedure (section 5.1) and the selection procedure (section 5.2). The options for submitting questions or submitting objections as a result of the selection decision are included in Part B (Tender conditions) under point 4.

5.1 Assessment procedure

Applications that have not been submitted in time will not be processed.

After close of the application period, each candidate will be first assessed to see whether one of the grounds for exclusion applies and, subsequently, whether the candidate meets the eligibility requirements. If the candidate is not found to be eligible for the contract to which the tender relates, they will not be considered for selection and their application will not be assessed further.

In the event of sufficient eligibility, the contracting authority will select a maximum of 3 candidates to be considered for the next phase of a draft tender and the commencement of negotiations. In the event that the number of candidates meeting the requirements exceeds 3 based on the assessment of minimum requirements (grounds for exclusion, procedural requirements and suitability requirements), the contracting authority will select the 3 most suitable candidates for participation in the next phase. This selection will take place based on the selection criteria. If the number of candidates remaining after application of the eligibility test is less than 3, the contracting authority will invite this smaller number of candidates to take part in the next phase.

In order to qualify for an invitation to submit a tender, the candidate must satisfy all the requirements and be among to the 3 candidates who have obtained the highest score based on the selection criteria.

In the event that applications finish in third (3rd) place with a tied final total score, a lottery will determine which candidates are eligible for participation in the next phase. It is therefore possible that the candidate will be excluded from further participation in this tender on the basis of the lottery.

If at any time during the course of the tendering procedure it appears that a candidate and/or tenderer no longer meets the requirements of guidelines in this or future

documents, the candidate and/or tenderer will be excluded from further participation in this tender procedure. If this situation arises, a candidate and/or tenderer must notify STC Group of this immediately. The procedure will continue with the current candidates remaining.

5.1.1 Assessment based on the selection criteria.

The following selection criteria provide detail to the stated eligibility requirements. Answers to the criteria will be assessed and the candidate will receive a score in points. When demonstrating candidates' competences for the selection criteria, it is permissible to use reference projects that have already been used to demonstrate eligibility requirements. It is also permitted to use the same reference projects multiple times as an example for the selection criteria. The following selection criteria will be used:

Selection criteria		Maximum score in points
S1.	Delivery of a simulator fully complying to ES-QIN standard	40
S2.	Availability and implementation of an IWT ownship vessel of 83m and 110m	20
S3.	Availability and implementation of IWT specific sailing areas	20
S4.	Availability of tools allowing STC Group to develop ship models and sailing areas itself	20
Total maximum score in points for the selection criteria		100

The selection criteria are further elaborated in section 5.1.3; each criterion states which elements are of specific importance for the contracting authority and the manner in which a score is assigned to the answer to a selection criterion.

5.1.2 Verification

The contracting authority reserves the right to verify the information provided by the selected candidates - for example, by requesting proof or declarations from the selected candidates or by inquiring with clients of (or other parties involved in) the reference projects.

If a selected candidate is rejected after verification, the next in the ranking (also subject to verification) will be selected for the tendering phase.

5.1.3 Explanation of selection criteria

Below is an indication of how the assessment of the candidates will be made based on the selection criteria.

Selection criteria

The selection criteria will be assessed and scores assigned based on that assessment.

The following points can be assigned when assessing the selection criteria S1: 40, 20, 10 and 0. This list is exhaustive and will be used by all evaluators. Other points and decimal places will not be assigned by the individual evaluators. Explanation of the four (4) point scale:

Points	Explanation of S1
40	The answer shows that the Candidate (Tenderer) has implemented all Technical and functional requirements as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14 fully in the referenced delivery by providing sufficient information.
20	The answer shows that the Candidate (Tenderer) has been contracted to deliver a simulator fully complying to the Technical and functional requirements as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14 by providing sufficient information.
10	The answer shows that the Candidate (Tenderer) has implemented the Technical and functional requirements as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14 partially in the referenced delivery by providing sufficient information OR the answer shows that the Candidate (Tenderer) has implemented all Technical and functional requirements as stated in the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14 fully in the referenced delivery, but the information is insufficiently substantiated and does not support this conclusion.
0	No valid reference or information provided.

The following points can be assigned when assessing the selection criteria S2, S3 and S4: 20, 10 and 0. This list is exhaustive and will be used by all evaluators. Other points and decimal places will not be assigned by the individual evaluators. Explanation of the three (3) point scale:

Points	Explanation of S2	Explanation of S3	Explanation of S4
20	The answer shows that the Candidate (Tenderer) has implemented the requested ownship model of both a 83m AND a 110m IWT vessel in the referenced delivery or deliveries by providing sufficient information.	The answer shows that the Candidate (Tenderer) has implemented all the requested sailing areas ¹ in the referenced delivery or deliveries by providing sufficient information.	The answer shows that the Candidate (Tenderer) has tools available to allow clients to develop both ship models AND sailing areas in the referenced delivery or deliveries by providing sufficient information.
10	The answer shows that the Candidate (Tenderer) has implemented both requested ship models, but the information is insufficiently substantiated and does not support this conclusion OR the answer shows the requested ownship model of either a 83m OR 110m IWT vessel was implemented in the referenced delivery or deliveries by providing sufficient information.	The answer shows that the Candidate (Tenderer) has implemented at least two (2) of the requested four (4) areas from the list of areas, where each area covers at least 75% of the stated river stretches or estuary OR it shows all sailing areas are available from the Candidate (Tenderer) but they have not been implemented in a referenced delivery. In both cases the answer should clearly indicate the status of the sailing areas.	The answer shows that the Candidate (Tenderer) has tools available to allow clients to either develop ship models OR sailing areas in the referenced delivery or deliveries by providing sufficient information.
0	No valid reference or information is provided.	The answer shows that the Candidate (Tenderer) has implemented less than two (2) of the requested four (4) areas from the list of areas, where each area covers at least 75% of the stated river stretches or estuary OR no valid reference or information is provided.	The information is insufficiently substantiated and does not support the conclusion tools are available to allow clients to either develop ship models OR sailing areas OR no valid reference or information is provided

¹ See Section 5.1.3.3 for the full list of requested sailing areas

5.1.3.1 S1. Delivery of a simulator fully complying to European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II-14

STC Group wishes the final delivery to comply fully with the European Standard for Qualifications in Inland Navigation (ES-QIN) - Resolution CESNI 2018-II 14. Therefore, STC Group wishes to confirm if Tenderer has these already available.

To demonstrate that the Candidate (Tenderer) meets the above selection criteria, use should be made of Appendix 1.C Reference Declaration for Selection Criteria. The same requirements apply to the reference(s) as stated in section 3.1.1 Eligibility requirements.

Attached to each single 'Reference Declaration for Selection Criteria' will be the requested information that shows delivery, implementation and or availability of the requested item(s). The total elaboration –excluding the completed Appendix 1.C Reference Declaration for Selection Criteria- may be a maximum of fifteen (15) pages. The pages submitted should be size A4 and the minimum font should be Verdana 10 (a similar font size or a larger font is acceptable), with line spacing of at least 1.0. If more than the maximum permitted number of pages is submitted, the excess information that falls outside the fifteen (15) permitted pages will not be included in the assessment. If the font and the font size deviate, the contracting authority will make the best possible estimate as to whether the information provided fits within the stated maximum.

Too much information submitted will, at risk to the candidate, be disregarded for assessment by the contracting authority.

5.1.3.2 S2. Availability and implementation of an IWT ownship vessel of 83-110m

STC Group wishes the final delivery to have at least two IWT vessels that can be operated by the student with a standard length of 83 and 110 meters. Therefore, STC Group wishes to confirm if Tenderer has these already available.

To demonstrate that the Candidate (Tenderer) meets the above selection criteria, use should be made of Appendix 1.C Reference Declaration for Selection Criteria. The same requirements apply to the reference(s) as stated in section 3.1.1 Eligibility requirements.

Attached to each single 'Reference Declaration for Selection Criteria' will be the requested information that shows delivery, implementation and or availability of the requested item(s). The total elaboration –excluding the completed Appendix 1.C Reference Declaration for Selection Criteria- may be a maximum of five (5) pages. The pages submitted should be size A4 and the minimum font should be Verdana 10 (a similar font size or a larger font is acceptable), with line spacing of at least 1.0. If more than the

maximum permitted number of pages is submitted, the excess information that falls outside the five (5) permitted pages will not be included in the assessment. If the font and the font size deviate, the contracting authority will make the best possible estimate as to whether the information provided fits within the stated maximum. Too much information submitted will, at risk to the candidate, be disregarded for assessment by the contracting authority.

5.1.3.3 S3. Availability and implementation of IWT specific sailing areas

STC Group wishes the final delivery to have sufficient IWT sailing areas to be available and implemented, including at least a number of canals, rivers and an estuary. Therefore, STC Group wishes to confirm if Tenderer has these already fully available or only partially.

STC Group wishes to have at least the following areas:

- The port of Rotterdam, including the 'Hartelkanaal' and the 'Nieuwe Maas' up to 'Krimpen aan de Lek' (51°53'21.70"N, 4°37'12.20"E);
- The Dutch area 'Drechtsteden'- covering the rivers between Heinenoor and Rotterdam to the west, to Bergambacht and Sliedrecht to the east and 's Gravendeel to the south. Please see Figure 1 for more detail;
- Parts of the German 'Rhein' including at least the area from Mainz to Koblenz;
- The entire Westerschelde as an estuary.

To demonstrate that the Candidate (Tenderer) meets the above selection criteria, use should be made of Appendix 1.C Reference Declaration for Selection Criteria. The same requirements apply to the reference(s) as stated in section 3.1.1 Eligibility requirements.

Attached to each single 'Reference Declaration for Selection Criteria' will be the requested information that shows delivery, implementation and or availability of the requested item(s). The total elaboration –excluding the completed Appendix 1.C Reference Declaration for Selection Criteria- may be a maximum of ten (10) pages. The pages submitted should be size A4 and the minimum font should be Verdana 10 (a similar font size or a larger font is acceptable), with line spacing of at least 1.0. If more than the maximum permitted number of pages is submitted, the excess information that falls outside the ten (10) permitted pages will not be included in the assessment. If the font and the font size deviate, the contracting authority will make the best possible estimate as to whether the information provided fits within the stated maximum.

Too much information submitted will, at risk to the candidate, be disregarded for assessment by the contracting authority.

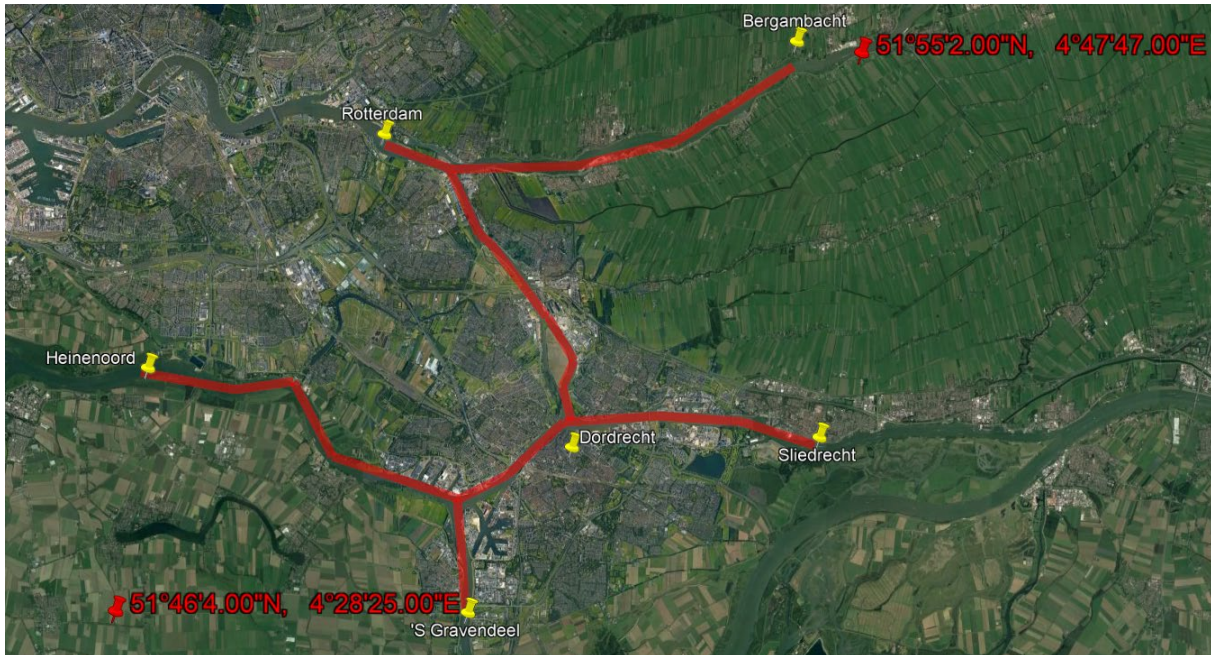


Figure 1: 'Drechtsteden' area. The required river stretches are indicated by the red lines

5.1.3.4 S4 Availability of tools allowing STC Group to develop ship models and sailing areas itself

STC Group wishes to be able to develop both ship models and sailing areas in the future or perhaps even as part of the final delivery. Therefore, STC Group wishes to confirm if Tenderer has the tools available to do this.

To demonstrate that the Candidate (Tenderer) meets the above selection criteria, use should be made of Appendix 1.C Reference Declaration for Selection Criteria. The same requirements apply to the reference(s) as stated in section 3.1.1 Eligibility requirements.

Attached to each single 'Reference Declaration for Selection Criteria' will be the requested information that shows delivery, implementation and or availability of the requested item(s). The total elaboration –excluding the completed Appendix 1.C Reference Declaration for Selection Criteria- may be a maximum of ten (10) pages. The pages submitted should be size A4 and the minimum font should be Verdana 10 (a similar font size or a larger font is acceptable), with line spacing of at least 1.0. If more than the maximum permitted number of pages is submitted, the excess information that falls outside the ten (10) permitted pages will not be included in the assessment. If the font and the font size deviate, the contracting authority will make the best possible estimate as to whether the information provided fits within the stated maximum.

Too much information submitted will, at risk to the candidate, be disregarded for assessment by the contracting authority.

5.2 Selection procedure

All interested parties will receive written notification about the selection decision. No agreement is concluded due to this message in any way.

Candidates whose application has been accepted will then receive an award guide. A more detailed definition of the contract is given and the award criteria are outlined on which the candidates can make a first tender. The eligible tenderers (to be determined on the basis of the award instructions) will then be invited for one or more negotiation round(s) to further specify and adjust their tender. STC Group will then publish a revised version of the award guide on the basis of the outcome of the negotiation round, in which the draft Schedule of Requirements and the draft agreement is further defined. On this basis, the tenderers can submit a final tender. The award guide containing further details about the award phase, the award criterion, and the assessment method will be made available to the selected candidates at the start of the second phase of this competition procedure.

Candidates whose application has been rejected will receive the reasons for the rejection in the same message. This message will state the name(s) of the candidate(s) selected for participation in the tendering phase, as well as the characteristic(s) and the advantage(s) of the selected applications with respect to their own application.

Objections to the rejection must be made known in accordance with the provisions in Part B under item 4.