

**Market consultation on intended call for tenders
for services and products to prepare and handle
packages with self-test kits for cervical cancer
and colorectal cancer population screenings**



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1. Introduction and background

1.1. Bevolkingsonderzoek Nederland

At the instruction of the Dutch National Institute for Public Health (RIVM), Bevolkingsonderzoek Nederland (hereinafter: 'BVO NL') is responsible for conducting population screenings for breast cancer, cervical cancer and colorectal cancer. These population screenings are part of the National Population Screenings Programme undertaken by the Dutch Ministry of Health, Welfare and Sport. BVO NL is an organisation that employs approximately 900 staff members. The high-quality population screenings that BVO NL conducts contribute substantially to the early detection of cancer for the purposes of achieving health benefits and reducing mortality.

1.2. Population Screenings for Cervical Cancer and Colorectal Cancer

Population Screening for Cervical Cancer

Each year, approximately 800 women in the Netherlands are diagnosed with cervical cancer. The majority of these women are between 30 and 60 years of age. More than 200 women die of cervical cancer every year. The [Dutch Population Screening for Cervical Cancer](#) is a preventive, government-funded screening programme offered to women between 30 and 60 years of age. In the Netherlands, smear tests have been carried out on a large scale since 1970. Since 1996, there has been a uniform nationwide, population screening programme for cervical cancer. Women between the ages of 30 and 60 receive an invitation once every 5 years to take part in the population screening for cervical cancer. In 2017, 2022 and 2023, several programme changes were implemented in the population screening for cervical cancer. Under the current programme, women who take part in the screening can choose between having a smear test or using a self-test kit. In the current process of the cervical cancer programme, there are three different packages of self-test kits that are compiled and sent to clients based on their age and prior history. The screening is then conducted in two steps. First, the sample is screened for the presence of the HPV virus. If a sample tests positive for the virus, a cytological examination is conducted. The cytological examination and the type of HPV taken together determine what steps will be taken next.

A schematic overview of the population screening for cervical cancer is available at [Processschema bevolkingsonderzoek baarmoederhalskanker | BVO NL](#).

Population Screening for Colorectal Cancer

Colorectal cancer is one of the most common forms of cancer in the Netherlands. Every year, approximately 12,000 people in the country are diagnosed with colorectal cancer and approximately 4,500 people die of colorectal cancer. Almost 9 out of the 10 people who get colorectal cancer are aged 55 or older. Because colorectal cancer has a clear preliminary stage and develops slowly, it can be diagnosed and treated early. The [National population screening for colorectal cancer](#) was introduced in 2014, and is available to men and women aged 55 to 75. The screening uses a stool test called Faecal Immunochemical Test ('FIT') for haemoglobin to look for blood in stool. If the test results show a higher haemoglobin level than the cut-off level, the participant is referred for an intake for a colonoscopy (colorectal examination). The purpose of this colorectal examination is to detect and remove adenomas (a pre-stage of colorectal cancer) and colorectal cancer. In 2022, more than 1.4 million people participated in the screening. Colorectal cancer, or a pre-stage of colorectal cancer, was found in more than 16,616 participants.

A schematic overview of the population screening for colorectal cancer is available at [Processschema bevolkingsonderzoek darmkanker | BVO NL](#).

More information is available (in Dutch) on the RIVM's website at: [Beleidskader Bevolkingsonderzoeken naar Kanker | RIVM](#) (Policy Framework for Population Screenings for Cancer) and [Uitvoeringskader bevolkingsonderzoek darmkanker | RIVM](#) (Implementation Framework for Population Screenings for Colorectal Cancer).

2. Market consultation

2.1. Reason for this market consultation

BVO NL organises the process of the population screenings for cervical cancer and colorectal cancer at the national level. A large portion of the products and services are outsourced to market parties. The relevant agreements were concluded based on European tender procedures. To guarantee the continuity of the population screenings, new agreements must be concluded and implemented sufficiently ahead of time.

BVO NL will issue the following calls for tenders in the coming years:

- a) FIT test method (stool test, consumables, instruments and service) for the population screening for colorectal cancer;
- b) Analytical services (screening laboratories for implementing the test method) for the population screening for colorectal cancer;
- c) Preparing and handling postage packages with self-test kits for the cervical cancer and colorectal cancer population screenings.

This market consultation concerns the call for tenders for services and products to prepare and handle packages with self-test kits for the cervical cancer and colorectal cancer population screenings.

BVO NL values the opinions of market parties and wishes to consult with them before calling for tenders. Therefore, in preparation for the call, BVO NL will conduct a market consultation. In that consultation, market parties are asked to provide information that can be used to help flesh out the details of the call. The information and understanding that is gathered can help to improve the tender procedure.

2.2. Draft assignment

The purpose of the services for preparing and handling packages is to send the self-tests for the cervical cancer population screening (self-test kits) and the colorectal cancer population screening (stool tests), including instructions and accompanying information, to clients in the most sustainable manner possible, after which participating clients can return the tests easily and effortlessly (with the appropriate protection for medical post) and the laboratory can effectively remove the tests from the return packaging for analysis. Each personalised invitation letter (with ID) must be linked to the test's barcode and reported back to BVO NL so that BVO NL can inform the clients of their test results.

The package of services and products for preparing and handling packages with self-test kits for the cervical cancer and colorectal cancer population screenings that BVO NL wishes to procure consists of a number of elements. At this stage, the draft assignment is outlined as described below.

I CERVICAL CANCER SCREENING	II COLORECTAL CANCER SCREENING
a. Designing, producing and supplying a number of variants (at present 3 variants) of the most sustainable form of invitation packages that are intended specifically for the Cervical Cancer Screening. The invitation packages consist of an outbound package (i.e. an outbound envelop/outbound packaging for sending the invitation letter, self-test kit for the Cervical Cancer Screening including instructions and accompanying information (supplied by BVO NL)) and a return package (i.e. a return envelop including leak-proof packaging (supplied by BVO NL) that participants can use to return their self-test kits in accordance with the requirements for packing medical post).	b. Designing, producing and supplying the most sustainable form of invitation package that is intended specifically for the Colorectal Cancer Screening. The invitation packages consist of an outbound package (i.e. an outbound envelop/outbound packaging for sending the invitation letter, stool test for the Cervical Cancer Screening including instructions and accompanying information (supplied by BVO NL)) and a return package (i.e. a return envelop including leak-proof packaging that participants can use to return their stool tests in accordance with the requirements for packing medical post).

	c. Optional: Designing, producing and supplying the most sustainable form of faeces collection container for the Colorectal Cancer Screening.
d. Developing, installing, testing, implementing and maintaining/optimising one or more process automation solutions to link each personalised invitation letter with its invitation ID to the test's barcode, and to send the linked data back to BVO NL (i.e. BVO NL's ScreenIT) through a guaranteed secure connection. It should be possible to distinguish between the various different variants of the invitation packages for the separate screenings.	
e. Printing the various variants of invitation letters supplied by BV NL for the Cervical Cancer Screening.	f. Printing the various variants of invitation letters supplied by BV NL for the Colorectal Cancer Screening.
g. Faultlessly carrying out the logistics process and the process of preparing and handling the invitation packages, with each invitation letter with its invitation IDs linked to the barcode of the self-tests and reported back to BVO NL.	
h. Preparing the invitation packages for sending.	
i. Sending the invitation packages to the clients.	
j. Managing the stock of components making up the invitation packages.	
k. Having the necessary flexibility to adjust to modifications to the invitation packages (or some of their components) if their contents are changed or the manner of processing changes as a consequence of, for example, ongoing developments, changes to the programmes or scientific research.	
l. Providing implementation services, regular services and exit services.	

2.3. Indicative scope

Cervical Cancer Screening

The indicative scope of the agreement that will be concluded can best be described based on the number of invitations with self-test kits that will need to be sent. The expected size based on the situation at present (persons aged between 30 and 60 receive an invitation to participate once every 5 years) is:

Year	# Invitations including self-test kit*
2026	601,000
2027	601,000
2028	606,500
2029	615,000
2030	621,500
2031	617,000
2032	612,500
2033	608,500
2034	607,500
2035	607,000

* These are projected numbers, based on various factors including a change to the cervical cancer population screening programme that was made in July 2023. The actual numbers might differ.

Colorectal Cancer Screening

The indicative scope of the agreement that will be concluded can best be described based on the number of invitations that will need to be sent to the target group that will be invited to participate in the colorectal cancer screening. The expected scope of the colorectal cancer screening based on the situation at present (persons aged between 55 and 75 receive an invitation to participate once every 2 years) is:

Year	# Invitations*
2026	2,125,083
2027	2,140,004
2028	2,145,682
2029	2,144,151
2030	2,135,114
2031	2,125,128
2032	2,113,676
2033	2,099,397
2034	2,089,720
2035	2,035,937

* These are projected numbers. The actual numbers might differ.

BVO NL prefers to conclude long-term agreements (a minimum of 4 years, followed by optional years up to a maximum contract duration of 10 years). As a consequence, long-term developments regarding cervical cancer and colorectal cancer screenings should be anticipated now wherever possible. These are developments that might take place in the coming years and that could affect the services and products under the call, e.g. changes to the intervals between invitations, changes to the age groups, changes to the invitation periods after follow-up diagnostics, personalised information in the invitation packages and fluctuations in the participation rates.

3. Market consultation premises

3.1. The premises

This market consultation is based on the following premises. By participating in the market consultation, the participating market party affirms without any reservations that it agrees to the terms described below.

- Based on the response that you submit, BVO NL will have the option of contacting you for further clarification or to ask questions.
- No rights can be derived from the market consultation. Participating in the market consultation will not affect/influence the tender procedure that might follow.
- You cannot claim compensation for costs that you incur in relation to the market consultation.
- BVO NL reserves the right to use the understanding and information that this consultation yields to prepare the tender documents. However, BVO NL is not under an obligation to do so.
- Any confidential business information that you provide will be treated confidentially. BVO NL expects you to state what business information is confidential.
- In this market consultation, BVO NL at all times guarantees a level playing field for all market parties.
- BVO NL will publish a summary of the market consultation when the call for tenders first goes out. Important: This will be a summary of the main findings. Information that can be traced back to a company and/or business information that is confidential will not be shared.
- The information provided by BVO NL during the market consultation might deviate from the information provided later if and when the tender procedure is conducted.
- Information provided by participating parties will not be returned after the market consultation.

3.2. Timetable

The envisaged timing of the market consultation is shown in the timetable below. This timetable is indicative. No rights can be derived from it. BVO NL is at liberty to decide at a later point to temporarily or permanently discontinue the market consultation and/or tender.

Milestone	Date
Publication of the market consultation document	12 February 2024
Opportunity to ask questions about the market consultation procedure	Before 5.00pm on 22 February 2024
BVO NL's responses to the questions asked	February 28, 2024
Closing date for submitting responses to the market consultation	Before 1.00pm on Monday, 4 March 2024
<i>Optional: in-depth sessions and/or presentations. Invitations might follow after responses have been submitted in the market consultation.</i>	Weeks 11 and 12 (11-22 March 2024)

3.3. Communication during the market consultation

Communication will take place using TenderNed's messaging module. You can consult the messaging module if you have any questions about the procedure or other matters, and/or if you have any comments on the market consultation. Market parties are asked to first submit their written answers to the questions listed in Annex 1.

3.4. Rounding off the market consultation and report

To round off the market consultation, BVO NL will prepare a report, summarising the main findings from the market consultation in anonymous form. That report will be added as an annex to the tender documents if and when the call for tenders goes out in the future.

4. Questionnaire

You are kindly requested to answer the questions listed in **Annex 1**. Please fill in your answers in Annex 1. You can then submit the completed document plus attachments through TenderNed in accordance with the timetable set out at 3.2 above.

Annex 1 Questionnaire for the Market Consultation on Services to Prepare and Handle Packages