



**Market orientation in connection with proposed
European tender(s) for Displays and Laptops
and fixed ICT workstations**

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1. Introduction

1.1 Objective

With this market orientation we want to receive a reaction from your organization regarding the design of the proposed European tender(s) for Displays, Laptops and Fixed ICT workstations.

Partly based on the outcome of this orientation, we will determine whether or how the mentioned products will be tendered. This document will also be published via Tendered.

We aim to choose a procurement approach that leads to the most efficient and effective acquisition of the products and services in question. In this connection, it is important to regularly evaluate whether the previously chosen approach and strategies are still sufficiently appropriate and future-proof.

1.2 Organisation

This market orientation is carried out by the Purchasing Implementation Center of the Ministry of Economic Affairs and Climate Policy and the Ministry of Agriculture, Nature and Fisheries (IUC-EZK/LNV), housed at the Netherlands Enterprise Agency (RVO.nl). The IUC-EZK/LNV does this on behalf of a large number of government organizations (the participants).

The Category ICT Workspace (Categorie ICT Werkomgeving Rijk, IWR) is one of the government-wide procurement categories. IWR's scope includes all ICT for use in (central government) offices and by central government employees, including telephony and video conferencing solutions. This market orientation is being put out by IWR.

First, the potential participants consist of the departments and underlying organizations. Furthermore, the potential participants consist of the High Colleges of State, Judiciary and Advisory Boards. Finally, the participant field consists of two Independent Administrative Bodies (ZBOs) to the extent that they use the services of a participant in the relevant premises.

1.3 Current situation

For the procurement of the mentioned products, there are a number of Framework Agreements in the current situation, which will end in mid-2025. See the overview below:

Product	Scope current Framework agreements	Max. contractual value
Displays	1. The acquisition/purchase of Displays for ICT workstations (both inside and outside the State offices) and related accessories and components; 2. The Rental of Displays for ICT workstations (both inside and outside the Government Offices) and related accessories and components; 3. Accessories belonging to points 1 and 2 directly linked to the Product and ordered simultaneously with the Product. Associated accessories include screen brackets, security cables, keyboards, mice, etc., as long as these are ordered directly with the acquisition/purchase or rental and are related to the Products falling under items 1 and 2. Within scope of the Framework Agreement is Purchase and Hire of these Products; 4. Services directly related to the Workplace Hardware Products that are within scope of this Framework Agreement (including unpacking, labeling and installation); 5. Software (including support) that cannot be purchased separately from the hardware and software that cannot be excluded from the purchase of hardware (example: firmware) and associated Rights of Use such as OEM licenses.	M€60

Laptops	1. The acquisition/purchase of Laptops, tablets and hybrid variants (not being Products (and/or Services) running MacOS, iOS, IpadOS, and Android); 2. The Rental of Laptops, tablets and hybrid variants (not being Products (and/or Services) with MacOS, iOS, IpadOS, and Android); 3. The Acquisition/Purchase of Fixed ICT workstations, this includes desktop PCs (fat clients), thin clients and zero clients, all-in-one PCs, and hybrid variants of these devices; 4. The Rental of Fixed ICT workstations, this covers desktop PCs (fatclients), thinclients and zeroclients, all-in-one PCs and hybrid variants of these devices; 5. Services directly linked to the Workstation Hardware Products that are within scope of this Framework Agreement (including unpacking, labeling and installation); 6. Accessories associated with items 1 to 4 directly linked to the Product and ordered simultaneously with the Product. Associated accessories are understood to include: laptop bags, sleeves, mice and keyboards as long as these are ordered directly with the acquisition/purchase or rental and are related to the Products falling under items 1 to 4. Within scope of the Framework Agreement is Purchase and Rental of these Products; 7. Software (including support) that cannot be purchased separately from the Products or Services and software that cannot be excluded from the purchase of Products or Services (example: firm ware) and associated Rights of Use such as OEM licenses.	M€240

2. Procedure market orientation

2.1 General

You are invited to submit a response to the questions listed in Section 3.

2.2 Communication and submission of a written response

We kindly request that all communication regarding this procedure be made through categorie.iwr@rvo.nl.
Contact person is Kirstie Post.

2.3 Planning

With respect to this market orientation, the following timetable applies:

Friday 21 June 2024	Publication/dispatch market orientation
Monday 8 July 2024	Deadline for submission of responses by participants

We will inform you of any changes to deadlines.

2.4 Questions regarding the market orientation

There is no schedule space to ask substantive questions regarding market orientation. Please state any assumptions with your answers as such.

2.5 Results

We may use the information gathered as a result of this market orientation in the preparation of any tender. Interested parties should note that information provided as part of this market orientation may be made public (albeit in anonymized form).

The organization wishes to be able to use the information provided by interested parties without reservations. For this reason, the organization will not honor any claims/reservations made by interested parties regarding the use of information or confidentiality. By participating in this market orientation, you agree to this.

In any tender, no distinction will be made between parties that have or have not participated in the market orientation.

2.6 Legal relationship

The market orientation is without obligation for all parties (the organization and interested parties) and in no way implies an obligation to enter into a particular legal relationship with participants. No rights can be derived from participation in the market orientation or information provided during the market orientation.

3. Questions

1. IWR2021 Laptops & Fixed ICT Workstations and Displays

a. Did IWR2021 Displays contain any barrier(s) for you to bid (directly) on this procurement?

a) Yes, please explain.

b) No.

b. Did IWR2021 Laptops & Fixed ICT Workstations contain (an) obstacle(s) for you to bid (directly) on this procurement?

a) Yes, please explain.

b) No.

2. English language

a. Would you participate in IWR's tenders if they were published in the English language?

a) Yes.

b) No.

b. Please justify what the added value, if any, is for 1) you as a (potential) bidder; 2) you as a (potential) contractor; and 3) for the IWR Category, if IWR decides to publish the tender(s) in the English language.

3. Merged vs. separated tendering

In 2021, the following framework agreements were tendered separately:

- IWR2021 Displays; and
- IWR2021 Laptops & Fixed ICT Workstations.

a. Please justify what benefits you see regarding merging the above procurements for 1) you as a (potential) bidder; 2) you as a (potential) contractor; 3) the IWR Category; and 4) the participants.

b. Justify whether and why merging the above framework agreements into one procurement will have an effect on (the quality of) services.

c. Do you see any risks regarding the merging of the above framework agreements into a single procurement? Please explain what risks you see and if/how they can be mitigated.

d. List the following scenarios in order from most (1) to least (6) desirable and justify your chosen order:

- 1) one procurement (with one lot) for which one contractor is contracted;
- 2) one procurement (with one lot) for which two contractors are contracted;;
- 3) one tender (with one lot) for which three contractors are contracted;
- 4) one tender with two lots (Lot 1: Displays; Lot 2. Laptops & Fixed ICT Workstations) for which one contractor per lot is contracted;
- 5) one tender with two lots (Lot 1: Displays; Lot 2. Laptops & Fixed ICT Workstations) for which two contractors are contracted per lot;
- 6) one tender with two lots (Lot 1: Displays; Lot 2. Laptops & Fixed ICT Workstations) for which three contractors are contracted per lot.

e. Are you missing a desirable scenario in the list mentioned in 3d. above? Please explain.

4. Rental

The State plans to rent more devices.

a. Suppose IWR decides to rent devices, are you willing to provide a fixed residual value?

a) Yes.

b) No.

b. If you answered 'yes' under question 4a, what conditions would you set?

If you answered 'no' under question 4a, please explain.

c. In the case of rental, would you use an outside financing company?

a) Yes.

b) No.

d. If you answered 'yes' to question 4d, what consequences would you expect this to have on contractual terms?

If you answered "no" here, please explain.

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