Rijkswaterstaat
Ministerie van Infrastructuur en Waterstaat

Information meeting

Tender Radars for Water levels and Wave heights

RWS CIV IGA RDD Team Instrumenten

1 maart 2024

Agenda

1. Welcome and introduction	(Christine)
2. Purpose information meeting	(Christine)
3. Tender procedure, planning	(Christine)
4. Project context	(Martijn)
5. Required sensors and services	(Martijn)
6. Contract context	(Melvin)
7. The Award criteria	(Christine / Martijn)
8. Tender Application	(Christine)
9. Questions & closure	(Christine)

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Welcome and introduction

Christine

Introduction Rijkswaterstaat

• Ciska Smeets	Project manager
• Martijn Andernach	Technical manager
• Melvin Rorijs	Contract manager
• Christine Arendse	Procurement manager
• Timo de Ruijsscher	Technical advisor
• John Verhage	Technical advisor

Purpose of this information meeting

- Guide you through the Tender procedure
- Enlighten you about the scope
- Explain the technical requirements
- Inform you about the award criteria
- Challenge you to sharpen our Tender
- Motivate you to submit your Application on 12th of April 2024

Questions during this meeting

- Questions are now being answered provisionally
- Do not derive any rights from an oral answer
- Questions and answers have legal status via TenderNed
- Clarification but no discussion
- Questions in TenderNed become part of binding Q&A (NvI)

Scope in short

- Guarantee the availability of radars for measuring water levels and wave heights for the next 20 years
- Guarantee of continuity through corrective maintenance
- Guarantee of qualitative performance through support in the deployment and training
- Aiming for substantive sustainable and social impact
- Scope is divided into 2 Lots:
  - Lot 1 Marine Radar
  - Lot 2 Inland Waterway Radar

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Tender procedure & planning

Christine

Procurement procedure

- Purchase conditions, rules and policy
  - European open tender procedure according to the 2012 Public Procurement Act
  - General contractual conditions: ARBIT 2022
- Tender
  - Use formats, ensure completeness, **ask questions**
  - Communication exclusively via TenderNed
  - Submit your proposal preferably with qualified digital signature
- Award
  - Best price-quality ratio criteria per Lot
  - The most economically advantageous tender based on the lowest notional tender sum
  - Therefore quality aspects also valued in euros

TenderNed

- Use of TenderNed is mandatory
- Do you have a question about the use of TenderNed? Then first view the frequently asked questions
- The service desk is available on workdays from 8.30 a.m. to 5 p.m. via the number 0800-8363376 (free) or (calling from abroad) +31 70 379 88 99 or servicedesk@TenderNed.nl

Applicable language

Contract: - contract in Dutch
- communication with contract advisor preferably in Dutch
- *Dutch is leading*

Tender: - communication in Dutch & English
(market consultation, information meeting)
- mandatory use of TenderNed in Dutch & English
- *submitting Tender in Dutch or English*

RWS Translation? Informal English documents

Requirements pertaining to the Tenderer (chapter 4)

Annex 5 'Statement of Agreement': Qualified (electronic) signature (s) for Tenderer and for Combinations.

Excerpt from the professional or commercial register: recent and current (maximum six months old). The legal validity of the signatory must appear from the deduction set. Also in Combinations.

Annex 6 'European Single Procurement Document‘ (UEA): for Tenderer and for Combinations. In addition, also an ESPD of a third party (“Manufacturer”) when an appeal is made to demonstrate a core competence. Before the award decision RWS will ask:

- Certificate of Conduct for Procurement
- A Declaration of Payment Behaviour compliant with tax obligations of the Tax Administration

Requirements pertaining to the Tenderer (chapter 4)

Annex 7 'Reference Statement': Core competence 1: Supply of radars;
Core competence 2: Measuring instrument maintenance.

Certificate / Proof of quality management system: The manufacturer must have a quality management system (NEN-EN-ISO 9001 with) for the application area of manufacturing CT sensors.

Annex 8 Technical Information Form; *Including product leaflets or datasheets of the type of radar in any event, and any additional electronic units.*

Planning

21 June 2022	Publication of the prior information notice for Market Consultation
9 February 2024	Publication of the contract notice; start of term for submitting tenders
1 March 2024	Information meeting via Teams from 10:00–11:30
22 March 2024 at 12:00	Deadline for submission of questions by the Tenderer
29 March 2024	Publication of Summary of Additional Information and Changes: the 'Nota van Inlichtingen'
12 April 2024 at 11:59 hours	Deadline, time of submission, and receipt of Tender Applications
12 April 2024 to 25 April 2024	Assessment of Tender Applications
26 April 2024	Dispatch of notification of the award decision
16 May 2024	Deadline for requesting preliminary relief pertaining to the notification of the award decision
1 July 2024	Commencement date of the Agreement

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Project context

Martijn Andernach








Rijkswaterstaat

Rijkswaterstaat is the executive agency of the Netherlands' Ministry of Infrastructure and Water Management, dedicated to promote safety, mobility and the quality of life.

For water, our work domain is restricted to the large water bodies such as the North Sea, the main rivers and large lakes.

National Water Monitoring Network: *Landelijk Meetnet Water* (LMW)

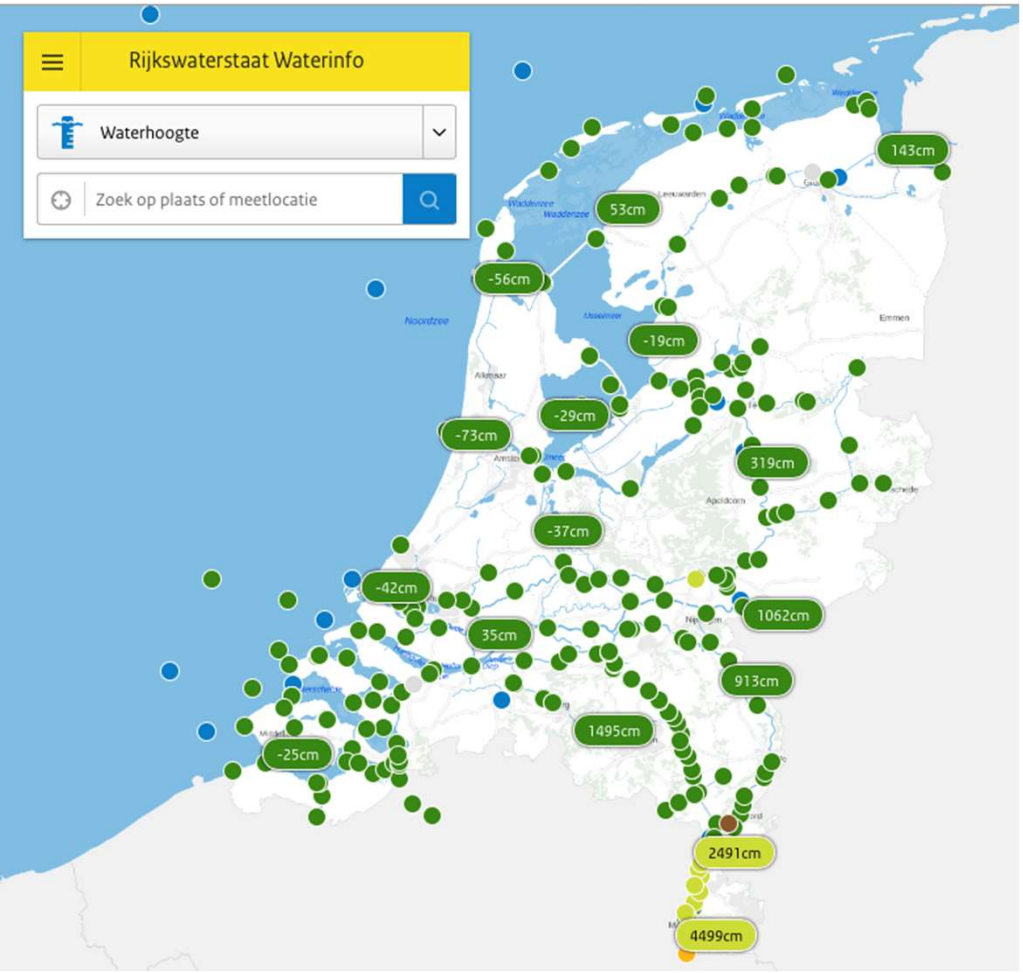
Measurement of several parameters across the Netherlands' water bodies:

- Water Level
- Wave Height
- River and Channel Discharge
- Salinity and Temperature
- Several Water Quality parameters

The LMW comprises:

- physical measuring stations,
- a data-collection network,
- processing and validation hardware and software
- distribution to the various users.

- Generic modular building blocks across all parameters / sensors
- Sensors are connected on a IoT-gateway on site



Water level in LMW

Data users: Rijkswaterstaat, port authorities, municipalities, the offshore and hydraulic engineering sectors, civilians.

- Water reporting and crisis management
- Navigation guidance
- Operating barriers, barrages, sluices, floodgates, water control systems and bridges
- Operational Water Management
- Defining characteristics and trends of water systems
- National and international obligations and agreements
- Model designs and research projects
- Supportive measurements for determining derived parameters
- Asset management and construction and maintenance of engineering structures

Network is managed in 2 types of contracts

Sensor contractors (this tender for radars)

- Supply of sensors, preventive maintenance (if required) and corrective maintenance of the sensor ‘in the workshop’.

Site maintenance contractors (already in place)

- On-site work. Maintenance of the complete measurement set-ups on site; this includes civil engineering maintenance and the ‘primary sensor maintenance’: installation, regular cleaning and sensor replacement on failure.

Processing into parameters

Raw data is required from the sensors:

- a water surface altitude above the Amsterdam Ordnance Datum (hereafter referred to as NAP)
- sampling and output at exactly 2.56 Hz

A Rijkswaterstaat-specific processing that is generic across several sensor types produces:

- 10-minute average water levels above NAP
- wave parameters during an observation interval of 20 minutes

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Required sensors and services

Martijn Andernach

Technical scope

In scope of this tender and contract:

- System scope on **Quotation form** includes:
  - a radar level meter
  - an electronic unit if necessary (if necessary to meet requirements for signal conversion)
- Additional accessories on **Price list**:
  - cables
  - mounting bracket

Outside scope are:

- data communications and data-collection systems
- power supplies such as solar panels
- parameter processing and wave processing

Radar applications in our LMW network

Application A
Offshore wave measurement

- High mounting height
- Big wave height
- Long measuring range

Application B
Nearshore wave measurement

- Mounting heights ranging from high to low
- Limited wave height
- Measurement of short waves
- Foreshortenend measuring range
- Limited blanking required at some sites

Application C
Inland water level measurement

- Low mounting height
- Short wave heights
- No wave measurement
- Short measuring range
- Limited blanking required

Lot 1 and Lot 2: main requirements

Application A Offshore wave measurement	**Application B** Nearshore wave measurement	**Application C** Inland waterway level measurement

Lot 1: Marine Radar

Suitable for	Application A and B
Radar technology	FMCW
Measuring range	≥ 50 m
Blanking	≤ 3 m
Transmission frequency	≤ 30 GHz
Beam width	≤ 5˚
Sampling frequency	= 2.56 Hz
Power consumption	≤ 8 W
Doppler correction	required

Lot 2: Inland Waterway Radar

Suitable for	Application B and C
Radar technology	FMCW
Measuring range	≥ 19.5 m
Blanking	≤ 1 m
Transmission frequency	no requirement
Beam width	≤ 5˚
Sampling frequency	= 2.56 Hz
Power consumption	≤ 4 W
Doppler correction	required for ≤ 30 GHz

General product requirements

- Minimum requirements and awarding criteria for added value:
  - Requirements (see Tender Specification): **each requirement should be met, also combined!**
  - Awarding criteria (see Descriptive Document): additional added value
- A single system type should be offered (per Lot).
- The offered system should be based on products that have Commercial off-the-shelf (COTS) availability.
- The type of system offered should be available at least 3 years.

Technical awarding criteria for added value

Besides meeting the minimum requirements, these awarding criteria can bring added value:

	Lot 1 Marine	**Lot 2 Inland**
• Blanking	≤ 2 m or ≤ 1.5 m	≤ 0.35 m
• RMI message output on 2 ports	Yes/No	Yes/No
• Configuration via data port	Yes/No	Yes/No
• Power consumption	≤ 4 W	n/a
• Chirp rate (or Doppler correction)	n/a	≥ 120 Hz/s

Scope of delivery

The number of radars to be supplied is uncertain due to several factors:

- The application for existing sites and future expansions of new measuring sites
- Application B sites will be chosen from Lot 1 or Lot 2 in future by site individually
- The need for future replacement of defective radars is not yet known

Scope of delivery

Number of systems	**Guaranteed initial call-off** (immediately)	**Estimated minimum call-off** (future options)	**Maximum possible call-off** (future options)	**Tender quotation form** (for tender sum comparison only)
Lot 1 Marine	**32**	**38**	**97**	32+45=**77**
2024	8			
2025	14			
2026	10			
Lot 2 Inland waterways	**48**	**59**	**134**	48+60=**108**
2024	18			
2025	15			
2026	15			

Required services

- Supply — Systems, accessories, spare parts, components
- Corrective Maintenance — Repairs in workshop of Contractor
- Transport — From and to our central stock location (including DDP)
- Support — Remote assistance and user training

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Contract context

Melvin

General introduction Terms and Conditions for IT-Contracts 2022 (ARBIT 2022)

Since the early 1990s model contracts drafted by the Ministry of the Interior and Kingdom Relations have been used by central government when placing orders for IT services and purchasing IT products.

In 2010, the General Government Terms and Conditions for IT Contracts (ARBIT) were drawn up.

The ARBIT have been drawn up as general terms and conditions consisting of five parts: one set of General Provisions and four sets of Special Provisions.

Established by decision of the Prime Minister, Minister of General Affairs, of August 22, 2022, no. 3771053

General introduction Terms and Conditions for IT-Contracts 2022 (ARBIT 2022)

The ARBIT and the relevant Contract should be supplied to the tenderer at the earliest possible opportunity.

A simple reference to the ARBIT is generally not sufficient because a tenderer must be afforded a reasonable opportunity, before concluding the Contract (see article 233 (b) of Book 6 of the Civil Code), to familiarise itself with general terms and conditions such as the ARBIT.

Some of the provisions of the ARBIT have consequences for the structure and course of the contract award procedures.

This is true, for example, of the duty of inquiry and disclosure in article 4.

March 2024

General introduction Terms and Conditions for IT-Contracts 2022 (ARBIT 2022)

Duty of inquiry and disclosure in article 4

4.1. To determine the use which the Contracting Authority intends to make of the Deliverable the Counterparty must sufficiently acquaint itself with:

a)the objectives of the Contracting Authority (“Client”) in concluding the Contract;

b) the organisation of the Contracting Authority (“Client”) in so far as relevant to the Contract

General Government Terms and Conditions for IT-Contracts 2022 (ARBIT 2022)

The updated ARBIT came into effect on September 10, 2022. The ARBIT is also available in PDF and in English.

Explanatory Notes can be found here

Explanatory Notes are public, but do not form part of the Contract. In the event of doubts about the meaning and/or interpretation of the ARBIT 2022 these Explanatory Notes may help to resolve the matter. They do not detract from what the parties have agreed in a specific case.

March 2024

ARBIT-2022 Model Contract

Definitions

A number of terms in this Contract are written with initial capitals. These terms are defined in the Terms and Conditions.

Subject of the Contract

Product

Option(s): Product(s) can be expanded in numbers as option(s) by the Client (contract amendment in accordance with 2.163c Public Procurement Act), whereby the Client is entitled to call on the Other Party to Delivery, using the ARBIT Model Amendment Agreement 2022.

March 2024

ARBIT-2022 Model Contract

Fee

After January 1, 2026, the agreed Fees will be adjusted once a year on January 1.

Products are adjusted with an annual change percentage up to a maximum of the 'CBS price index figure Producer price index (PPI) PRODCOM C 26 Computer products, electronics'. The monthly figure of the previous month <August> is always used, according to the calculation method below: (index figure [new month] – index figure [old month])/index figure [old month] x 100%.

ARBIT-2022 Model Contract

Fee discounts or “rebate”

If the Performance does not meet the Service levels as a result of an attributable shortcoming on the part of the Other Party, a discount will be applied to the Fee.

If the Performance is not completed or delivered on the agreed date as a result of an attributable shortcoming on the part of the Other Party, an amount of 1% will be deducted from the Fee for each day that the delay in the completion or delivery continues, up to a maximum of 25%.

If the Installed or Delivered Performance is rejected by the Client, an amount of 1% will be deducted from the Fee for each day that the identified Defects are not repaired, up to a maximum of 25%.

General and special conditions

In addition to Article 23 of the Conditions, if the Other Party wishes to use the services of third parties in the performance of the Agreement, either in subcontracting, or by hiring personnel, he will only be authorized to do so after obtained written permission from the Client. The Client may refuse this permission in any case (but not limited to the cases below) if:

a) there may be a risk that data will end up with persons or organizations in countries with laws that allow the intelligence services of these countries can view data;

b) a strong (strategic) dependence may arise on a foreign entity

government-controlled market party or its subcontractors, which in the event of a conflict there is a possibility that the Client may come under pressure from the Other Party;

c) The possibility of espionage arises or increases.

March 2024

Other provisions

The Other Party applies the most recent version of the Government Information Security Baseline (BIO) to formulate control measures regarding information security, taking into account the environment(s) in which the information security risks apply.

If the Other Party has not provided the additional 4% or 5% social return value within three years after concluding the Agreement, a discount of 2% or 3% respectively will be applied to each Reimbursement during the period that the shortcoming continues. This provision is not simultaneously subject to the provisions of art. 7.3 (agreed date) and 7.4 (rejected) apply

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Tender process

Christine / Martijn

Summary award criteria

- Best price-quality ratio criteria per Lot
- The most economically advantageous tender based on the lowest notional tender sum
- Therefore quality aspects also valued in euros

LOT 1 Marine Radar

No.	Quality criterion	Subcriterion	Maximum quality value (€)
5.2.1	**1. Technical aspects**	1.1. Blanking ≤ 2 m	€118,200.00
		1.2 RMI message and dual output	€59,100.00
		1.3 Configuration and monitoring via data port	€29,550.00
5.2.2	**2. Sustainability**	2.1 Social Return via the RWS *Groeituin* (4 or 5%)	€118,200.00
		2.2 Power ≤4 W	€118,200.00
		2.3 Aspects in the chain	€59,100.00
5.2.3	**3. Services**	3.1 Efficient services	€88,650.00

Sustainability: Social Return & RWS Groeituin

- Connecting people at a distance labor market by entering into partnerships with our contractors.
- Several ways to connect a candidate to our contractors:
  - Offering a sustainable contract for paid work in the organization of the contractor or in the network of the contractor;
  - An alternative interpretation suggested by the contractor and using its expertise;
  - Purchasing products and services in social enterprises;
  - Labor development: the self-reliance of the candidates on the job market. This also includes internships and apprenticeships.

Sustainability: Social Return & RWS Groeituin

- It starts with Social Return value: at least 2% of the Contract Value (contractual obligation) or 4%/5% depending your Application
- Process:

Contract award->

Introductory meeting->

(draft) Plan of Action->

Execution SR interventions->

Check completion SR value

- Valuation Social Return interpretation: depending on the intervention the value varies. Examples: 'Internship' is € 7.000,-, but paid work for 1 year for 1 person aged 50+ that is 1 year unemployed 'total cost' times 1,5.

Sustainability: Aspects in the chain

- Award depends on the effort the Tenderer wants to put in transparency of the chain. Tenderer can be bind legally in two ways:

- 1. Supply Chain Contract text A ->50%
- 2. Supply Chain Contract text A & B -> 100%

Efficient services

- 50% of the quality value if the **Contractor** is established in an EU country as well as being within a radius of 400 km from Delft, the Netherlands.

- 50% of the quality value if all communications between the **Contractor** and Rijkswaterstaat regarding services is conducted in the Dutch language (with the exception of technical documentation).

- If the Tenderer meets both requirements, the Tenderer will score 100% of the quality value.

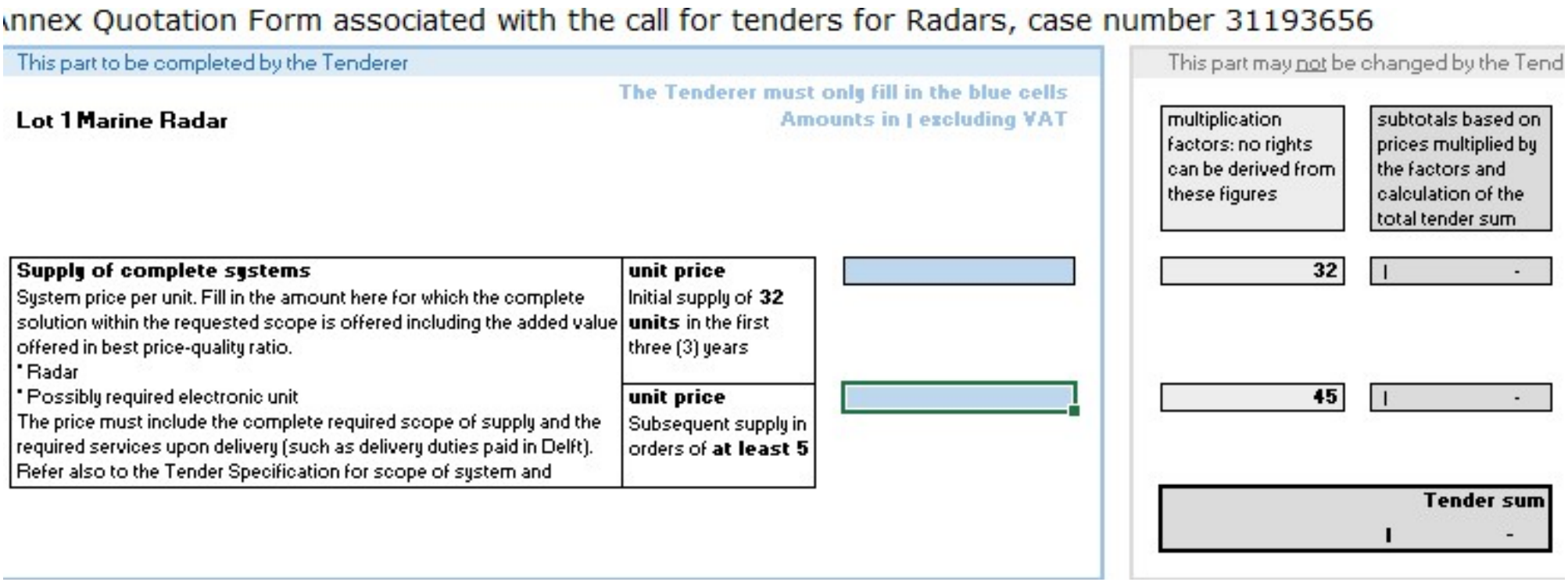
Criterion	Subcriterion	The Tenderer enters the value by crossing out that which does not apply
5.2.1 Technical aspects	1.1. Blanking ≤ 2 m	~~blanking > 2.0 m~~ ~~blanking ≤ 2.0 m~~ blanking ≤ 1.5 m
	1.2 RMI message and dual output	~~no RMI message and/or dual output~~ both RMI message and dual output
	1.3 Configuration and monitoring via data port	configuration and monitoring is not possible via the data port ~~configuration and monitoring is possible via the data port~~
5.2.2 Sustainability	2.1 Social Return via the RWS *Groeituin*	(this concerns the extra effort in respect of social return) ~~4% social return value~~ 5% social return value
	2.2 Power ≤4 W	power > 4.0 W ~~power ≤ 4.0 W~~
	2.3 Aspects in the chain	International Social Conditions (ISC) for Contract text A ~~International Social Conditions (ISC) for Contract text AB~~
5.2.3 Services	3.1 Efficient services	(both answers are possible) ~~The Tenderer is established in an EU country as well as being within a radius of 400 km from Delft, the Netherlands~~ all communications between the Tenderer and Rijkswaterstaat regarding services is conducted in the Dutch language (with the exception of technical documentation).

Criterion	Sub criterion		Maximum quality value (€)	Score 0%, 50% or 100% quality value	Achieved quality value (€)	Totals (€)
5.2.1 Technical aspects	1.1. Blanking ≤ 2 m	≤ 1.5 m	€118,200.00	100%	€118,200.00	
	1.2 RMI message and dual output	yes	€59,100.00	100%	€59,100.00	
	1.3 Configuration and monitoring via data port	no	€29,550.00	0%	€0,00	
5.2.2 Sustainability	2.1 Social Return via the RWS *Groeituin* (4,5%)	5%	€118,200.00	100%	€118,200.00	
	2.2 Power ≤4 W	> 4.0 W	€118,200.00	0%	€0,00	
	2.3 Aspects in the chain	Text A	€59,100.00	50%	€29.550,00	
5.2.3 Services	3.1 Efficient services	2nd	€88,650.00	50%	€44.325,00	
Total quality value						€369.375,00
Tender sum (Quotation form Lot 1)						€1.700.000,-
Total quality value minus						-€369.375,00
Notional tender sum	(Tender sum minus Total quality value)					**€1.330.625,00**

Lot 2 Inland Waterway Radar

No.	Quality criterion	Subcriterion	Maximum quality value (€)
5.3.1	**1. Technical aspects**	1.1. Blanking ≤ 0.35 m	€32,000.00
		1.2 Chirp rate	€40,000.00
		1.3 RMI message and dual output	€24,000.00
		1.4 Configuration and monitoring via data port	€32,000.00
5.3.2	**2. Sustainability**	2.1 Social Return via the RWS *Groeituin* (5%)	€24,000.00
		2.2 Aspects in the chain	€8,000.00

Price in Quotation Form



nnex Quotation Form associated with the call for tenders for Radars, case number 31193656

This part to be completed by the Tenderer

The Tenderer must only fill in the blue cells
Amounts in ¦ excluding VAT

This part may not be changed by the Tend

Lot 1 Marine Radar

			multiplication factors: no rights can be derived from these figures	subtotals based on prices multiplied by the factors and calculation of the total tender sum
Supply of complete systems System price per unit. Fill in the amount here for which the complete solution within the requested scope is offered including the added value offered in best price-quality ratio. * Radar	**unit price** Initial supply of **32 units** in the first three (3) years		**32**	¦ -
* Possibly required electronic unit The price must include the complete required scope of supply and the required services upon delivery (such as delivery duties paid in Delft). Refer also to the Tender Specification for scope of system and	**unit price** Subsequent supply in orders of **at least 5**		**45**	¦ -

Tender sum
¦ -

Pricelist

- The system price for the initial supply (corresponding to the Quotation Form)
- The system price for subsequent supplies (corresponding to the Quotation Form)
- Individual radars
- Individual electronic units (if applicable)
- Individual cables between the radar and unit in 3 lengths with a maximum of 10 metres
- The mounting frame
- Relevant and optional additional accessories
- Relevant components for Corrective maintenance
- Transportation costs for Corrective maintenance
- Hourly rate for Corrective maintenance
- Hourly rate for Support

Verifications

A Verification will be performed with the ‘winner’ to confirm that critical requirements are met.

- To confirm the suitability for the measurements and prevent troubles in the stage of implementing large quantities of radars.
- To assure our end users the quality of data.

Verifications

1. Verification of measurement uncertainty

- Carried out by Tenderer
- Method to be chosen by Tenderer, but should include a comparison to a reference distance
- Tenderer sends Verification report < 2 months after provisional award

2. Verification of sample frequency, data availability and power consumption

- Carried out bij Rijkswaterstaat
- Tenderer should supply a complete system and data logger < 1 month after provisional award
- Tenderer should deliver data after test
- Test is finalised < 2 months after provisional award

Contract will only be awarded if Verification is successful!
See Descriptive Document for complete Verification clause.

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Ministerie van Infrastructuur en Waterstaat

Tender Application

Christine

TenderNed 12th of April 2024 at 11:59 hours

Nr	Description	Action by Tenderer
1	Statement of Agreement	Complete the Annex 5 'Statement of Agreement' and duly sign it with a qualified electronic time stamp and add it to the tender in TenderNed.
2	European Single Procurement Document(s)	Complete and add the Annex 6 'European Single Procurement Document(s)' to the tender in TenderNed.
3	Excerpt from the professional or commercial register	Add to the Tender Application in TenderNed.
4	Certificate of Conduct for Procurement	Can be added to the Tender Application in TenderNed. *(Only has to be provided upon request.)*
5	Tax Administration Statement	Can be added to the Tender Application in TenderNed. *(Only has to be provided upon request.)*
6	Reference Statement	Complete and add the Annex 7 'Reference Statement' to the Tender Application in TenderNed.
7	Technical information: Technical description of radar or radars offered	Complete and add the Annex 8 'Technical Information' to the Tender Application in TenderNed.
8	The quality criteria	Elaborate the quality criteria according to 'Format Lot 1 Quality Criteria' or 'Format Lot 2 Quality Criteria' and add to the Tender Application in TenderNed.
9	The prices/rates offered	Complete and add the Annex 3A 'Quotation Form Lot 1' or Annex 3B 'Quotation Form Lot 2' to the Tender Application in TenderNed.
10	Price List	Add to the Tender Application in TenderNed.

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Questions and closure

Christine