

QUESTIONS AND ANSWERS TO RTP- TN-488577 OF OCTOBER 17, 2024

1. Topic: more clarity on intended purpose of use-cases

Question 1:

Could you give more clarity on the intended purpose of the use cases? Specifically, are we focusing on consultancy, alerting, dashboarding, or tooling? Additionally is there any indication on whether the use-cases need to operate on a historical, near-real-time, or real-time basis.

Answer 1:

The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on the development and fulfillment thereto will be done during in-depth conversations with selected candidates in phase 4.

The purpose of ROMO 2 is to enable the transformation of vehicle-generated data into use cases that directly support our road operators. Depending on the use case, the method may vary as for some there is an existing platform to connect to (NDW and/or RWS) via APIs and for some a dashboard/second screen solution might be adequate. Initially, we are looking for data on a real-time and near-realtime basis, so that it can be used for the road operators' operational tasks. For several use cases, it is desirable to build a historical database based on this real-time data that provides insight into the development of the detected event. For some use cases, there is no need to have a continuous/real-time feed, like for instance, lane markings. Again, all these topics will be discussed in great detail before selected candidates are requested to submit their tenders.

2. Topic: Tier 1 data suppliers included in aggregated data products

Questions 2:

- 2.1 Is it permissible to offer aggregated data products in Class 2 that include information from various suppliers, potentially incorporating aggregated data originating from Tier 1 suppliers who may independently bid in Class 1?
- 2.2 Would the inclusion of Tier 1 supplier data in our Class 2 bid affect the eligibility of these suppliers to submit their own individual bids for Class 1?
- 2.3 Our primary concern is ensuring that by incorporating Tier 1 supplier data into our Class 2 aggregated data products, we do not inadvertently disqualify these suppliers from submitting their own bids for Class 1.

Answers 2:

- 2.1 Yes. However, it can potentially reduce the value added of contracted data items in Class 1.
- 2.2 No but we are aware of the possible effect in answer 2.1. IenW shall not procure data that does not have distinctive value and does not remunerate multiple entities for roughly the same data items.
- 2.3 See answers 2.1 and 2.2.

3. Topic: UEA form

Question 3:

Is the section "Deel V: Beperking van het aantal gekwalificeerde gegadigden", referred to the Limitation of the number of qualified candidates, required to be filled in for the Romo-2 procedure in the UEA form?

Answer3:

Only candidates Class 3 that submit a Request to Participate need to fill in Part V.

4. Topic: Request to Participate

Question 4: It is stated that use cases are developed and delivered. What are the required elements of delivery to proof and demonstrate that and how the use case can be established? I.e. ROMO-2 is looking for proof of concept instead of implementation of a solution for the use case.

Answer 4:

As stated in the RTP: "The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates". It is during this process (phase 4) that the required elements of the to be developed and to be delivered use cases will be determined. Be aware of the fact that the scope will be broader than only "proof of concept(s)" and we seek operational implementation within the duration of ROMO-2

5. Topic: Request to Participate

Questions 5:

- 5.1 To what extent and when is it required to share vehicle data with NDW?
- 5.2 In case vehicle data needs to be shared with NDW, what is the retention period and how will data privacy and security be managed?

Answers 5:

- 5.1 For a number of use cases, it is desirable to merge and aggregate the same type of data from multiple candidates into one data flow for road operators. NDW might play a role in that aggregation and if so that data will have to be supplied to NDW.
- 5.2 The feed going to NDW, or any public authority for that matter, has to be anonymized data. The retention period has not yet been defined and will depend on the relevant use case. During the phase 4 we will go into deeper discussions on these and other related topics. Storing privacy-related data will not be an issue since the use cases are based on aggregated information from which the privacy components must have been removed prior to making them available.

6. Topic: Request to Participate

Question 6:

What are the expectations for data storage, accessibility, and sharing among stakeholders? (i.e. cloud or on Prem, etc)

Answer 6:

See answer 5.2. For the use cases where NDW aggregates data, storage and distribution will be done by NDW. The sharing between the different industry entities is an element we will discuss in great detail during phase 4.

7. Topic: Request to Participate

Question 7:

Is an approach for handling and ensuring cyber/data security mandatory by data aggregators and service providers or will this be arranged by a 3rd party at a later stage?

Answer 7:

First of all, each candidate shall always comply with applicable Dutch legislation (including cybersecurity and privacy). We trust on the industry player's capabilities to ensure these aspects. During this tender process, participant will be asked to demonstrate that the participant has taken the necessary measures in this area with regard to the applicable use case(s). Currently we don't anticipate that a 3rd party will perform this role.

8. Topic: Request to Participate

Question 8:

Is it true that a service provider fulfils a use case, a data aggregators brings together the needed data to fulfil a use case and a data holder simply submits the data to an aggregator?

Answer 8:

That is our baseline understanding before engaging in phase 4. During the rest of the tender procedure that understanding might mature and alter.

9. Topic: Request to Participate

Question 9:

Is there an existing framework for collaboration with third-party vendors or technology partners?

Answer 9:

No not as far as the scope of this tender is concerned.

10. Topic: Request to Participate

Questions 10:

- 10.1 Why do Data Aggregators need to demonstrate to have access to vehicle data?
- 10.2 Do they need to continuously keep supplying it and if so, what is the role of the data holder in this case?

Answers 10:

- 10.1 This tender is about obtaining probe vehicle data and/or derived services. Without this data, a candidate has no business participating in this tender. We want to exclude Class 2 (and Class 3) candidates that have no previous experience with vehicle data AND are solely reliant on the data provided by Class 1 (and/or Class 2) for delivering the intended or pledged use cases.
- 10.2 The data must be supplied compliant to the requirements thereto during the assignment (requirements are defined in phase 4). The Class 2 added value in this tender is to be the sources of data from multiple entities. If they would stop sharing that data, their value would be of no value.

11. Topic: Request to Participate

Questions 11:

- 11.1 What are the terms and conditions for proofing the access to the vehicle data of 10.000 cars that are registered in the Netherlands?
- 11.2 I.e. what kind of data do you expect?

Answers 11:

- 11.1 We refrained from further defining this requirement as we have seen multiple industry practices that vary greatly but, given the current wording, it does provide us with enough confidence of the eligibility of a candidate's statement. For example, we have seen excels with brand, models, types, and frequency but also extracts from cloud services. Simply stating that a candidate has access is however insufficient but we do allow every industry player to choose its own format.
- 11.2 Probe vehicle data that serve the use cases mentioned.

12. Topic: Request to Participate

Questions 12:

- 12.1 Why do Service Providers need to demonstrate to have existing infrastructure to process vehicle data and distribute it to third parties?

QUESTIONS AND ANSWERS TO RTP- TN-488577 OF OCTOBER 17, 2024

- 12.2 To what extent does vehicle data have to be shared with third parties during and after the use case?

Answers 12:

- 12.1 Service Providers are required to demonstrate that they have existing infrastructure to process vehicle data and distribute it to third parties to ensure they possess the necessary capabilities to fulfil the delivery efficiently and securely.
- 12.2 Vehicle data must be shared with third parties only to the extent necessary to achieve the objectives of the use case (exact scope and requirements thereto are defined in phase 4 prior to submitting a tender).

13. Topic: Request to Participate

Question 13:

What are the expected timelines and critical milestones for each phase of the project?

Answer 13:

The expected timelines and critical milestones for each phase of the project are topics that will be discussed during phase 4 of this tender (after the final selection of candidates).

14. Topic: Request to Participate

Question 14:

Are there specific milestones or deliverables that should be met along the way?

Answer 14:

The specific milestones and deliverables that should be met if a contract is awarded to a candidate are topics that will be discussed during phase 4 of this tender (after the final selection of candidates).

15. Topic: Request to Participate

Questions 15:

- 15.1 Is there a vision for expanding the project in the future, and how will scalability be addressed?
- 15.2 Do we need to include scalability proposals in our response?

Answers 15:

Questions 15.1 and 15.2 are topics that will be discussed during phase 4 of this tender (after the final selection of candidates). The project aims to bridge the GAP between this technology and operational

use of it. Both on a national but also on a larger European scale. If our goals are met and the project is successful, it is likely that the integration of the technology is a long term plan.

16. Topic: Request to Participate

Questions 16:

- 16.1 What specific improvements or changes does ROMO-2 seek to achieve compared to ROMO-1?
- 16.2 How are they different?

Answers 16:

- 16.1 There are three main elements on where ROMO2 builds on goes beyond ROMO. First is the signing of multiple industry players to create an ecosystem (short and long term) enabling the usage of this technology in operations process. Second, the embedment into the operational processes of road operators. Third, the harmonization efforts on both supply and demand side to create a pan European solution.
- 16.2 See answer 16.1.

17. Topic: Request to Participate

Questions 17:

- 17.1 Can you provide more detail on the new use cases, particularly those related to energy consumption/road friction and weather conditions?
- 17.2 Are responders free to share an approach or are there sub-requirements on these use cases outlining what the solution needs to adhere to?

Answers 17:

- 17.1 As stated earlier, scoping will be done in phase 4. As an indication: energy consumption is based on the correlation between asphalt quality and the impact on energy usage/fuel usage. Insights on said impact(s) will evidently greatly effect decision making on a road operator level and provide stimuli for planning. Weather conditions will be aimed to support the winter management teams at Rijkswaterstaat and provinces an aid them with new and additional information for their decision-making processes.
- 17.2 Question 17.2 is not relevant for this stage of the tender process.

18. Topic: Request to Participate

Question 18:

Are there lessons learned from ROMO-1 that will be applied to ROMO-2 to enhance success and efficiency?

Answer 18:

Evidently. The signing of multiple entities, the operational embedment and the cross-European involvement being the most crucial ones.

19. Topic: Request to Participate

Questions 19:

19.1 What are the key performance indicators (KPIs) for ROMO-2

19.2 And how will they be measured against ROMO-1?

Answers 19:

19.1 An important element is the usability at a road operator level of the technology and information. In addition, the value case of these use cases is also scrutinized. This type of information will all be shared before the contracting phase.

19.2 See answer 19.1.

20. Topic: Request to Participate

Question 20:

Are there restrictions with regards to the technologies used in the proposed solutions?

Answer 20:

The selection criteria illustrate the preferred technologies and candidates. No technologies are excluded per se but can be unfavorable. This can have a variety of reasons such as non-scalable technologies (technologies that need a hardware component being installed for the sake of this project), technologies covered in other initiatives such as floating car data, etc. The applicable restrictions (other than mentioned in rule of conduct nr. 24) will be determined in phase 4.

21. Topic: Request to Participate

Question 21:

Are partnerships between data aggregators, solution partners, and data providers permitted under the ROMO-2 project framework?

Answer 21:

Yes, they are permitted. However, we are trying to involve competitors to collaborate in this field. IenW does not seek a preformed partnership and the potential matchmaking between Class 1, 2 and 3 will be done during phase 4.

22. Topic: Request to Participate

Question 22:

Are efforts previously conducted for other countries within the EES allowed to be reused as part of our ROMO-2 proposal?

Answer 22:

Yes. This is even encouraged as this a proven technology.

23. Topic: Request to Participate

Questions 23:

23.1 What are the guidelines or restrictions on collaboration between different entities involved in the project?

23.2 I.e. can we partner up with government parties or certain OEMs for example.

Answers 23:

23.1 Previous Answers already gave some clarity. There are no restrictions however some combinations will be unfavorable or too complex. For example with consortia or with contractors with sub-contractors that hinders a neutral approach (whilst a contractor is responsible for the maintenance of a certain trajectory).

23.2 Partnerships with government entities are not anticipated but not singled out either. The partnering with OEMs and others will be necessary for some candidates to be able to submit an eligible request to participate. However consider that an already existing combination provides more trust to lenW than a new erected consortium or contractor-subcontractor construct formed solely for the purpose of this project.

24. Topic: Request to Participate

Questions 24:

24.1 Are there restrictions based for participants/data suppliers based on country of registration (i.e. China)?

24.2 If so, what are the exclusion parameters?

Answers 24:

24.1 This is currently a political debate without an already set outcome hence we cannot give anymore clarity on this topic. The GDPR evidently gives some prerequisites for territories where data can be collected and stored on.

- 24.2 To be discusses during phase 4 of this tender (after the final selection of candidates).
Selected candidates shall, at all times, comply with the applicable laws in the Netherlands
(including specific exclusions like for instance trade with Russia).

25. Topic: Request to Participate

Question 25:

Is there a specific process for forming consortia or partnerships to submit a joint proposal?

Answer 25:

No that is up to candidates themselves.

26. Topic: Request to Participate

Questions 26:

- 26.1 How will intellectual property and data ownership issues be managed in collaborative efforts?
- 26.2 Especially on non-voluntary collaborative efforts.

Answers 26:

Questions 26.1 and 26.2 are topics that will be discusses during phase 4 of this tender (after the final selection of candidates).

27. Topic: Request to Participate

Question 27:

Are there any specific requirements for transparency and communication about how roles are divided in a consortium?

Answer 27:

The rules of engagement (including transparency on the compilation of a consortium) is a topic that will be discussed in great detailed during phase 4 of this tender.

28. Topic: Request to Participate

Question 28:

Can 3rd party data be used for data aggregators or service providers to demonstrate access to the data? What are the requirements/demands for usage of 3rd party data?

Answer 28:

Only if the data of such a party is (and shall remain) available to candidate at the moment of submitting the Request to participate.

29. Topic: Request to Participate

Question 29:

Can a partnership which is submitting add parties to the partnership at a later time to increase quality of use cases?

Answer 29:

Yes, provided that the candidate that is awarded a contract remains fully responsible and liable for the development and delivery of its tender. See also answer 55.

30. Topic: Request to Participate

Question 30:

Can budget be added at a later stage to a team/partnership or selected party if they can indicate they can improve the quality of use-cases at a later stage in the project?

Answer 30:

This is a topic that will be discusses during phase 4 of this tender (after the final selection of candidates).

31. Topic: Regarding requirement 1c for class 3 (page 9)

Question 31:

Could you clarify what you mean by 'existing infrastructure'?

Answer 31:

Existing infrastructure refers to existing technology used by candidate to process vehicle data and distribute the processed vehicle data to third parties. We expect Class 3 parties to put forward proven technology.

32. Topic: Tender awarding

Question 32:

Is there a cap on the number of (partial) Use Cases that 1 company can be awarded?

Answer 32:

This is not foreseen at this time but might be included during phases 3 or 4 if deemed necessary by NDW. For instance to avoid too much dependency on one specific candidate.

33. Topic: Key Personnel Availability

Question 33:

One of our key personnel will be on leave during the tender phase (January-March), meaning they may not be available for live meetings during this period. However, they will be fully available during the execution phase. We understand that “These team members are expected to actively participate in the process, including bilateral meetings, discussions on technology development, delivery, finance, risk management, and legal topics.” We assume that this does not preclude us from assigning this key person to the project, as they will be fully engaged during the execution phase. Is that correct?

Answer 33:

That is correct as long as a adequate stand-in will be attending the bilateral meetings.

34. Topic: Pricing

Question 34:

Will there be a bid on the different lots or is the budget pre-defined already?

Answer 34:

These (two) questions will be discusses during phase 4 of this tender once the scope of the use cases is clear.

35. Topic: ESPD

Question 35:

For the online ESPD, is it okay to digitally sign the downloaded version?

Answer 35:

Yes.

36. Topic: ESPD

Question 36:

In the online ESPD, what is the section 5 about "Limitation of the number of qualified candidates" we do not fully understand what the question is about. Can you clarify what the question is about and what kind of evidence/statements that are needed.

Answer 36:

Section 5 only applies to candidates that want to submit a Request to participate for class 3. Section 5 does not apply to Classes 1 and 2.

37. Topic: Use case 1.3

Questions 37:

37.1 What do you mean with use-case 1.3 "height difference longitudinal direction II"?

37.2 Can you give some examples or clarification?

Answers:

37.1 The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4. The purpose of use case 1.3 is to gain insight into locations where there is a short range deviation of the pavement surface geometry from its original geometry (such as bumps), other than disintegration of an asphalt road surface (such as raveling or potholes; use case 1.1). Generally, distortions result from settlement, slope failure, joint failure, volume changes due to moisture changes and volume changes due to frost and heat.

37.2 See answer 37.2.

38. Topic: Pricing

Question 38:

If a candidate wins class 1, 2 and 3, is the pricing separate for each of the classes or is the price only for class 3?

Answer 38:

The financial model(s) for each of the use cases is determined during phase 4 of this tender.

39. Topic: 9.2 Collaboration form

Questions 39:

- 39.1 Can you please explain the setup of the different classes in relation to the setups of consortium and collaborations entering into Romo 2.0.
- 39.2 Are you looking into dependency for any actor at any class just deliver to "the next class". Or are you looking for more full service where a Class 3 service is provided.

Answers 39:

- 39.1 Our aim in working with these classes is twofold: first, to avoid disregarding substantial fleets simply because they are not yet service providers for these government use cases; and secondly, to ensure we do not exclude service providers who offer valuable use cases but have a limited fleet. By engaging in the tender with all classes, we seek to determine if a suitable match can be made.
- 39.2 During the tender phase, there is no predetermined relationship structure between the classes. It is evident that we remain open to a Class 3 entity also utilizing information from Class 1 and Class 2, for example, through a licensing arrangement. For certain use cases, we envisage that the function currently described as Class 3 may primarily be undertaken by a public authority such as NDW and/or Rijkswaterstaat. At this stage, these are merely ideas that we wish to affirm, amend, or reject during phase 4 with selected candidates.

40. Topic: ESPD

Question 40:

Is there any English equivalent of the UEA that can be used for non-Dutch entities?

Answer 40:

A Dutch version (in MS Word) was already made available in TenderNed for candidates that need to make a (machine) translation to understand the Dutch UEA (which is basically the standard ESPD). The standard English version of the ESPD is slightly different from the Dutch UEA and therefore not included in TenderNed.

41. Topic: 5.3 A - Reference

Questions 41:

"the statement that the referent is entitled to provide a reference on behalf of the organization concerned"

- 41.1 What kind of statement is required here?
- 41.2 Do we need some kind of power of attorney signing.

Answers 41:

- 41.1 It is a statement made by the person signing the reference that he/she is entitled to do so.
- 41.2 There is no power of attorney signing necessary.

42. Topic: 3.3 Use cases for safety

Questions 42:

- 42.1 What does 3.3 “accidents and stationary vehicles.” mean?
- 42.2 Can you give some examples?

Answers 42:

- 42.1 The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4. The purpose of use case 3.3 is to detect stationary vehicles to check whether incident management is required. Accident locations provide insight into unsafe locations.
- 42.2 See answer 42.1.

43. Topic: Budgeting

Questions 43:

- 43.1 How will the 10 million budget be distributed among the contractors?
- 43.2 Is there, for instance, a specific allocation per use case?
- 43.3 If so, how much budget is allocated to each use case?

Answers 43:

The answers to all three (3) questions are determined during phase 4 of this tender.

44. Topic: 5.3 A - Reference

Question 44:

As a reference case, is it possible to use 100% state-owned limited liability companies for references, when the governmental instance does not work with the roads themselves?

Answer 44:

Yes.

45. Topic: Use case 1.1

Question 45:

Can you give some examples of disintegration of an asphalt road surface?

Answer 45:

The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates. With the disintegration of an asphalt road surface we encompass all things related to cracks, potholes, rutting etc.

46. Topic: Classes

Question 46:

If a provider is class 1,2 and 3 but only wins class 3 and not 1 or 2, is the provider still allowed to use its own data sources?

Answer 46:

Yes, at the bare minimum.

47. Topic: Pricing

Question 47:

If a provider is class 1,2 and 3 but only wins class 3 and not 1 or 2, how should the pricing be done?

Answer 47:

The financial model(s) for each of the use cases is determined during phase 4 of this tender.

48. Topic: Annex 1

Question 48:

Do we submit separate application for each of the classes 1,2 and 3 i.e. if we want to provide class 1, 2, and 3 we need to send in three separate classes?

Answer 48:

Yes, if candidate wants to qualify for all three (3) classes it shall submit three (3) Annexes 1.

49. Topic: Annex 1

Question 49:

How do we apply for class 1,2 and 3 when it says fill in 1,2 or 3?

Answer 49:

See answer 48. Candidate needs to submit Annex 1 for each and every class it would like to participate.

50. Topic: Class 1 promotion to Class 2

Question 50:

As class 1 provider some aggregation is required to ensure data quality and compile to anonymous requirements. Does that automatically “promote” you to a class 2 provider?

Answer 50:

No. The term aggregator refers to an entity that has multiple data sources (e.g. several OEM brands).

51. Topic: Class 3 delivery

Question 51:

For class 3, do you want the use-cases implemented at the end-client (300+ road operators) or provided as a online-service for them to use?

Answer 51:

This is highly depended on the use case. For weather management there is a one stop shop for the Netherlands whilst for other use cases it may vary. At this stage, our aim is solely to facilitate your ability to submit a request to participate. While we appreciate your interest, the level of detail in your question exceeds what is necessary for this phase. This matter will be thoroughly addressed during phase 4 of this tender.

52. **Topic:** collaboration and responsibilities

Questions 52:

52.1 If option 2 is applied and a collaborative approach is made, is it possible to collaborate on a subset of the total applications made?

52.2 If vendor A provides Class 1,2 and 3 for use-case X- Vendor B provides support in Class 3 only for use-case X- Is that possible or does Vendor B automatically become responsible also for Class 1 and 2 in use-case X?

Answers 52:

- 52.1 Yes.
- 52.2 Yes, that is possible. In your example, Vendor B can provide support in Class 3 only for use-case X without automatically becoming responsible for Classes 1 and 2 in that use case. However, Vendor B is required to have access to its own uniquely sourced probe vehicle data to deliver the pledged use case(s).

53. Topic: Use case 2.4

Questions 53:

- 53.1 Use case 2.4, are you thinking of a real-time solution where the vehicles reports continuously (every x minute or so)?
- 53.2 Or is it also possible to identify the areas that suffer from declining visibility in certain weather conditions, based on historical data?

Answers:

- 53.1 The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4. Use case 2.4 is aimed to support the winter management teams at Rijkswaterstaat and aid them with real-time information for their operational processes. Whether this is also possible with historical data can be discussed in the dialogue phase. At this stage, our aim is solely to assess the ability of a candidate to submit a request to participate. While we appreciate your interest, the level of detail in your question exceeds what is necessary for this phase. This matter will be thoroughly addressed during phase 4.
- 53.2 See answer 53.1.

54. Topic: Request to participate process

Question 54:

Where is the "draft NDA" that is mentioned in the tender?

Answer 54:

The draft NDA has been made available on TenderNed.

55. Topic: Request to participate process

Question 55:

What kind of proof shall be given to formalise the relationship contractor/sub-contractor or consortium?

Answer 55:

See paragraph 9 rule of conduct 2. There is no proof (like signed contracts) necessary at this stage. Please be aware of the fact that candidate is not allowed to modify the consortium after submitting the request to participate. The same applies when it comes to the relationship contractor/sub-contractor if candidate has qualified as a consequence of relying on the capacity, knowledge, infrastructure, number of vehicles or any other qualification requirement in this tender of such a subcontractor.

56. Topic: Use case 1.3

Question 56:

Height difference longitudinal direction II: Is it related to the road longitudinal evenness (e.g. presence of a pothole)? Can you specify?

Answer 56:

The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4.

The purpose of use case 1.3 is to gain insight into locations where there is a short range deviation of the pavement surface geometry from its original geometry (such as bumps), other than disintegration of an asphalt road surface (such as raveling or potholes; use case 1.1). Generally, distortions result from settlement, slope failure, joint failure, volume changes due to moisture changes and volume changes due to frost and heat.

57. Topic: Definition of vehicle data

Question 57:

What does mean "unique probe vehicle data"?

Answer 57:

The wording in RTP-document have been modified (limited) to "probe vehicle data" only. The modifications are marked yellow.

58. Topic: Definition of vehicle data

Question: Can you clarify the need to come with data in Class 3? Are data coming from existing telematics boxes allowed instead of OEM data?

Answer 58:

Under class 3, that is allowed.

59. Topic: EF 16 Aankondiging aanbesteding, 5.1.3 en 5.1.5; Request to participate chapter 4/phase 3

Question 59:

From the announcement of the assignment we get that the total budget is 10 million euros. From the Request to Participate we understand that you expect to select 64 contributing companies in total. Is that correct, and if so, is our estimate correct that there will be an average budget of 150k euro per contributing company available, for a total of 4 years?

Answer 59:

The estimate is incorrect. The expected outcome of this tender procedure is less than 64 contracts (value of the individual contracts varies depending on the to be delivered added value to ROMO2).

60. Topic: Request to participate chapter 4/phase 3

Question 60:

The amount of 64 candidates to pass the final selection phase, is this an upper limit or is this the amount of candidates you expect to select?

Answer 60:

This is the upper limit. NDW anticipates that the total number of contracts awarded will be less.

61. Topic: Request to participate 5.3

Questions 61:

61.1 If a company or consortium would bid for class 3 (service provider), how is the company expected to acquire their data?

61.2 Will they have access to data provided by class 1 and class 2 providers?

Answers 61:

61.1 That is up to the company's own discretion. We exclude entities that have a desire and ambition to deliver these use cases but are solely dependent on this ROMO2 tender, via class 1 and class 2, to be able to deliver these.

61.2 That is likely however not a given pending on the discussion during Phase 4. Hence we want Class 3 parties to be able to deliver the use case by themselves.

62. Topic: Request to participate chapter 4/phase 3

Question 62:

After the final phase, is each of the candidates guaranteed to be assigned a use case including budget?

Answer 62:

No, phase 4 serves to determine the actual scope of each and every use case. During phase 5 selected candidates need to compete for the contracts.

63. Topic: Request to participate 5.3

Question 63:

How will NDW ensure that there is a level playing field between (a) companies / consortia bidding for all three classes or classe 2 and 3, and thus have direct access to data, and (b) companies only bidding for classe 3 (service provider)?

Answer 63:

Level-playing field is only relevant for selected the participants within a class.

64. Topic: Request to participate

Question 64:

Should we submit the proposal in English or Dutch?

Answer 64:

Candidate shall submit a Request to Participate in the English language (Rules of conduct number 8).

65. Topic: Service Provider

Question 65:

If we as an OEM would like to be qualified as Service Provider, is it enough for us to only process vehicle data from our own customer fleets, but not from any other OEM?

Answer 65:

Yes.

66. Topic: Assignments and use cases (related to Chapter 9)

Questions:

- 66.1 Will one development assignment be awarded to only one contractor or more than one?
- 66.2 Will one delivery assignment be awarded to only one contractor or more than one?
- 66.3 Could you please show an example of potential development assignment as well as delivery assignment?
- 66.4 What is the relationship between use case and assignment?
- 66.5 How many development assignments will be published in total?
- 66.6 At least one assignment for one use case?

Answers 66:

All of these six (6) questions are topics that will be discussed during phase 4 of this tender (premature in this phase of the tender process).

67. Topic: Binding for the 4-year project of ROMO2

Question 67:

You mention that ROMO2 is a 4-year project. Do we understand it correctly that participants don't have to be bound for the whole 4-year phase in ROMO 2? In other words, will participants be bound, only if they win development/delivery assignments in phase 5?

Answer 67:

Yes, that is correct. However some use cases and/or awarded contracts might be shorter than 4 years.

68. Topic: Financing development and innovation work

Questions 68:

- 68.1 Will NDW support development and innovation work of contractors financially, by means of budget to be allocated to individual development assignments?
- 68.2 Or do contractors have to finance themselves during development and innovation phase?

Answers 68:

- 68.1 The remuneration of candidates by NDW (for a contract awarded) should cover the development of the use cases.
- 68.2 It is expected that candidates invest themselves as well.

69. Topic: Budget allocation of ROMO2

Questions 69:

- 69.1 How will the budget (€10mn) of ROMO2 be distributed for contractors of class 1, 2 and 3? Equally? Or e.g. 50% for class 1 and 2, as well as 50% for class ? Or something else?
- 69.2 How will the budget (€10mn) of ROMO2 be distributed for the 12 use cases? Equally? Or something else?
- 69.3 How will the budget of ROMO2 be distributed for development and delivery assignments? 50% for development assignments and 50% for delivery assignments? Or something else?

Answers 69:

These three (3) questions are topics that will be discussed during phase 4 of this tender.

70. Topic: Related to Chapter 5.3 and Service Providers

Questions 70:

- 70.1 "The ability to deliver the pledged use case(s) based on unique probe vehicle data already available to candidate only at the time of submitting a Request to Participate". What does it mean concretely?
- 70.2 Could it be enough to be qualified as Service Provider, if a participant has already done some development work for one given use case, but can't offer a released product yet, before submitting a Request to Participate?

Answers 70:

- 70.1 It means candidates will be excluded that have a desire and ambition to deliver these use cases but are solely depending on this ROMO2 tender, via class 1 and class 2, to be able to deliver these use cases.
- 70.2 Yes, that is allowed.

71. Topic: Class 3: Service Provider

Questions 71:

We are an OEM.

- 71.1 Can we act as Data Holders and Service Providers at the same time?
- 71.2 If we play the role as Service Provider, is it enough that we only process data from ourselves? One OEM as Service Provider may face big challenges (e.g. data protection, legal, etc.) to process data from any other OEMs.
- 71.3 If we are only qualified as Data Holders, do we still have a chance to apply for possible development assignment related to use cases?

Answers:

71.1 Yes.

71.2 Yes.

71.3 You may apply for these use cases simultaneously. Co-development assignments are anticipated to be suitable only within the Class 3 group.

72. Topic: English version of ESPD

Question 72:

Until now, a Dutch version of ESPD can be found in TenderNed for ROMO2. Could you please provide an English version for foreign companies?

Answer 72:

See answer 40.

73. Topic: Vehicle data

Question 73:

What is your definition of ' vehicle data '?

Answer 73:

Our definition mainly refers to the comprehensive information collected from modern day vehicles (probe vehicle data). This definition excludes floating car data, which is governed by a different initiative, primarily used for real-time traffic monitoring and congestion analysis.

74. Topic: Service provider

Questions 74:

74.1 To whom does a service provider (class 3) offer its service?

74.2 Can also parties other than NDW be served directly?

Answers 74:

74.1 That depends on the use cases and has the variation of NDW, directly fed towards road operator or perhaps a class 3 entity. While we appreciate your interest, the level of detail in your question exceeds what is necessary for this phase. This matter will be thoroughly addressed during phase 4 of this tender.

74.2 See answer 74.1.

75. Topic: Conditions

Question 75:

Under what conditions need services with respect to the use cases be provided?

Answer 75:

The scope and requirements of the use cases will be determined in phase 4 as well as the applicable conditions thereto.

76. Topic: Page 3, Prologue

Questions 76:

- 76.1 Is the objective of ROMO-2 solely focused on improving existing or currently daily operational processes;
- 76.2 Or does it also aim to develop new road operator services and processes that contribute to the road operator's broader goals and objectives?

Answers 76:

- 76.1 The primary aim is to enhance existing operations.
- 76.2 In addition to the previous question: whilst remaining receptive to use cases and/or information that may positively influence the services we provide to road users.

77. Topic: Page 8, Pre-selection process of class 3 (service providers).

Questions 77:

"(...)the ability to deliver the pledged use case(s) based on unique probe vehicle data already available to candidate only at the time of submitting a Request to Participate,(...)"

- 77.1 What exactly constitutes "unique probe vehicle data"?
- 77.2 Does "unique" refer to data that is exclusive to the candidate?
- 77.3 Or does it imply a particular method of data collection, quality, format, or level of granularity that makes it distinct?

Answers 77:

For the answers to these three (3) questions please refer to answer 57.

78. Topic: Page 8, Pre-selection process of class 3 (service providers)

Questions 78:

- 78.1 What types of vehicle data are considered as "probe vehicle data"?

QUESTIONS AND ANSWERS TO RTP- TN-488577 OF OCTOBER 17, 2024

78.2 Does this include GPS data, sensor data, or other telematics from vehicles?

78.3 Or does also include data collected by connected devices inside the vehicle?

Answers 78:

Please see answer 73.

79. Topic: Page 9 Pre-selection process of class 3 (service providers)

Questions 79:

79.1 What exactly is meant by "combining various sources of vehicle data"?

79.2 Does this refer to different types of data from the same vehicle(s),;

79.3 Or does it involve combining data from different sources, such as specific individual sensors or multiple vehicle fleets?

Answers 79:

79.1 Combining various sources of data means that the service providers has to combines different datasets and/or multiple data sources.

79.2 See 79.1.

79.3 See 79.1.

80. Topic: Page 17 Remuneration Phase 4 and Phase 5

Questions 80:

80.1 What is considered "the effort" in Phase 4?

80.2 Could you provide a estimation of the effort and duration of the Phase 4 period?

Answers 80:

80.1 The effort to participate in Phase 4 is:

- a. preparing and attending bilateral meetings;
- b. follow-up of these meetings (for instance providing requested information.

80.2 At this time we estimated 2 working days for Phase 2 for every candidate.

81. Topic: Page 17 Remuneration Phase 4 and Phase 5

Questions 81:

81.1 Could you provide your current indicative budget(s) per use case for the contracts in Phase 5?

QUESTIONS AND ANSWERS TO RTP- TN-488577 OF OCTOBER 17, 2024

81.2 And what is the expected business model for implementing the proven and successful use cases at the end of Phase 5?

Answers 81:

These two (2) questions are topics that will be discussed during phase 4 of this tender.

82. Topic: Magic Master Quadrant

Question 82:

When will NDW - provide us with the criteria for Master Magic Quadrant

Answer 82:

The RTP was already modified on this topic on October 10, 2024. The question is therefore no longer relevant. "The requirements on the position paper as well as the applicable evaluation methodology thereto are currently being drafted. They will be made available on Monday November 4, 2024 (prior to the deadline of Monday, November 25, 2024 of the request to submit the position paper(s)." Submission deadline for the position papers is December 6, 2024.

83. Topic: Class III

Question 83:

Class III states a number of requirements and is the LAST condition - a necessary requirement to a Class III company: d) recent (2022-2024) experience in working with road operators in Europe;

Answer 83:

The limitation to Europe has been replaced in the RTP by a road operator in a country that participates in the General Procurement Agreement of the WTO (marked yellow). If there are non-EU references that cover the same domain (vehicle data for road operators) from a member country to the GPA then there are admissible.

84. Topic: Annex I

Questions 84:

The use cases listed in Annex I:

- 84.1 [1.1] Disintegration of an asphalt road surface. What do you mean by disintegration - cracks, skags, potholes?
- 84.2 [1.4] Road markings for asset management. How do we define road-markings - lane markings, pedestrian crossings? anything else

QUESTIONS AND ANSWERS TO RTP- TN-488577 OF OCTOBER 17, 2024

- 84.3 [1.5] Fuel consumption/energy consumption related to the road surface/conditions. Does this imply consumption tied to "road surface conditions ONLY and other road conditions

Answers 84:

- 84.1 The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4. With the disintegration of an asphalt road surface we encompass all things related to cracks, potholes, rutting etc.
- 84.2 In the use case we want to look at all types of road markings: such as lane markings, stop lines and pedestrian crossings. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates. In phase 4.
- 84.3 The purpose of use case 3.3 is to see what influence the type of road surface (rolling resistance) and/or the road conditions (such as IRI values) have on energy/fuel consumption. This provides opportunities to develop low rolling resistance road surfaces to lower CO2 emissions by cars.

85. Topic: Answer Selection Criteria

Question 85:

Do we fill out Annex 1 - as submission to Answer Selection Criteria as part of the registration /enrollment.

Answer 85:

Yes.

86. Topic: Associated question to chapter 9.2

Questions 86:

- 86.1 Which roles do you expected to be filled in for the project team that works out use cases and, in case of a registration in a consortium?
- 86.2 Do you expect all parties to partake in the use case project team?

Answers 86:

- 86.1 The composition of the project team is entirely at your discretion. You are required to present a capable team to execute the use cases, with no specific roles or positions mandated. In the case of a consortium, it is likewise your decision which parties participate in the use case project team. There is no obligation for all consortium members to be actively involved; you should structure the team as you deem appropriate to meet the project's objectives.

QUESTIONS AND ANSWERS TO RTP- TN-488577 OF OCTOBER 17, 2024

- 86.2 Yes but limited to all selected candidates that intend to deliver such a use case (and representatives of IenW and NDW).

87. Topic: Associated question to chapter 9.20 and 9.21

Question 87:

What is the financial payment structure that you plan to use and how is this associated to the project durations?

Answer 87:

The financial model(s) and payment structure for each of the use cases is determined during phase 4 of this tender.

88. Topic: Developing the product

Questions 88:

- 88.1 In case of developing a product as a service provider, when does the solution needs to be live?
- 88.2 Does it need to be live at the starting date of the contract or do we have 48 months to develop the product.

Answers 88:

- 88.1 To be determined in phase 4 of this tender.
- 88.2 See answer 88.1

89. Topic: Request to Participate - use cases

Questions 89:

Page 5 of the Request to Participate lists a number of use cases.

- 89.1 We would appreciate a short description of each use case for better understanding; could that be provided?
- 89.2 Two questions about specific use cases:
- a) The use case 1.3 'height difference longitudinal direction II' is unclear to us. Could you explain what height difference you mean, and provide some examples?
 - b) What is the exact difference between the use cases 1.4 'road markings for asset management' and 3.2 'road markings for safety purposes'?

Answers 89:

89.1 The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4.

89.2 The purpose of use case 1.3 is to gain insight into locations where there is a short range deviation of the pavement surface geometry from its original geometry (such as bumps), other than disintegration of an asphalt road surface (such as raveling or potholes; use case 1.1). Generally, distortions result from settlement, slope failure, joint failure, volume changes due to moisture changes and volume changes due to frost and heat.

Use case 1.4 'road markings for asset management' is about the condition of the road marking: is it still sufficiently visible or (too) worn. Use case 3.2 'road markings for safety purposes' is related to the use of Lane Keeping Systems (LKS): at which locations is the road marking unclear or insufficiently visible, causing the LKS to not work properly.

90. Topic: suitability requirements for The pre-selection process of class 3 in phase 2

Question 90:

We have developed an app that turns smartphone into data collection tool and drivers use this app to collect data from road. Based on the Applicable rule: install new (aftermarket) products in vehicles to collect vehicle data is not acceptable. So, we cannot contribute in class 1 and 2 as a data holder and aggregator. But we receive data that is completely similar with vehicle generated data. We have extensive experience in road marking analysis and collaborate with Rijkswaterstaat over last three years and we can contribute in three use cases related to road markings:

1.4 road markings for asset management;

2.4 decline in visibility of existing road markings.

3.2 road markings for safety purposes;

You mentioned in the document that:

The applicable suitability requirements are:

1. Candidate shall demonstrate in its Request to Participate that it has:

a) the ability to deliver the pledged use case(s) based on unique probe vehicle data already available to candidate only at the time of submitting a Request to Participate, AND ;

b) recent (2022-2024) experience in:

1. combining various sources of vehicle data, AND;

2. enhancing the quality of these vehicle datasets, AND;

c) an - as of today - existing infrastructure (by itself or procured with a subcontractor) to

process vehicle data and distribute the processed vehicle data to third parties, AND;

d) recent (2022-2024) experience in working with road operators in Europe.

We had all these conditions but based on the smartphone data installed in cars. As a service provider the video data is the same. Can we apply as a service provider while using our own collected data?

Answer 90:

Yes, you are eligible to apply as Class 3, not Class 1 or 2 (if you can meet the criteria thereto).

91. Topic: Vehicle Data in context of the ROMO-2 tender

Questions 91:

91.1 In the Request for Participation document, you talk about "Vehicle Data". Do you only mean Probe Vehicle Data sourced directly from sensors and systems built into the vehicle?

91.2 Can this also be GPS data from smartphone applications (such as Flitsmeister) which make the vehicle "Connected?"

91.3 Can you explain this further?

Answers 91:

91.1. Yes.

91.2. No. Floating car data is governed by a different initiative and excluded in this tender.

91.3. See answer 73.

92. Topic: Class 1 requirements

Question 92:

We currently supply real-time traffic information to OEMs. Is this sufficient to classify as a class 1 party?

Answer 92:

No, in this context, we refer to a supplier as a Tier 1 supplier who provides independent parts in the automotive sector—such as tires, car seats, brakes, and so on—not an information or data supplier.

93. Topic: Service Provider (Class 3)

Questions 93:

93.1 Can you further clarify the concept of Service Provider (class 3)?

93.2 What exactly do you mean by a service provider in the context of ROMO-2?

Answer:

- 93.1 An entity with the existing ability to deliver one or more said use cases to our road operators.
- 93.2 See answer 93.1.

94. Topic: Participation together with a subcontractor

Questions 94:

- 94.1 If a candidate cannot independently comply with class 1 and/or 2, is it permitted to submit a joint registration with a party that can?
- 94.2 for example an automotive party?
- 94.3 This is in case the automotive party does not want to register as main contractor for the ROMO-2 tender, but does want to register as a subcontractor to us.
- 94.4 Can you explain this further?

Answers 94:

The answers to all these four (4) question can be found in Rule of conduct number 2 (paragraph 9 of the RTP-document).

95. Topic: procedure aanmelding

Question 95 (in Dutch):

In de planning staat dat we ons kunnen aanmelden tot en met 9 oktober. In de bijgevoegde aankondiging kunnen we daar geen informatie over vinden. Kunt u ons de procedure toelichten?

Answer 95:

Please review paragraph 6 of the RTP-document (applicable planning).

96. Topic: document Request to Participate

Question 96 (in Dutch):

In uw aankondiging van een opdracht verwijst u enkele keren naar een inhoudelijk tenderdocument: 'As listed in the tender document Request to Participate.' Dit document is (voor ons) niet beschikbaar, zou u het beschikbaar willen maken?

Answer 96:

The tender documents have been updated so the question is no longer relevant. There is a separate document for each class. Please study paragraph 9 rule of conduct 1.

97. Topic: Use Case 3.1

Question 97:

For Use Case 3.1 (Safety Hotspots) – can this be defined in more detail?

Answer 97:

The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4.

The purpose of use case 3.1 is to gain insight into locations where there is a high chance of accidents. In our opinion, these locations could be determined by detecting near misses where the car has intervened or warned or the driver has braked hard; but we would like to hear the specific interpretation of this from the market parties.

98. Topic: Use Case 1.3

Question 98:

For Use Case 1.3 (Height difference longitudinal direction) – can this be defined in more detail?

Answer 98:

The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4.

The purpose of use case 1.3 is to gain insight into locations where there is a short range deviation of the pavement surface geometry from its original geometry (such as bumps), other than disintegration of an asphalt road surface (such as raveling or potholes; use case 1.1). Generally, distortions result from settlement, slope failure, joint failure, volume changes due to moisture changes and volume changes due to frost and heat.

99. Topic: Criterion 5.2

Question 99:

Criterion 5.2 says that class 2 suppliers (aggregators) must have access to vehicle data of at least 10.000 connected vehicles registered in the Netherlands. is it necessary that the data is delivered from a class 1 - approved entity?

Answer 99:

No.

100. Topic: Criterion 5.3

Question:

Criterion 5.3 states that class 3 (service providers) need to have an – as of today - existing infrastructure (by itself or procured with a subcontractor) to process vehicle data and distribute the processed vehicle data to third parties. Does this vehicle data have the same definition as for class 1 and 2 (ie from 10,000 vehicles in the Netherlands)?

Answer 100:

The minimum vehicle volume requirement of 10,000 vehicles does not apply to Class 3. It is anticipated that, under certain license agreements with Class 1 and Class 2, NDW might facilitate Class 3 with additional input (depending on the outcome of this tender process). Given that Class 1 and Class 2 do not provide services of immediate value to road operators, NDW seeks to engage with parties possessing large vehicle volumes only.

101. Topic: Coverage

Questions:

101.1 The Use Cases do not define coverage requirements or frequency of updates. How does this relate to the requirement for 10,000 vehicles?

101.2 Why have you chosen 10,000 vehicles?

Answers 101:

101.1. We aim to give service providers the opportunity to elaborate on the criteria you mentioned, as well as a few additional ones, in their position papers (and the input to be used in phase 4)

101.2. The requirement of 10,000 vehicles was established during the market consultation and is based on experiences from ROMO1 and related initiatives.

102. Topic: out of scope ROMO2-assignment(s)

Question 102:

There is mention of a future *traffic sign detection tendering procedure*. When will this be?

Answer 102:

NDW intends to publish said tender at the end of this year (2024).

103. Topic: SME-participations in relation to existing coverage

Question 103:

It is mentioned that there is a wish to select candidates of different sizes (capable to work at national level and SMEs). But the requirements (especially for 10,000 vehicles) make it very hard for small (and medium) sized companies to comply. What is your thinking here?

Answer 103:

Based on our past experience it is anticipated that SME's will be able to participate.

104. Topic: ESPD language

Question 104:

I was wondering if you would be providing an English version of the ESPD? Or is it Deutsch only?

Answer 104:

See answer 40.

105. Topic: Providing data

Questions 105:

Class 3 - point 5 (page 15) " the ability to deliver the probe vehicle data should be already available only at the time of submitting a Request to Participate."

105.1 Does a class 3 candidate have to provide data at all?

105.2 This implies we can use a different data set for the next phases, is this correct?

Answers 105:

Answer to questions 105.1 and 105.2: the wording in the tender documents has been altered to better express the applicable requirements.

106. Topic: Use case

Questions 106:

106.1 What is meant by a use case for this tender? The descriptions of the use cases currently envisioned (page 5) seem to be procedures to deliver information on a specific topic, but they do not describe a service or explain a purpose.

106.2 Does NDW expect the applicants to elaborate on these?

Answers 106:

- 106.1 The current description of these use cases is at a high-level. The accurate scoping of these use cases as well as the requirements on development and fulfillment will be done during in-depth conversations with selected candidates in phase 4. The purpose is to aid road operators in their operational tasks.
- 106.2 The requirements on the position paper will be disseminated shortly.

107. Topic: Phase 5

Questions 107:

- 107.1 What kind of assignment can we expect as a result from the tender in phase 5?
- 107.2 Will these be based on the input from the applicants?
- 107.3 If so, can our ideas be used by NDW, if we do not participate in the final phases/tender?

Answers 107:

- 107.1 To be discussed during Phase 4.
- 107.2 Yes and input from road operators, NDW and IenW.
- 107.3 Yes, unless it is clear that this would violate the intellectual property rights of candidate.

108. Topic: Teams

Questions 108:

- 108.1 C (page 11). What is meant by a spirit team?
- 108.2 Does NDW have a maximum size in mind for the teams?
- 108.3 How will the teams be utilized in the next phases, can teams be split to work with team members of other companies?

Answers 108:

- 108.1 It refers to a team that is creative and brings new ideas (innovative), is eager and enthusiastic about their work (motivated), and believes in working together closely (collaboration-driven).
- 108.2 No.
- 108.3 There will be no collaboration during the phases of the tender between participants. The degree to collaboration will be discussed and decided with all participants during phase 4 and results in an agreement before tenders can be submitted.

109. Topic: Request to Participate

Question 109:

Which team [confidential and therefor deleted] was involved with ROMO1?

Answer 109:

The requested information is confidential.

110. Topic: Request to Participate

Question 110:

Given that Q&A has been pushed back by a week – how does this affect further timelines?

Answer 110:

It does not. There are sufficient days available after this Q&A is published. The efforts to submit a Request to Participate are very basic.

111. Topic: Inschrijving

Question 111:

Do we have to necessarily have sheltered employment in order to be eligible to attend the tender?

We do have sheltered employment of course at [...], reporting and exact percentage values as requested in the tender portal however are a bit hard to get... Maybe its the easiest we say "no", of course only if we do not run the risk of being excluded from the process.

Answer 111:

There is no requirement towards the need to have sheltered employment in this tender. It is unclear to us where in TenderNed such a question arises. The advice is to respond with a NO.

End of Q&A