

No	Paragraph/ Subject	Question	Answer
1	Title page / publication language market consultation	The market consultation document was published in English, together with a Dutch translation. Can you explain why you opted for publication in English with the English language version as the leading document? Furthermore, it is not feasible for tenderers to check whether there are discrepancies between both language versions. We therefore request you to confirm that relying exclusively on the Dutch language version cannot lead to any disadvantage for the tenderer. Can you confirm this?	This announcement is forwarded to the platform for EU tenders, TED (tenders electronic daily), via the tendering platform TenderNed. TED only accepts one language in the announcement. Since we also want to involve non-Dutch parties in the market consultation, TenderNed has advised us to publish the English version. We confirm that there are no discrepancies between the Dutch and English versions of the documents. We can also confirm that relying exclusively on the Dutch language version does not lead to any disadvantage (or advantage) for a market party in the later tender procedure. We would like to point out that the tender procedure itself has yet to start. For this reason, we refer to participants in the market consultation as "participants" instead of "tenderers".
2	2.2/Schedule	Given the public holidays, the associated already planned leaves and the importance of careful coordination within our organization, we would like to see the deadline for completing the market consultation postponed from January 17 to January 31, 2024. Can you agree to this?	We agree: the deadline for completing the questionnaire is postponed to January 31, 2024.
3	2.2/Date explanatory meetings	In paragraph 2.2 you state: "I&W is keeping the option open to invite parties following the submission of the MIDs to provide additional information about their answers." Do you intend to organize an explanatory meeting with all interested parties participating in the market consultation? Collectively or separately? See also the questions asked about confidentiality.	We intend to organize explanatory meetings with some of the interested parties. We will determine which parties these are based on the completed questionnaires. The meetings will be held separately with individual parties and not collectively.

4	2.2.1/End of procedure	You state that the answers to the questions asked will be included in an anonymized market consultation report. However, by displaying the answers, it can be very clear who the answer comes from. Can you confirm that you will describe the answers bundled per question (and therefore not publish the exact answers of the participants) and in such a way that the answers cannot be traced back to a party?	Yes, we confirm that we will not include exact answers from participants in the market consultation report. In the market consultation report, we summarise the information from the answers and subsequent discussions. We nevertheless ask you to take the utmost care when answering the questions so that the answers cannot be traced back to you directly.
5	2.2.1/End of procedure	Will the information from any explanatory meetings also be included in an anonymised market consultation report (or does this only concern the answers to the formal questions asked?) Please provide an explanation.	The market consultation will be partly based on the information obtained during the explanatory meetings. See also our answer to question 4.

6	2.3 & 2.4/ Confidentiality and other conditions	In paragraph 2.3 you state: "I&W will handle all input from participating market parties confidentially. I&W will only reveal this information to staff and advisers who are directly involved in the market consultation or the tender, unless I&W is legally bound to make this information more widely known." You then state in paragraph 2.4: "In order to ensure that participants in the market consultation are not placed in a privileged position, I&W will publish the results of the market consultation in the tender documents. In addition, the information shared by I&W during the market consultation will also be included in the tender documents." These two phrases seem to be at odds with each other: where confidentiality seems to be guaranteed in paragraph 2.3, publication appears to be the norm in paragraph 2.4. It is very important to us to know under what degree of confidentiality the requested information can be provided in the market consultation. Can you clarify the guarantees and conditions that you can give regarding keeping the information obtained in the market consultation confidential? For the record, we would like to point out that you are not obliged to create/share a consultation report with market consultation participants or otherwise. We recommend that you refrain from sharing a market consultation report and use it only for internal purposes or provide feedback to the market on broad outlines only.	We do not share your view that the information in paragraph 2.3 would be at odds with the information in paragraph 2.4. In our answer to question 4, we indicated which information will be included in the market consultation report. In paragraph 2.4, it was indicated that in addition to the market consultation report, data that we ourselves provide to participants in the market consultation will also form part of the tender documents. Oral and written information provided by participants will not form part of the tender documents, but will form the basis for the market consultation report. See also our answer to question 4.
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7	B. Term and commencement date of transport concessions	"In view of the considerable investments and development required to replace the existing fleet (partially and/or in phases), a concession term of 15 years is preferred. However, for the Eastern Wadden Ferries transport concession in particular, some uncertainties remain, such as the Multi-Year Programme for Infrastructure, Spatial Planning and Transport (MIRT) study into the long-term accessibility of Ameland and developments with regard to the issues with the fairway (siltation and dredging policy; see part G). For this reason, I&W is considering a shorter concession term of five years (2029-2034) for the Eastern Wadden ferries transport concession, in which case the existing fleet will need to continue to be used until the end of the concession. As soon as there is greater clarity with regard to developments, a longer concession can be granted that is more in line with the future situation." Do you mean with this passage that you are considering extending the current Eastern Wadden Ferries transport concession directly for a period of 5 years?	No.
8	B. Term and commencement date of transport concessions	Or do you intend to put this concession out to tender, but initially limit the duration of the concession period to be awarded to 5 years?	Yes. In that case, the subsequent concession will be tendered for a period of five years, where an option for extension can be included in the subsequent concession.

9	B. Term and commencement date of transport concessions	In the latter case, we are also curious whether this means that a new tender will be organised during that 5-year period for the period after that and how long that period will be.	Given the current legal provisions, the subsequent concession will also be put out to tender again. For the time being, the idea is to grant this concession for a period of 10 years, so that this concession ends at the same time as the new Western Wadden Ferries transport concession. If applicable, a final decision on this will be taken at a later time. Experiences with the upcoming tender for the Eastern and Western Wadden Ferries transport concessions, for example, may also be a reason not to want to put both transport concessions out to tender again at the same time and therefore to opt for a longer (or shorter) concession period.
10	B. Term and commencement date of transport	Can you confirm that you are only considering the above for the Eastern Wadden Ferries transport concession and not for the Western Wadden Ferries Transport concession?	Yes, we confirm that.
11	D. Pricing	In paragraph D you introduce a line of thought on working with core price categories. In question D2 you also ask a more in-depth question about this. What do you intend with the possible introduction of core price categories and how do you see the connection with any additional prices offered? Do the core prices form a basis to which other prices for target groups can be added?	The introduction of core price categories aims to ensure the affordability of "basic travel products", while at the same time giving the concession holder the opportunity to generate additional income with other travel products. Our intention is to only steer on the price development of the core price categories. This means that it is not necessary to include an exhaustive list of all possible price categories in the new concessions and we avoid having to change the concession if the concession holder wants to introduce a new price category.

12	D. Pricing	Can you provide insight into the manner in which you expect to include (or not include) a possible distinction between core and other price categories in award criteria or conditions? In order to provide a good answer to the question of which price categories should be core price categories, more clarity about their purpose and role in the tender is desirable.	The current line of thought is that the price development of the core price categories in the Statement of Requirements will be capped. We also consider to include a proposal for the prices and price categories as an award criterion. In that case, bidders can distinguish themselves in the tender by offering prices that are lower than those set out in the Statement of Requirements and/or by offering additional price categories, possibly aimed at specific target groups. However, a decision on this has not yet been made.
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