



Rijkswaterstaat
Ministerie van Infrastructuur en Waterstaat

Information meeting

Tender Debiet LMW- Lot ADM

(ADM: The (Dutch) abbreviation is maintained in the English for the name of acoustic flow meter.)

RWS CIV IGA RDD Team Buiten

17 december 2024



Agenda

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



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Ministerie van Infrastructuur en Waterstaat

Welcome and introduction

Tjeerd



Introduction Rijkswaterstaat

- | | |
|-----------------------|---------------------|
| • Tjeerd Schrier | Project manager |
| • Jeroen Takkenberg | Technical manager |
| • Carola van der Hout | Technical advisor |
| • Timo de Ruijscher | Technical advisor |
| • Melvin Rorijs | Contract manager |
| • Christine Arendse | Procurement advisor |



Purpose of this information meeting

- Guide you through the Tender procedure and the documents
- Enlighten you about the scope
- Explain the technical requirements
- Inform you about the award criteria
- Challenge you to clarify our Tender
- Motivate you to submit your Application on 14th of February 2025



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)

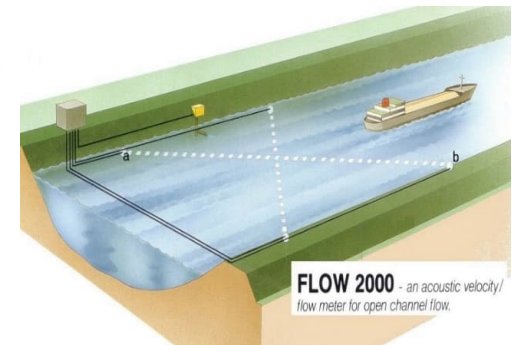


Project context

Jeroen

$$Q(h) = A(h) * V(h) = A(h) * K(h) * V_{measured}(h)$$

Debiet

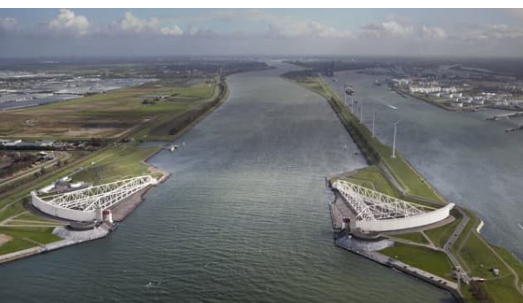


Numbers H-ADCP: 14
Numbers ADM: 8



Rijkswaterstaat

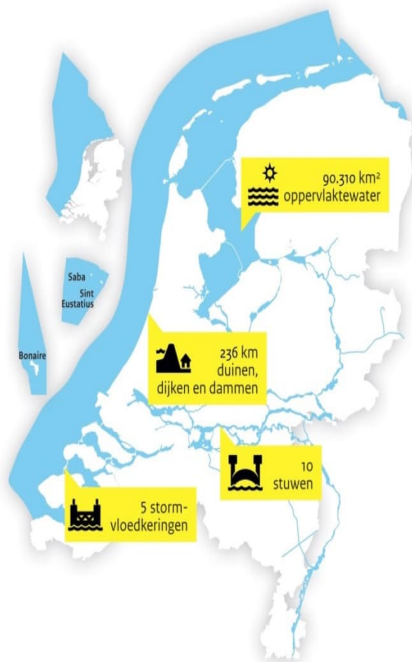
Rijkswaterstaat is the executive agency of the Dutch Ministry of Infrastructure and Water Management, dedicated to promote safety, mobility and the quality of life.



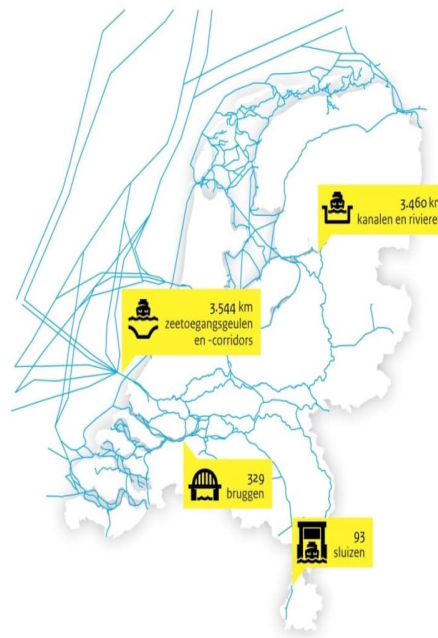


Rijkswaterstaat principal networks

Dutch National Water Monitoring Network (LMW) is used to provide information for the Main Water System and Main Waterways Network



Main Water System



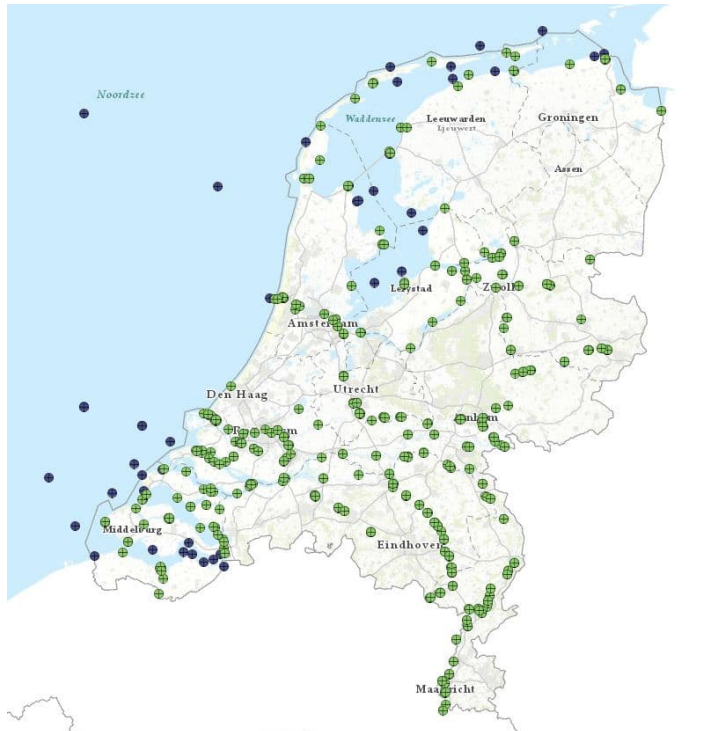
Main Waterways Network



Main Road Network



National Water Monitoring Network (LMW)



523 installation locations within the Netherlands: On and/or along the major rivers, large lakes, canals, Zeeland delta, Wadden Sea, North Sea and host locations

Measuring:

- Water levels
- Water quantity
- Water quality
- Weather data
- Condition of objects



Users of LMW

The LMW supplies data to, among others:

- Storm surge barriers including Oosterscheldekering and Maeslantkering
- Storm Surge Warning Service (SVSD)
- Hydro-Meteo Centers
- Municipal Port Authorities
- Coast Guard
- Locks and weirs (water manager)
- Water boards
- Projects and long-term statistics





LMW is managed in 2 types of contracts

Sensor contractors (this tender for Debiet LMW)

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

Site maintenance contractors

- 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 in case of failure.



Scope in short

- Guarantee the availability of flow meters and discharge relation for our Dutch National Water Monitoring Network for the next 15 years
- Guarantee of continuity through corrective maintenance (H-ADCP lot also preventive maintenance & calibration)
- Guarantee of qualitative performance through support in the deployment and training
- Aiming for sustainable and social impact
- Scope is divided into 2 Lots:
 - Lot 1 ADM (Acoustic Flow Meters: Transit time method)
 - Lot 2 H-ADCP (Horizontal Acoustic Doppler Current Profiles)



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Ministerie van Infrastructuur en Waterstaat

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' for ADM: Core competence 1: Calibration in accordance with ISO6416; must be demonstrated by way of: Reference and a calibration report.

Annex 8 Technical Information Form; Including product leaflets or datasheets of the type of ADM.



Planning

Date	Event
29 November 2024	Publication of the contract notice; start of the period for submitting tenders
17 December 2024	Information meetings via Teams (in Dutch & English) from 13:30–15:00
8 January 2025	Site visit; place and time will be communicated after registration
17 January 2025	Deadline for the Tenderer to submit questions about the Tender Documents
24 January 2025	Publication of the Summary of Additional Information and Changes
14 February 2025 at 12:00	Deadline date and time for the submission and receipt of Tender Applications
14 February – 28 February 2025	Assessment of Tender Applications
14 March 2025	Sending of the award decision notice
4 April 2025	Deadline for bringing an application for preliminary relief relating to the award decision notice
April and May 2025	Verification of H-ADCP
1 May 2025	Commencement date of ADM Agreement
1 June 2025	Commencement date of H-ADCP Agreement



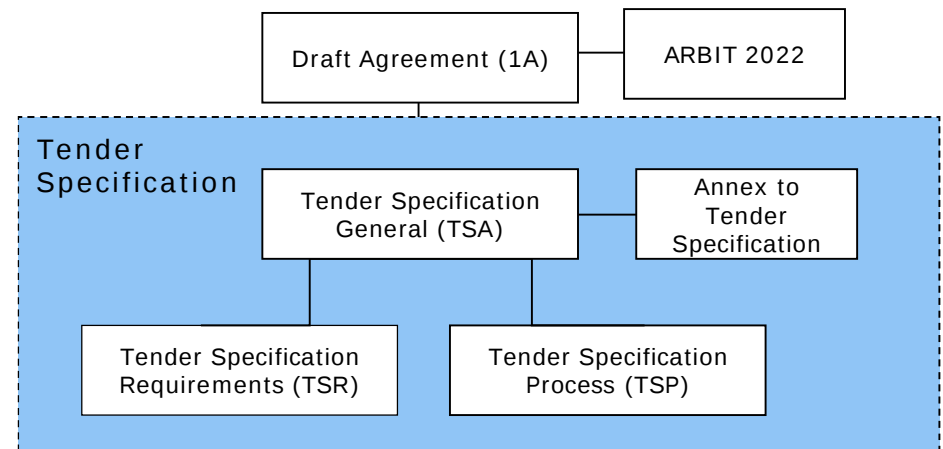
Tender documents: how to read

Descriptive Document

- Annex 1A: ADM Lot Draft Agreement
- Annex 2A: ADM Lot Quality Criteria Format
- Annex 3A: ADM Lot Quotation Form
- Annex 4A: ADM Lot BPQR Calculation Sheet
- Annex 8A: Technical Information Form ADM
- Annex 5: Statement of Agreement
- Annex 6: European Single Procurement Document
- Annex 7: Reference Statement
- Annex 10: General Government Terms and Conditions for IT Contracts 2022 (ARBIT-2022)
- Annex 11: Policy Document on Separation of Interests
- Annex 12: 'Electronic invoicing to Central Government' brochure
- Annex 13: Guide Groeituin Social Return 2022

Contract (9A)

(article 2.2 of the Contract including the Summary of Additional Information and Changes)



Annex to Tender Specification: A, B, C, E, F, G, H, I, J, K en M

Tender Specification Process includes separate TSP OL040 because it had non editable diagrams



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Required sensors and services

Carola

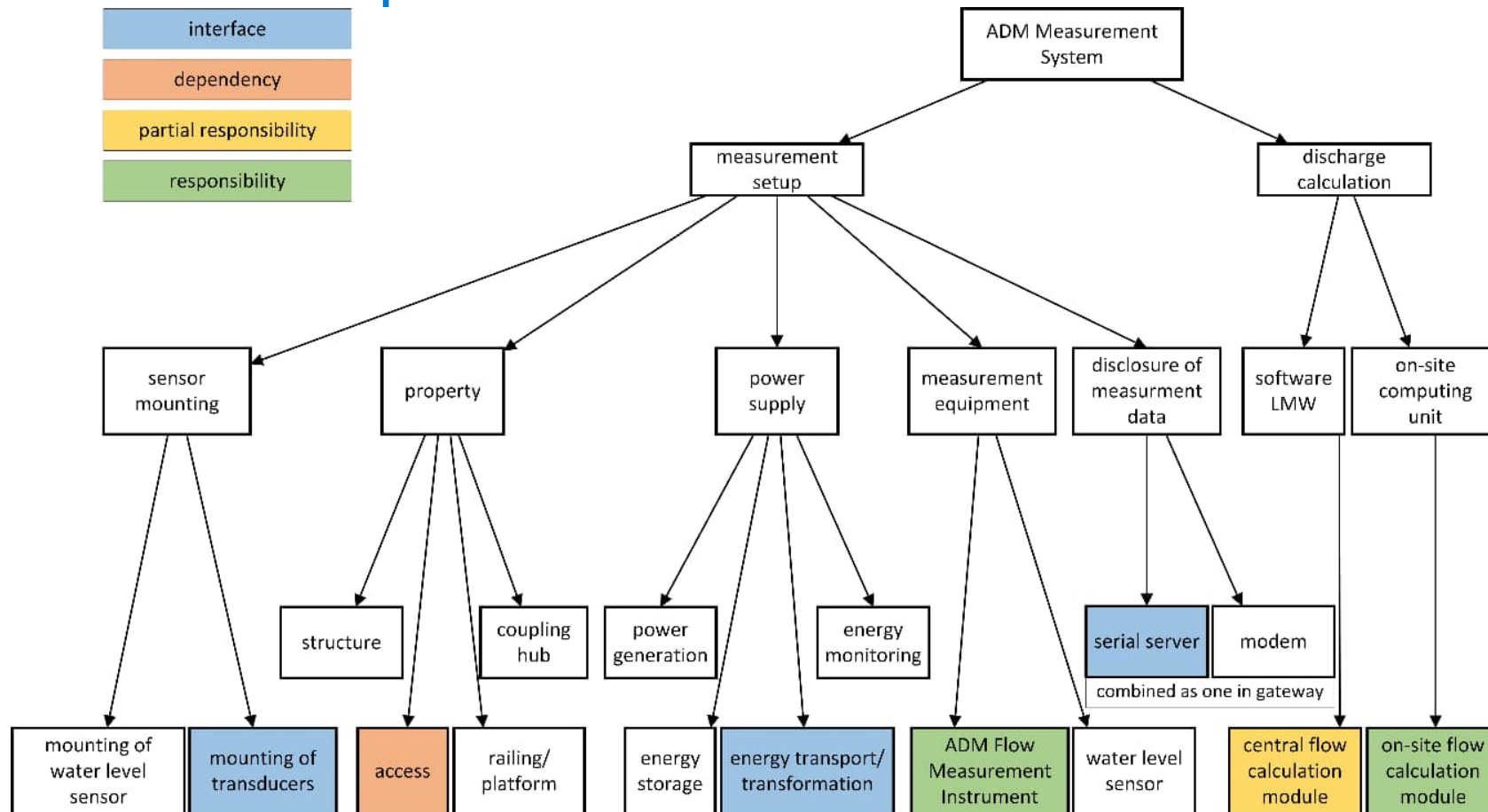


Technical scope

- In scope is:
 - ADM (Acoustic Flow Meter)
 - 4 transducers, or a multiple of that if there are several measurement planes;
 - a computing unit;
 - cables between the computing unit and the transducers;
 - transponder (at some ADM Measurement Sites).
 - Calibration of the Measurement Site
 - Alignment check of LMW's M&S Contractor
 - Discharge relation per Measurement site
 - method of choice, in accordance with ISO 6416
 - Adjustment if RWS finds a discrepancy with reference measurements.
 - Elements in the data message
 - Support



Technical scope





Technical scope

- Out of scope:
 - Data communication while ‘in service’
 - Preventive maintenance (though instruction for M&S contractor)
 - Construction (though instruction for M&S contractor)



Measurement sites in scope

- Initial:
 - 8 Measurement sites
 - 7 for discharge and flow velocity
 - 1 for flow velocity (tidal site)
 - 1 canal (regulated water level / low discharge)
 - 7 rivers (high variation discharge)
 - in first 3 years:
 - ADM replacement
- Optional: 10 Measurement sites in contract





General product requirements (TSR)

Requirement ADM.020:

- A measurement plane consists of two measurement paths, i.e. a total of four transducers;
- It must be possible to supply the ADM Flow Measurement Instrument with both a transducer frequency of 200 kHz and a frequency ≤ 100 kHz
- It must be possible to install the ADM Flow Measurement Instrument with or without a transponder;
- The cables between the computing unit and the transducers must consist of two parts, interrupted by a coupling in what is known as the coupling hub. RWS calls the cable that runs from the computing unit to the coupling hub the 'ground signal cable' and the cable that runs from the coupling hub to the transducer the 'transducer cable'.
- It must be possible to supply the ADM Flow Measurement Instrument with variable cable lengths to suit the ADM Measurement Sites ;
- New ground signal cables must be sheathed/armoured and have a minimum technical service life of 40 years;
- New and existing ground signal cables must be connected to transducer cables with watertight couplings;
- Various error codes must be visible at the ADM Measurement Site to enable a thorough fault analysis at the ADM Measurement Site.

Specifications in Annex C. 'Environmental conditions for each Measurement Site' to the Tender Specification);



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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.



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.



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.



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: $(\text{index figure [new month]} - \text{index figure [old month]}) / \text{index figure [old month]} \times 100\%$.



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.



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 5% social return value within three years after concluding the Agreement, a discount of 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 / Carola



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 ADM

Contract awarding criteria and sub-award criteria	Sub-criterion	Maximum bonus	Share
1. Technical aspects	1.1. Remote alignment (without physical adjustment to the structure)	€ 35,000	10%
	1.2 Configuration and monitoring through the data port	€ 35,000	
	1.3 Transmission frequency <100 kHz	€ 20,000	
2. Sustainability	2.1 Reusing bamboo coaxial cable	€ 170,000	30%
	2.2 Social Return via the RWS Groeituin (5%)	€ 50,000	
	2.3 Aspects in the chain	€ 50,000	
3. Price	Total price		60%



Technical aspects

- Remote alignment:
 - This can be a structural design or part of the instrument. And should be applicable to a transducer placed on a slope.
- Configuration and monitoring through the data port:
 - Connection must comply with requirements for protocols and IT_facilities
- Transducer frequency < 100 kHz
 - Added value for two measurement site
 - If a < 100 kHz transducer is offered, its price must be used at sites Wieldrecht and Sint Pieter Noord in the quotation form



Sustainability: Reusing bamboo coaxial cable

- The ground cable between the computing unit and the coupling hub is a Bamboo 6 coaxial.
- If existing cable can be integrated into the offered system 100% is awarded.
- Note: In the quotation form the price for all cables must be included, regardless whether this criterium is met.



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.

Note: Translation of RWS Groeituin is based on the 2022 version.



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%



Example Annex 2A ADM Lot Quality Criteria

Example how to apply Annex 2A

Criterion	Subcriterion	The Tenderer enters the value by deleting what does not apply
5.2.1 Technical aspects	1.1. Remote alignment (without physical adjustment to the structure)	Yes/ No
	1.2 Configuration and monitoring through the data port	Yes /No
	1.3 Transmission frequency <100 kHz	Yes/ No
5.2.2 Sustainability	2.1 Reusing the bamboo coaxial cable	Yes /No
	2.2 Social Return via the RWS Groeituin (5%)	(this concerns the extra effort in respect of social return) Yes /No
	2.3 Aspects in the chain	None / International Social Conditions (ISC) for Contract Wording A / International Social Conditions (ISC) for Contract Wording A+B



Example notional tender sum

Annex 4A ADM Lot BPQR Calculation Sheet

Criterion	Subcriterion	Maximum quality value (€)	Score 0%, 50% or 100% quality value	Achieved quality value (€)	Totals (€)
5.2.1 Technical aspects	1.1. Remote alignment (without physical adjustment to the structure)	€ 35,000	100%	€ 35,000	
	1.2 Configuration and monitoring through the data port	€ 35,000	0%	€ 20,000	
	1.3 Transmission frequency <100 kHz	€ 20,000	100%		
5.2.2 Sustainability	2.1 Reusing the bamboo coaxial cable	€ 170,000	0%		
	2.2 Social Return via the RWS Groeituin (5%)	€ 50,000	0%		
	2.3 Aspects in the chain	€ 50,000	50%	€ 25,000	
Total quality value				€ 80,000	
Tender sum					€ 650,000
Total quality value				minus	€80,000
Notional tender sum (Tender sum minus Total quality value)					€ 570,000

The quality criteria specify which assessment framework will be applied and the weighting factor for each scoring element. The assessment team members will use a score of 0%, 50% or 100% of the quality value achieved in € when assessing the mentioned scoring elements.



Price in Quotation Form

ADM Lot Quotation Form

Annex 3A Quotation Form according to the public tendering procedure 'Debiet LMW' case nr. 31204225

This part is filled by the tenderer

Tenderer only fills in the blue fields
Amounts are in € excl. TAX

Levering complete systemen (alle eisen excl training en advisering)

System price per unit for the initial delivery of 8 systems for the 8 locations.

Enter the amount for which the entire solution is offered per Measurement Location, so that it includes all requirements. Prices for delivery include the elements ADM transducers (ADM.010 and ADM.020), ADM cables (both ground signal cable and transducer cable) for power and data (ADM.020), alignment at the location (ADM.040), calibration for each Measurement location (ADM.041), transponder (if requested; ADM.020) and installation and maintenance manual.

If the transducer < 100 kHz is offered in the BPQR, it must be included in the price for locations where 100 kHz is required in Annex C of the TSR ADM.

Support

Enter the hourly rate for training, advice and support here. The hourly rate must also cover travel costs. Travel hours may be settled as working hours.

Name of Location

Bunde
Driel
Genemuiden
Hagestein
Megen
Sint Pieter
Venlo
Wieldrecht

Hourly rate

This part cannot be adjusted by the tenderer

multiplication factors:
no rights can be derived
from these numbers

subtotals based on
prices multiplied by the
factors and calculation
of the total tender sum

1	€ -
1	€ -
1	€ -
1	€ -
1	€ -
1	€ -
1	€ -
1	€ -

550 € -

Tender Sum
€ -



Price List

The Price List at least includes:

- All prices and hourly rates as included in the Quotation Form.
- The prices of individual components within the standard scope of supply. For example, a separate ADM transducer; a separate H-ADCP; a separate power supply; cables etc.
- The prices of components used in corrective maintenance. This concerns at least those components whose replacement during their service life is likely.
- The prices of upgrades and accessories that provide additional functions beyond those of the offered system.
- The prices for calibration and validation, including report.
- The prices of user training for installation and maintenance of the instrument.
- The price of the individual components on the Price List must be in reasonable proportion to the price of the system.

The prices and rates on the Price List are in line with market conditions.



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Tender Application

Christine



TenderNed 14th of Februari 2025 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. <i>(Only has to be provided upon request.)</i>
5	Tax Administration Statement	Can be added to the Tender Application in TenderNed. <i>(Only has to be provided upon request.)</i>
6	Reference Statement	Complete and add the Annex 7 'Reference Statement' to the Tender Application in TenderNed.
7	Technical information: Technical description of the system 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' and add to the Tender Application in TenderNed.
9	The prices/rates offered	Complete and add the Annex 3A 'Quotation Form Lot 1' to the Tender Application in TenderNed.
10	Justification of price per location	A calculation sheet can be added to the registration on TenderNed.
11	Price List	Add to the Tender Application in TenderNed.



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Questions and closure

We wish you good luck with your Tender Application!