

Request for Proposal Document
European tender according to the open procedure
for Cyber Threat Intelligence
for the purpose of
Stichting Z-CERT
Identification number TN/489170

Modifications have been made to this document with blue text.

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Commissioned by	:	Stichting Z-CERT
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1. INTRODUCTION

1.1 General

This descriptive document concerns the public procedure for the supply of **Cyber Threat Intelligence** for Stichting Z-CERT, hereinafter also referred to as 'the Contracting Authority, with tender reference TN/489170.

This document contains a brief description in Part A of the Contracting Authority and of the tender (Chapter 1), all the information you need to submit a tender, such as the tender procedure (Chapter 2), the requirements for the company (chapter 3), the set of requirements and wishes (Chapter 4) and the assessment of the tenders (chapter 5). In part B you will find Het NIC Tender Conditions that apply to this tender.

The Public Procurement Act 2012 (*Aanbestedingswet 2012*) applies to this tender.

Part B 'Procurement conditions for Het NIC' is an appendix to this descriptive document and can be found separately on the TenderNed tender platform.

The tender is carried out electronically via TenderNed (www.tenderned.nl). For further information, see the following link: <https://www.tenderned.nl/cms/voor-ondernemingen-aanmelden-en-inschrijven/inschrijven-op-een-openbare-aanbesteding>.

1.2 Description of the Contracting Authority

Stichting Z-CERT is a foundation according to Dutch Civil Law. Z-CERT is the Computer Emergency Response Team (CERT) for the healthcare sector in the Netherlands. Z-CERT offers specialized services to healthcare institutions with regard to optimal cybersecurity protection and offers support in case an incident has occurred. Z-CERT has in-depth knowledge of medical applications, medical networks and medical devices.

1.3 Description and purpose of the tendering process

By means of this tender, the Contracting Authority wishes to enter into one Framework Agreement with one Contractor for the Cyber Threat Intelligence so that the Contracting Authority can lawfully and efficiently acquire this from January 1st, 2025. Contracts are awarded on the basis of most advantageous on the basis of price-quality ratio. Proposals for Lot 1 and 2 must consist of a minimum number of 10 licences. It is also required to make an offer for the following volume of licences: 15, 20, 25 and 30 (see Appendix 2A and Appendix 2B).

The proposal for 10 users has a maximum financial value, for Lot 1 it cannot exceed 50.000 EUR, for Lot 2 it cannot exceed 100.000 EUR.

1.3.1 *Desired situation, subject and description of the Framework Agreement*

Starting in 2025, Z-CERT has a legal duty under the Cybersecurity Act to provide threat intelligence to a large number of healthcare organizations (being: healthcare entities). As a result, the number of CTI sources that need to be monitored also increases enormously. Collecting, analysing, enriching and distributing the threat information manually is not scalable and needs to be more structured and automated. To achieve this goal, Z-CERT has chosen to issue this tender. The tender consists of two (2) Lots. **Lot 1 CTI Feed:** This concerns a substantive data stream of threat information. This data stream must be provided in a format that is both machine readable and can be interpreted by humans. **Lot 2 CTI Monitoring Dashboard:** This concerns a Software-as-a-Service (SaaS) solution, where an analyst of Z-CERT logs into a dashboard. This dashboard provides a clear overview to the analyst about cyber threat information.

1.3.2 *Desired situation and subject and description of the Framework Agreement*

The Contracting Authority wishes to enter into a Framework Agreement with one tender per Lot, under which contracts may be awarded for one year, with optional extensions of up to three times for one year (maximum of three (3) one-year extensions). The maximum term of the Framework Agreement is four years.

The General Government Purchasing Conditions 2018 (ARIV 2018) apply to all Contracts, as included in Appendix 5.B.

1.3.3 Tender procedure and selection procedure

A public procedure has been chosen for the following reasons:

- The estimated value of the contract in one (1) year is higher than the threshold amount for European Tendering;
- Given the value and scope of the contract, the Contracting Authority wants to motivate as many parties as possible to submit a tender.

1.3.3.1 Lots

Lot 1 CTI Feed: This concerns a substantive data stream of threat information. This data stream must be provided in a format that is both machine readable and can be interpreted by humans. This data stream should be able to be linked to other software applications, such as a Threat Intelligence Platform, which makes it possible that the stream can be included in a larger collection of cyber threat information.

Lot 2 CTI Monitoring Dashboard: This concerns a Software-as-a-Service (SaaS) solution, where an analyst of Z-CERT logs into a dashboard. This dashboard gives the analyst a clear overview of the most important cyber threat information relevant for the healthcare sector. In addition to providing a clear overview, the dashboard should have the possibility to distinguish between specific threat information. The dashboard should provide the option to make choices about which sources are monitored as well as it should be possible to add data streams to the dashboard.

1.3.3.2 Method of submitting entries

A Tenderer may submit a tender for one or both lots. If a Tenderer submits a tender for both lots, the Tenderer is eligible to be awarded both lots. It is also possible to be awarded one of the two lots when a Tenderer submits a tender for both lots.

1.4 Contracting party, advisor, contacts and complaint procedure

1.4.1 Contracting Party

The Contracting Party is the Contracting Authority. In the List of Requirements the Contracting Party is referred to as Client. The Contracting Authority, Stichting Z-CERT, is responsible for the substantive aspects of this European tendering procedure. A project team has been formed for this European tender, consisting of representatives of the Contracting Authority.

The Contractor(s) may choose to work as a main or subcontractor. However, the Contractor is and remains the sole point of contact for the Contracting Authority. Active contract management will be performed by the Contracting Authority or a third party during the term of the contract.

1.4.2 Role of Het NIC

Het NIC acts as an advisor to and process supervisor for the Contracting Authority. This implies that:

- The coordination and implementation of the tender is carried out by Het NIC;
- The assessment is facilitated by Het NIC.

Adviesbureau	Het NIC		
<i>Process facilitator</i>	Annemieke Oostveen	<i>Position</i>	Senior Consultant
<i>Telephone number</i>	+316 51 33 73 19	<i>E-mailadress</i>	Via the message module on TenderNed
<i>Substitute</i>	Daniël Sliep	<i>Position</i>	Consultant
<i>Telephone number</i>	+316 23 56 58 36	<i>E-mailadress</i>	Via the message module on TenderNed

TenderNed	For technical questions about the tender platform*		
<i>Contact person</i>	ServiceDesk TenderNed		
<i>Telephone number</i>	0800 8363 376	<i>E-mailadress</i>	ServiceDesk@TenderNed.nl

* For example, if you are unable to log in or submit documents.

1.4.3. Complaints procedure

The Contracting Authority has chosen to set up a complaints desk for any complaints related to this tender. The procedure will be followed as indicated in the final version “Complaints handling during tendering”. For more information of this regulation see:

<http://www.rijksoverheid.nl/bestanden/documenten-en-publicaties/regelingen/2013/03/07/klachtafhandeling-bij-aanbesteden/klachtenafhandeling-definitief.pdf>

You can submit any complaints in accordance with the provisions of part 1 of the above-mentioned “Complaints procedure during tendering”, only via e-mail, to the following e-mail address: inkoop@z-cert.nl.

Your complaint will be handled in accordance with the provisions of III.4 as included in part 1 of the above-mentioned “Complaints handling with tendering”.

This complaints procedure is not intended to obtain any necessary clarifications with regard to the provisions of these tender documents. For this you can use the option to ask questions as described in chapter 2 paragraph 1 of this descriptive document.

1.5 Schedule

The tender schedule can be found here below. The data shown in italics are final and fatal data, unless otherwise stated in writing by the Contracting Authority. The other dates are indicative and not binding.

October 2, 2024	Tender announcement of publication Descriptive document incl. appendices will be made available on the tender platform
<i>October 14, 2024, 10:00 a.m.</i>	<i>Deadline for submitting 1st round of questions regarding this descriptive document.</i>
October 17, 2024	Target date for the publication of the 1st information memorandum
<i>October 28, 2024, 10:00 a.m.</i>	<i>Deadline for submitting 2nd round of questions regarding this descriptive document.</i>
<i>October 31, 2024</i>	Target date for the publication of the 2nd information memorandum.
<i>November 12, 2024, 10:00 a.m.</i>	<i>Deadline submitting tender</i>
November 12 till December 9 2024	Evaluation of tenders
November 20 to December 4, 2024	Proof of Concept
December 9, 2024	Expected date/week of announcing and notifying the award decision
December 10 through 29, 2024	The opportunity to ask questions and submit any objections in regards to the award decision can to be done after the announcement of the award

	decision, but no later than 20 calendar days after the date of the announcement of the award decision.
January 1, 2025	Intended effective date of the Agreement

2 REGISTRATION PROCEDURE

In this chapter the registration procedure is described. Registrations must be made in accordance with the instructions in this chapter.

2.1 Information

Questions regarding this tender should be submitted on TenderNed's question and answer module.

2.2 Method of tendering

Tenders must be drawn up and submitted in full compliance with the following regulations. If a Proposal has not been drawn up and/or submitted in full compliance with the regulations below, the Contracting Authority can decide to exclude this Proposal from further participation in this procedure. The relevant Proposal will then no longer be eligible for an award.

The registration period closes on the date and time as stated in the paragraph Planning under “*Deadline registration period*”. Applications submitted after the registration period will not be considered.

You will find the formats that must be completed for your Proposal separately on the tender platform. **Only digital tenders via the procurement platform will be processed by the Contracting Authority. Documents that must be legally signed must have a 'wet signature' and be scanned or provided with an advanced electronic signature.**

If requested, the tenderer must provide the original document with a 'wet' signature within 7 working days, after a request to that effect, and submit this to the contracting authority. Failure to include the aforementioned annexes may result in your Proposal not being eligible for award. If you wish to submit for both Lots, a separate Proposal must be submitted for each Lot and all requested documents must therefore be submitted for each Lot.

The following documents must be part of your registration:

Appendix 1	Appendix 1 Declaration of registration (legally signed) <i>Suggested file name: “Name of Tenderer– Declaration of registration”</i>
Appendix 2A	Appendix 2A Price sheet Lot 1 (only applies to Proposals for Lot 1) (legally signed) <i>Suggested file name: “Name of Tenderer – Price sheet”</i>
Appendix 2B	Appendix 2B Price sheet Lot 2 (only applies to Proposals for Lot 2) (legally signed) <i>Suggested file name: “Name of Tenderer – Price sheet”</i>
Appendix 3	Award sub-criteria quality
Appendix 4	Uniform Europees Aanbestedingsdocument (UEA) (legally signed) <i>Suggested file name: “Name of Tenderer - UEA”</i>
Appendix 5A	Appendix 5A (only applies to Proposals for Lot 1) L1 Format – Should have and could have <i>Suggested file name: “Name of Tenderer – L1 Format' Should have and could have”</i>
Appendix 5B	Appendix 5B (only applies to Proposals for Lot 2) L2 Format – Should have and could have <i>Suggested file name: “Name of Tenderer – L2 Format Should have and could have”</i>

2.3 Requirements

This tender is subject to Het NIC Tender Conditions, which are included in part B. By submitting a Proposal, you agree to these tender conditions.

3 REQUIREMENTS FOR THE COMPANY

This chapter describes which information must be provided with your Proposal and which criteria your company must meet, whether or not in collaboration with others, in order to be eligible for award.

3.1 Exclusion and Eligibility

The tenderer is deemed suitable if none of the exclusion grounds mentioned in the European Single Procurement Document (ESPD) apply and the tenderer meets all eligibility requirements.

The Tenderer must firmly, unreservedly and unconditionally, complete and legally sign the European Single Procurement Document. The European Single Procurement Document is called the Uniform Europees Aanbestedingsdocument (UEA). This document must be completed and signed digitally via the UEA-tool on TenderNed. The UEA-tool is only available in Dutch. Filing the European Single Procurement Document not (legally) signed or making changes to the European Single Procurement Document may lead to exclusion.

If the Proposal relates to several parcels lots, the tenderer must complete and legally sign the correct European Single Procurement Document (applicable to that parcel lot) for each parcel lot.

When supporting documents are requested with regard to the European Single Procurement Document as referred to in the Aanbestedingswet 2012, articles 2.86, 2.89 and 2.91-2.98, these documents must be submitted within seven days after dispatch, unless otherwise specified in the tender documents of the request to be submitted. If necessary, the Contracting Authority may request further explanation and supplementation of the statements and documents submitted. The request for the submission of evidence is sent together with the notification about the award decision or earlier if the progress of the procedure makes this necessary.

You must have a Certificate of Conduct for Procurement of not older than two years at the time of submitting the tender. The winning tenderer may also be asked to submit a statement from the tax authorities. Make sure that you request these supporting documents on time. It can take approximately 6 weeks to obtain.

Pursuant to Article 2.89(4) of the Aanbestedingswet 2012, a contracting authority may request other relevant means of evidence from foreign tenderers, as this article reads as follows:

A contracting authority to which a candidate or tenderer submits information to prove that the grounds for exclusion referred to in Article 2.86 or Article 2.87 do not apply to it, also accepts information and documents from another Member State that serve an equivalent purpose or from which it appears that the exclusion ground does not apply to him."

If documents equivalent to the Dutch GVA are missing, Article 60, paragraph 2, second subparagraph of Directive 2014/24 offers a solution. It follows that a statement under oath or a solemn statement can be made to show that the grounds for exclusion do not apply. This statement can then be submitted to the contracting authority:

"Where such documents or certificates are not issued by the Member State or country concerned, or where such documents do not cover all the cases referred to in Article 57(1), (2) and (4)(b), they may be replaced by a sworn statement or, in Member States or countries where no provision is made for sworn statements, by a solemn statement made by the person concerned before a competent judicial or administrative authority, a notary or a competent professional body of the Member State or country of origin or the Member State or country where the entrepreneur is established."

3.2 Eligibility requirements

3.2.1. Financial and economic standing

- The Tenderer has sufficient financial and economic capacity to guarantee the continuity of its business operations during the contract period, including any extensions;

- No claims are known to the Tenderer and, as far as it is aware, no investments are necessary during the period of execution of the contract that could endanger the financial and economic capacity of its company or the continuity of its business operations;
- The auditor's report last issued to the Tenderer with regard to the annual accounts (or, where appropriate, an assessment or compilation report) does not contain a so-called continuity paragraph;
- Tenderer is appropriately insured against professional risks;
- If the Tenderer invokes the financial and economic capacity of other natural or legal persons, both the Tenderer and those other natural or legal persons are jointly and severally liable for the execution of the assignment concerned.

.2.2. Professional qualifications

The tenderer is registered in the professional or trade register in the Member State where he is established. The Tenderer states the registration number in the relevant register in the European Single Procurement Document (ESPD).

If the Tenderer wishes to subcontract part of the contract, the tenderer must describe this in its ESPD and also enclose with its Proposal an ESPD of the relevant subcontractor, stating that none of the grounds for exclusion from the European Single Procurement Document mentioned in the European Single Procurement Document applies to the relevant subcontractor. This European Single Procurement Document must be legally signed by the relevant subcontractor.

3.2.3. Evidence

Tenderer(s) and any partners or subcontractors who are called upon for financial and economic standing and/or technical and professional ability to whom the Contracting Authority intends to award the contract or secondary agreement must submit the following means of evidence within 7 calendar days after the request has been sent. to the contact person of this tender, see paragraph 1.4.2.

1. The Tenderer, and any third parties that the Tenderer involves in the execution of the contract, must be registered with the Chamber of Commerce or named in a professional register. The Tenderer is able to provide, and should do so within 7 days of the first request, an extract from the professional register or Chamber of Commerce register, plus any third-party documents, all of which must have been issued less than 90 days before submission and drawn up in Dutch, English or German;
2. Certificate of conduct for procurement (GVA) that the tender is not older than two years at the time of submission;
3. A copy or statement of the Tenderer's insurance policy concerns business and professional insurance.

4. REQUIREMENTS AND WISHES, SPECIAL CONDITIONS AND OVERVIEW APPENDICES

4.1 Requirements and wishes

The Tenderer must unconditionally agree to all requirements set out in Appendix 3 List of Requirements by completing, legally signing and submitting Appendix 1 Declaration of enrolment in Tender with his Proposal. In addition, by registering for this Proposal, the Tenderer automatically unconditionally agrees to all provisions as set out in this descriptive document, including annexes, including the contractual provisions. The Tenderer confirms this by completing Appendix 1 Declaration of enrolment in Tender, signing it legally and submitting it with his Proposal. Furthermore, the Tenderer must submit a quotation on the basis of the stipulated provisions and requirements. Where the Tenderer has indicated in the Proposal how the Tenderer meets a quality criterion, the costs thereof must be included in the price submitted by the Tenderer on Appendix 2 Price Sheet.

For the parts of the contractual provisions that you cannot (immediately) agree to, you can submit text proposals before the date and time stated in the Planning section under “Closing period for submitting questions regarding this descriptive document”, then explain the nature of your objection. At the latest ten days before the date stated in the Planning section under “Closing the tender period”, the contracting authority will inform all tenderers by means of an information note about the points and the manner in which the agreement will be amended. This adapted version then forms a fixed starting point for your registration. In other words: registration means agreement with the draft agreement and the conditions forming part thereof, as well as with the proposals for amendment that have been honoured and announced via the Memorandum of Information.

The general terms and conditions of the tenderer are expressly rejected.

4.2 Other data and attachments

The following documents and entry forms are annexes to this descriptive document and have been placed on the TenderNed's tender platform.

- Part B Tender Conditions Het NIC;
- Appendix 1 Declaration on Registration;
- Appendix 2.A Price Sheet Lot 1;
- Appendix 2.B Price Sheet Lot 2;
- Appendix 3 List of Requirements;
- Appendix 4.A Concept Framework Agreement;
- Appendix 4.B Secondary Agreement
- Appendix 4.C ARBIT 2022;
- Appendix 5.A L1 Format – Should haves and could haves (only applicable for Proposals for Lot 1)
- Appendix 5.B L2 Format – Should haves and could haves (only applicable for Proposals for Lot 2)

5. EVALUATION AND AWARD PROCEDURE

This chapter describes successively: the assessment procedure (section 5.1) and the award procedure (section 5.2). The options for asking questions or submitting an objection as a result of the award decision are included in Section 4 of Part B (Procurement Conditions).

5.1 Evaluation procedure

Proposals that are not submitted on time will not be considered. These Proposals will be discarded and will not be considered for award.

After the closing of the registration period, each Tenderer will be assessed on the basis of the registration documents whether one of the grounds for exclusion applies and subsequently whether the Tenderer meets the eligibility requirements. If the Tenderer is not found suitable for the Framework Agreement to which the Proposal relates, he will not be considered for award and his Proposal will not be further assessed.

The Proposals submitted by Tenderers that are found to be suitable will be assessed in terms of content. First, compliance with the requirements is checked. Proposals that do not meet the requirements will not be processed further. Thereafter, the remaining Proposals that meet the requirements are evaluated on the basis of the price sub-award criterion as stated in paragraph 5.1.2.

Award will be made to the Tenderer who meets the requirements set out in this descriptive document and who has submitted the most economically advantageous Proposal based on the price-quality ratio. The Contracting Authority may enter into a secondary agreement with the second highest ranked party upon final award.

5.1.1 Meeting the requirements

It is stated that the **requirements** for deliveries set out in this descriptive document must be met in full. Failure to meet **a requirement** means that the Tenderer is not eligible for award on the basis of this tender.

The Tenderer can demonstrate with certificates or other means of proof that products comply with the technical specifications or standards set for them in the tender documents and shall provide these within seven days of a request to that effect from the contracting authority.

5.1.2 Assessment based on contract award criteria

The assessment is based on the principle of 'awarding based on value'. The different award criteria are given a predetermined value stated in Euros. The contracting authority shall specify the relative weighting which it gives to each of the criteria chosen to determine the most economically advantageous Proposal.

The value awarded per criterion is subtracted from the total price as submitted on the price sheet. This results in a Fictitious price used to compare the different Proposals.

Price stated on price sheet – total value awarded criteria = Fictitious price

The Proposal which meets all requirements in full and receives the best Fictitious price as mentioned in the formula in this paragraph, will be deemed to have the best price-quality ratio. This Proposal will be eligible for the award.

The assessment of the award criteria is carried out by an assessment team consisting of a minimum of three assessors with relevant expertise within the Contracting Authority. When unforeseen circumstances arise which result in the absence of members of the assessment team, the contracting authority reserves the right to replace the absent members. The appointed replacements will have similar expertise and roles as the members they replace. The assessment of different Tenderers will be assessed per criterion by the same members of the assessment team.

Every member of the assessment team will assess the Proposals independently and will, without consulting the other members of the assessment team, assign a value expressed in Euros for every criterion to the entries based on the assessment method as described in this chapter. In a plenary meeting of the assessment team, the arguments that led to the individual assessment will be discussed.

After this discussion has taken place, the assessment team reaches a unanimous decision based on consensus.

For each entry, the values of the award criteria determined by the assessment team are added together. The price component is then based on the total price, as stated in Appendix 2 'Price Sheet'. To reach the Fictitious price the values of the award criteria are subtracted from the total price.

In case two or more entries reach the same Fictitious price the following may happen:

- The quality criterion with the largest maximum value will be decisive. The entry with the best score on that quality criterion will be deemed as the most economically advantageous entry based on the best price-quality ratio. In case two entries score equally on the quality criterion with the largest maximum value, the quality criterion with the second largest maximum value will be decisive. When quality criteria are weighed equally, the order in which these criteria are named in this descriptive document will be decisive. If the applied method still results in no winner, a draw will determine which entry will be considered the most economically advantageous entry.

Quality Lot 1: CTI Feed

Criteria based on quality		Maximum value in €
Q1.	List of Requirements	€ 56.000,-
Q2.	Plan of Action	€ 35.000,-
Q3.	Proof of Concept	€ 49.000,-
<i>Total of the maximum value of the award sub-criteria quality</i>		€ 140.000,-

Quality Lot 2: CTI Monitoring Dashboard

Criteria based on quality		Maximum value in €
Q1.	List of Requirements	€ 112.000,-
Q2.	Plan of Action	€ 70.000,-
Q3.	Proof of Concept	€ 98.000,-
<i>Total of the maximum value of the award sub-criteria quality</i>		€ 280.000,-

Price: To be determined on the basis of the entry price in accordance with the Price Sheet

Price		Price
P1.	<i>Total price as mentioned on the Price Sheet</i>	€

5.1.3 Explanation of the award sub-criteria quality

The quality criteria are described in more detail below, as well as how the assessment of the entries on these quality criteria will take place.

Q1 List of requirements

The List of Requirements uses the MoSCoW-method. Must have (MUST) indicate an entry needs to meet the requirement in full. Failing to meet a requirement indicated as Must results in a knockout and will not be assessed

by the Assessment Team. Should have (SHOULD) do not necessarily need to be met, but if the requirement is met, up to 20 points can be awarded for meeting the requirement. Could have (COULD) also do not necessarily need to be met, but if the requirement is met, up to 10 points can be awarded for meeting the requirement.

If tenderer conforms that they comply with a SHOULD or COULD requirement, this needs to be clarified in Appendix 5.A for Lot 1 and/or 5.B for Lot 2. If Tenderer does not explain how SHOULD or COULD requirements are met, Tenderer will not receive any points for the particular requirement.

- **Lot 1 CTI Feed:** A total of 430 points can be obtained with the wishes which equals the maximum value to be obtained for this sub-criterion of € 56.000,-. The total points awarded for meeting *Should have* and *Could have* will be used as one of the award sub-criteria quality (Q1).
- **Lot 2 CTI Monitoring Dashboard:** A total of 640 points can be obtained with the wishes which equals the maximum value to be obtained for this sub-criterion of € 112.000,-. The total points awarded for meeting *Should have* and *Could have* will be used as one of the award sub-criteria quality (Q1).

Tenderer must use Appendix 5.A for Lot 1 and/or Appendix 5.B for Lot 2.

This sub-criterion will be assessed on the basis of met or not met.

Q2 Plan of Action

Your Plan of Action must contain the following elements:

- How does tenderer ensure that the services are delivered as included in the tender documents?
- How does Tenderer ensure that information is offered in such a manner that the Contracting Authority would not have obtained more quickly in any other way?
- How does Tenderer ensure that searches are faster than manual searches on the Internet?
- How does Tenderer ensure that it is aware of the latest threats in regards to cyber security?
- How does Tenderer ensure the system has an availability of 99,8% each year?
- How does Tenderer ensure that response time and workarounds are done timely and in accordance with the Program for Requirements?

Your Plan of Action consists of a maximum of three (3) pages. If the maximum number of pages is exceeded, the portion that is exceeded will not be read and the assessment and resulting score will be based only on the first three (3) pages.

This sub-criterion will be assessed by the assessment of quality as listed below.

Q3 Proof of Concept

Proposals which are not excluded by the List of Requirements will be eligible for a Proof of Concept period. During the Proof of Concept, it should be demonstrated that the offered solution by the Tenderer actually does what it promises and therefore will achieve the procurement objective. During the proof of concept, it is tested whether the tenderer's offered solution meets the requirements and wishes as listed in Appendix 3. This is tested by involving the tool in the daily work of the day-to-day operations of the analysts during the period in order to experience whether it actually improves the quality of the work. The offered solution must be made available to four (4) Z-CERT employees for the period mentioned in the schedule.

There will be one proof of concept per Tenderer. However, the Tenderer will only be eligible for participation in the proof of concept if the Tenderer can still be considered for the award of the contract on the basis of a written assessment of the submitted documents and the provisional calculation of the best price-quality ratio.

During the Proof of Concept period, it is up to the Tenderer to facilitate as best as possible that the tool meets the requirements and wishes of Z-CERT. When certain requirements cannot be tested during the period, this will be assessed as 'not provable' and the Tenderer will be excluded from further participation of this Tender.

This sub-criterion will be assessed by the assessment of quality as listed below.

Assessment of quality Q2 Plan of Action and Q3 Proof of Concept

Based on the assessment, the reduction to the Total Price, as listed on Price Sheet , will take place to determine the comparison price:

Assessment	Maximum value
Excellent - The response addresses all sections requested; - And the response matches the requested and demonstrates excellent understanding of the contracting authority's needs; - And the response is very well substantiated, concrete and realistic; - And the response contains elements that add value to the contracting authority in relation to the requested.	100% of the maximum value
Good - he response addresses all sections requested; - And the response aligns well with the requested and demonstrates a good understanding of the contracting authority's needs; - And the response is well-substantiated, concrete and realistic; - The response offers little or no added value to the contracting authority in comparison to the requested information.	90% of the maximum value
Sufficient - The response addresses many of the requested items; - And the response adequately addresses the requested; - And the response is sufficiently substantiated, concrete and realistic.	50% of the maximum value
Moderate - The response addresses only part of the requested items; - Or the response only partially addresses the requested; - Or the response is limitedly substantiated, concrete and realistic.	20% of the maximum value
Insufficient or no substantive response - The response addresses a limited portion of the requested items; - Either the response does not adequately match the requested or no substantive response has been provided; - Or the response is insufficient or not substantiated, concrete and realistic.	0% of the maximum value

5.1.4 Explanation of the award sub-criteria price

All stated prices and rates must be stated in Euros, exclusive of VAT. The prices and rates offered by you must include other taxes and/or levies. Prices are quoted in two decimal places.

All numbers and figures included in Appendix 2 'Price Sheet' are indicative. You cannot derive any rights from this, deviations in the realization may occur.

The tenderer states the prices requested in Appendix 2 'Price Sheet', validly signs this appendix and encloses it with its tender. Tenderers upload the fully completed and legally signed Appendix 2 Price Sheet as an .xls(x) and .pdf file.

Submitting an unrealistic or manipulative tender may lead to exclusion:

- Tenderers may not submit prices (per item/unit) that manipulate or disrupt the award system;

- Prices are presumed to be unrealistic.

The Contracting Authority discourages Tenderers to submit abnormally low prices or even prices of 0 euros. In the event that the Tenderers submit prices of 0 euros or abnormally low prices, the Contracting Authority expects a motivation/explanation as to why the Tenderer has the option to deliver at the relevant price. The requested prices are multiplied by indicative numbers per year. These amounts are added together. In this way the total price for one year is created. This is the registration price. The prices are fixed for the fixed Framework Agreement period of the agreement.

5.2 Awarding procedure

All tenderers will be notified in writing of the award decision. This message does not constitute acceptance of the offer of the tenderer(s) as referred to in Section 6:217(1) of the Dutch Civil Code and therefore no agreement is concluded as a result of this provisional award decision.

When the name of the tenderer to whom the Framework Agreement has been awarded is announced, the ranking in price of tenderers will be announced.

Objections to the rejection must be made in accordance with the provisions of part B.

5.3 Secondary Agreement

In the event that the winning party cannot meet the requirements as stated in this tender procedure or does not perform accordingly, the Contracting Authority reserves the right to award the Contract to the Tenderer that came second in this procedure. The Contracting Authority will enter into a secondary agreement with the second highest ranked party upon final award.