



Procurement Procedure: Open Procedure	
Project name	EA IPScore automated system
TenderNed	TN 529775
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Chapter 1. Begrippenlijst

Public Procurement Act 2012 (PPA):	The revised Public Procurement Act 2012, which came into effect on July 1, 2016, to implement Directives 2014/23/EU, 2014/24/EU, and 2014/25/EU.
Self-Declaration:	The Uniform European Procurement Document (ESPD) established by the European Commission, as referred to in Article 2:84 PPA, in which the bidder/tenderer indicates whether the exclusion grounds apply to them, and whether they meet the exclusion grounds, suitability requirements, technical specifications, and execution conditions. The Self-Declaration is included as Annex 2 to the Tender Guidelines. To reduce administrative burdens, Erasmus MC will only request supporting documents from the bidder/tenderer who is eligible for award. The Self-Declaration and explanation are included in Annex 2.
Submission:	The submission of a legally signed tender, including accompanying documents, in accordance with the procedural requirements as described in the Tender Guidelines.
Bidder/tenderer/Tenderer:	The entrepreneur who has registered for this procurement procedure and submits a tender.
Assignment/Framework Agreement:	The assignment, as published on TenderNed on 28-05-2025 and further detailed in Chapter 3.
Tender Guidelines:	This document, including accompanying annexes.
Program of Requirements and Desires:	The requirements and desires that the execution of the assignment must meet, as included in Annex 1.

Chapter 2. General

2.1 Company Profile

The Erasmus University Medical Center Rotterdam (hereinafter: Erasmus MC) is a public legal entity based on Article 1.13, second paragraph, of the Higher Education and Scientific Research Act (WHW). It is located at 's Gravendijkwal 230, 3015CE Rotterdam, and registered under Chamber of Commerce number 24485070.

You can read and download all relevant information about Erasmus MC on the website: www.erasmusmc.nl/overerasmusmc/.

2.2 Announcement

Erasmus MC is conducting a European public procurement procedure, hereinafter referred to as the "Tender." The Tender concerns the supply as further described in Chapter 3.

The announcement of the Tender was published on TenderNed 28-05-2025, under reference number: TN529775.

2.3 Purpose

The purpose of this Tender Guide is to provide information to interested entrepreneurs about the Assignment (Chapter 3), the Registration Procedure (Chapter 4), and the selection and award process (Chapters 5 and 6).

With this Tender Guide, Erasmus MC aims to award the Assignment to the bidder/tenderer with the most economically advantageous tender ('EMVI').

2.4 Conditions

This Tender is subject to the revised Dutch Public Procurement Act 2012. You can find this document at: www.wetten.overheid.nl.

By submitting your bid in the manner described in this Tender Guide, you become a bidder/tenderer for Erasmus MC's procurement procedure and unconditionally accept all conditions set forth in this Tender Guide (including annexes) and in the Notes of Information.

2.5 Motivations

2.5.1 Choice of Procurement Procedure:

Erasmus MC has chosen a public procedure to enable specialization, maintain flexibility in selecting the best supplier per lot, and mitigate risks by reducing dependence on a single provider.

Dividing this tender into multiple lots is a strategic decision taken due to complex and tailor made platform that ensures a structured, efficient, and high-quality implementation of the automated iPSC platform at Erasmus MC. The key reasons for this approach are:

1. Encouraging Supplier Participation & Expertise

By separating the tender into three different lots, specialized suppliers can bid on the separate lots where they are a leading company in their specialty.

Additionally, suppliers that focus on automation and integration can contribute to critical lots (2 & 3) without needing to cover all components.

2. Step-by-Step Implementation & Risk Management

Splitting the contract reduces dependency on a single supplier, minimizing risks related to delays and quality issues.

If one lot encounters challenges, other aspects of the project can still move forward.

3. Cost Efficiency & Budget Control

Competitive bidding on separate lots may result in better pricing from suppliers as suppliers can focus on delivering their best pricing for specific segments.

4. Seamless Integration

The automation & integration specialist will play a crucial role in ensuring that all components work together seamlessly.

5. Improved Coordination for Downstream Processes

Additional apparatus lists, which includes downstream automated equipment, is kept independent from the main tender to allow flexibility in future integration of other components.

This ensures that automation aligns with quality control and analysis needs while allowing researchers to select the most suitable instruments separately.

By structuring the tender in this way, Erasmus MC ensures a phased, well-coordinated, and high-quality implementation of the iPSC automation pipeline, reducing risks while maximizing efficiency, cost-effectiveness, and long-term scalability.

2.6 Correspondence

Complaints and other communications should be sent exclusively by email to:

Contactperson	Esen Alatag
E-mailadres	e.alatag@erasmusmc.nl

2.7 Complaints

Complaints regarding the procurement procedure should be directed to the contact person at Erasmus MC via the email address provided in section 2.6.

Complaints may relate to the non-compliance with legal provisions or violations of general procurement principles. You must clearly and substantively indicate which aspect(s) of the procurement procedure your complaint concerns. Your complaint will be handled by qualified officers who are not involved in, nor will be involved in, this procurement procedure. Erasmus MC aims to resolve your complaint as quickly as possible.

2.8 TenderNed

2.8.1 Electronic Accessibility of Tender Documents

The UMCs have chosen to publish the Tender Documents on the TenderNed website: www.tenderned.nl. (Potential) bidder/tenderers can download the necessary documents from this website. The publication of the Notes of Information and the announcement of the awarded Contract will also take place on TenderNed.

We would like to point out that it is advisable to enable the notification service on TenderNed so that you automatically receive a message when new documents are published.

2.8.2 Use of TenderNed

If you experience any issues using TenderNed, the platform has its own service desk that you can consult. Through this service desk, you can receive support in:

- Using login credentials;
- Navigating and using TenderNed;
- Resolving malfunctions or issues related to TenderNed.

The service desk can be reached by phone at **0800-8363376** or via **servicedesk@tenderned.nl**. In case of technical issues that make the website inaccessible, you are also urgently requested to report this via **aanbestedingen@erasmusmc.nl**.

2.8.3 e-Recognition

To register a new company in TenderNed, an **e-Recognition (e-Herkenning) tool** is required. The registration of foreign companies is still handled directly through TenderNed, as e-Recognition is not available for them. With an e-Recognition tool, both the user and the company can be registered in one step.

TenderNed advises companies to obtain an e-Recognition tool in a timely manner to avoid any obstacles when participating in a tender. For more information about e-Recognition, you can contact the **TenderNed service desk**.

Chapter 3. Assignment Description

3.1 Nature of the assignment

The potential applications of the iPSC technology are immense and offer the Erasmus MC employees great opportunities to remain at the forefront of research into genetic diseases, therapy development, and regenerative applications. However, the predominantly manual process required to generate iPSC lines leads to variability between lines and significantly increases production costs. As a result, access to this technology remains limited for many researchers. For instance, the use of iPSC lines in cohort studies is currently not feasible due to these high costs. Additionally, high staff turnover poses a challenge due to the repetitive and demanding nature of cell culture work, including weekend shifts required.

To address these challenges, the Erasmus MC core facility, in collaboration with the Department of Developmental Biology and with financial support from the Erasmus MC Investment Committee, aims to fully automate the generation of iPSC cells in a high-throughput manner through a phased approach. Each phase will be tendered separately following successful setup and validation of the previous phase.

This tender concerns an automated platform is capable of expanding at least one batch of 42 newly generated iPSC lines every three weeks, simultaneously, with each line cultured in a separate 12-well plate, and each plate containing 8 clones per line. The expansion of each batch of at least 42 iPSC lines is called a cycle. After three cycles (each lasting approximately six weeks, with three cycles taking about three months) of expanding at least 42 lines according to the attached workflow, the platform will undergo a short maintenance period before processing the next three batches in a second term.

During the expansion process, the platform must be capable of:

- -Determining Sendai virus clearance of the iPSCs that are passaged in the automated platform via RT-PCR.
- -Expansion of four Sendai-negative clones per line for banking.
- -Freezing the remaining clones for future use.
- -Performing downstream quality control, including:
 - Setting up trilineage differentiation assays.
 - Conducting RT-PCR to assess expression of stem cell and pluripotency markers in newly generated lines.
 - Collecting material for further analysis.

This automation effort will enhance reproducibility, reduce costs, and increase accessibility to iPSC technology for researchers at Erasmus MC and beyond.

3.2 Lots

This tender is divided into three main lots, along with a fourth list that is independent of the tender. Suppliers are welcome to submit a response for any or all of the lots as applicable. Suppliers bidding for Lots 2 and 3 may submit proposals for all or parts of these lots.

Additionally, Additional apparatus lists includes automated equipment required for downstream analysis, which must also be integrated into the platform. However, the equipment in Additional apparatus lists is acquired independent of the tender, and suppliers

are not required to bid on it. This lot serves only to inform the integrator about the requirements and preferences for downstream analysis. Suppliers are welcome to submit a separate quote for these instruments directly to the Erasmus MC iPS core facility.

The requirements and wishes for the different lots are described in Annex 1.

Lot 1: Requirements & Wishes Program

Tab 1. Requirements Program for Auto

Tab 1. Wishes Program for Auto

Tab Additional Apparatus Lists

Tab 1. Instruction

Tab 2. Company & Production Info

Tab 3. Sustainability List of Wishes

Lot 2: Requirements & Wishes Program

Tab 2. Requirements Imager

Tab 2. Wishes Imager

Tab Additional Apparatus Lists

Tab 1. Instruction

Tab 2. Company & Production Info

Tab 3. Sustainability List of Wishes

Lot 3: Requirements & Wishes Program

Tab 3. Liquid Handler Requirements

Tab 3. Wishes Liquid Handler

Tab Additional Apparatus Lists

Tab 1. Instruction

Tab 2. Company & Production Info

Tab 3. Sustainability List of Wishes

3.3 Type of contract

The agreements for the three lots will be concluded as three separate contracts, each with a duration of 18 months, starting from the date of delivery. The performance of the contracts shall be governed by the General Purchasing Conditions of Erasmus MC, version January 2024 (Annex 8), and the draft agreement (Annex 7).

Please note that while we may contact the supplier for support or assistance as needed, no fixed maintenance agreement will be established. Erasmus MC will manage maintenance and technical support internally with our own engineering team. Any requests for support will be handled on an ad-hoc basis, and we will not enter into an ongoing maintenance contract with the supplier.

Chapter 4. Tender Procedure

4.1 Important dates

Further inquiries regarding the Proposal Guide and Tender Procedure can be submitted via TenderNed no later than:	20-06-2025,12:00
The provided information, which serves to clarify, supplement, or amend the tender documents, will be made available on TenderNed in Nota van Inlichtingen (Nvi) 1 no later than:	03-07-2025
Further inquiries regarding the Proposal Guide and Tender Procedure can be submitted via TenderNed no later than:	09-07-2025,17:00
The provided information, which serves to clarify, supplement, or amend the tender documents, will be made available on TenderNed in Nota van Inlichtingen (Nvi) 2 no later than:	16-07-2025
You must submit your Tender via TenderNed no later than:	01-09-2025,16:00
The vault with Tenders will be opened on:	01-09-2025, 16:15
Erasmus MC will announce the award to all bidder/tenderers no later than:	21-09-2025
Objection Period	22-09-2025 – 11-10-2025
Signing of the (framework) agreement	15-10-2025

(N.B. The dates in this table are indicative. No rights can be derived from them.)

4.2 Tender Submission

Erasmus MC attaches the following conditions to your Tender Submission:

- The Tender must be submitted exclusively by providing a completed and duly signed European Single Procurement Document (Annex 2), supplemented with the Programme of Requirements and Preferences (Annex 1), and the corresponding Reference Declarations (Annex 3).
- The Tender must be submitted no later than 01-09-2025 before 16:00 hours (CET) via TenderNed.
Failure to submit the Tender on time is at your own risk.

4.2.1 Submission by a Consortium

A consortium of companies (a “combination”) may submit a joint Tender as a single Tenderer. In such cases, it is not permitted for individual members of the consortium (“partners”) to submit a separate Tender for the same lot, either independently or in combination with other entities.

Each individual member of the consortium must submit a duly signed European Single Procurement Document (ESPD) and an extract from the relevant professional or trade register. In the ESPD, the member must state its role within the consortium (e.g., lead partner, division of work), the entities forming the consortium, and, where applicable, the name of the consortium (see ESPD, Part II, Section A). If a consortium member wishes to rely on a third party (designated subcontractor), the provisions under Section 4.2.2 shall also apply.

Each consortium member shall be jointly and severally liable to Erasmus MC for the fulfilment of the obligations arising from the Tender, as well as for the complete and correct performance of the Contract in all its aspects.

By submitting the Tender, each consortium member confirms that it will comply with the division of responsibilities as stated in the ESPD.

The consortium shall also indicate in the Programme of Requirements and Preferences which award criteria are met by each member.

After the Tender Submission Date, any changes to an already formed consortium are only permitted with the prior written consent of Erasmus MC. Such a request will be denied if Erasmus MC considers the change to be contrary to (European) public procurement law.

In the event the Contract is awarded to a consortium, the consortium must adopt a legal form (such as a general partnership, private limited company, public limited company, etc.) with which Erasmus MC will conclude the (framework) agreement.

4.2.2 Relying on the Capacity of Third Parties

Tenderers may rely on the financial and/or economic standing, as well as the technical and/or professional capacity, of third parties (hereinafter referred to as: “designated third parties”) to meet the stated requirements. A condition for relying on designated third parties is that the Tenderer must demonstrate that it will actually have access to the resources necessary for the performance of the Contract (see Annexes 5 and 6).

The following conditions apply to a Tender submitted on the basis of support from designated third parties:

a) The Tenderer must indicate in its ESPD that it relies on the capacity of the third party or parties to meet the minimum requirements (with respect to financial and economic standing and/or technical or organisational ability) (see ESPD, Part II, Section C).

b) The Tenderer must include in its Tender the ESPD(s) of the third party or parties on which it relies. The ESPD must include the information as required in Part II, Sections A and B, and Part III, and, if relevant for the specific capacity being relied upon, the information in Parts IV and V. Each ESPD must be duly signed by the relevant third party.

c) The Tenderer must also include an extract from the professional or trade register or proof of registration in the country where the third party is established. This document must be no older than six (6) months as of the Tender Submission Deadline. The valid signature referenced in point b) must be verifiable from this document. If multiple documents (e.g. from parent companies or other shareholders) are needed to verify valid authorisation, these must also be submitted.

If a Tenderer relies on a third party for technical and/or professional capacity, this third party must actually participate in the performance of the Contract.

Changes to designated third parties during the procurement procedure or the term of the (framework) agreement are only permitted with the prior written consent of Erasmus MC. Requests must be submitted in writing in a timely manner. Erasmus MC will reject the request if the change is, in its view, contrary to (European) procurement law.

It is not permitted for the same third party (as designated subcontractor) to be relied upon by multiple Tenderers for the same Contract.

4.2.3 Subcontracting

The Tenderer must also indicate in its Tender whether, and if so, which subcontractors it intends to use for the execution of the Contract (not to be confused with designated third parties as referred to in Section 4.2.2).

Changes to subcontractors during the procurement procedure or during the term of the (framework) agreement are only permitted with the prior written consent of Erasmus MC. Requests must be submitted in writing and in a timely manner. Erasmus MC will reject the request if the change is, in its view, contrary to (European) procurement law.

4.3 Requests for Clarification

4.3.1 Submission of Questions and/or Comments

Upon receipt of the Invitation to Tender, you may submit questions regarding the tender documents and the tender procedure. Such questions must be submitted exclusively via TenderNed.

If you explicitly and with justification request that certain information not be included in the Information Notice, because its disclosure may harm your legitimate commercial interests, Erasmus MC may decide to provide the requested clarification to you only.

Should Erasmus MC decide not to honour your request to withhold specific information from the Information Notice, Erasmus MC will inform you of this in advance. You will then have the option to either withdraw your question or to give Erasmus MC permission to include the information in the Information Notice.

If you do not respond within the deadline specified by Erasmus MC, Erasmus MC will interpret this as implicit consent to publish the information. In such cases, Erasmus MC accepts no liability for any damages you may incur.

Questions must be submitted no later than the date and time specified in paragraph 4.1. Only questions submitted on time will be answered by Erasmus MC. It is not permitted to contact Erasmus MC staff directly; doing so may result in exclusion from the tender procedure.

The Information Notice(s) shall form an integral part of this Invitation to Tender.

4.3.2 Information Session / Response to Questions

No information session will be held during this phase of the procedure. The submitted questions will be answered in writing by Erasmus MC. A report will be sent to you, or published on TenderNed, containing all (anonymised) questions and answers, referred to as the **Information Notice** ("Nota van Inlichtingen"). These questions and answers shall form an integral supplement to this Invitation to Tender.

In the event of discrepancies, the provisions of the Information Notice shall prevail over the content of this Invitation to Tender.

4.4 Completeness Check

Following the Tender Submission Deadline, the selection and award procedure will commence.

Tenders will be opened at the time specified in Section 4.1.

Erasmus MC will first assess whether the completed European Single Procurement Document (ESPD), along with the required annexes and all other requested information, has been submitted on time, in full, and with valid signatures.

Erasmus MC explicitly notes that ESPDs which are later found — either immediately or after verification — to contain inaccuracies or commitments that cannot (or will not) be fulfilled, may be considered false declarations. This may result in exclusion from this procurement procedure and from future procedures.

4.4.1 Clarification of Tenders

At the request of Erasmus MC, a meeting may be held after receipt of your Tender for the purpose of clarifying the contents of your submission.

4.5 Evaluation of Exclusion Grounds and Selection Criteria

Erasmus MC will evaluate the fully completed and duly signed European Single Procurement Document (ESPD) against the exclusion grounds as outlined in Section 5.1.

If this evaluation does not lead to exclusion, Erasmus MC will then assess the ESPD against the suitability requirements and/or technical specifications/performance conditions, as further defined in Section 5.2 and Section 5.3 of this Invitation to Tender, as well as Parts 5 and 6 of the ESPD.

If you do not meet these requirements, you will be excluded from further participation in this tender procedure.

4.6 Evaluation of Award Requirements

If the assessment of the suitability requirements and technical specifications/performance conditions does not lead to exclusion, Erasmus MC will then evaluate whether your Tender complies with the award criteria, as further outlined in Section 6.1 and Annex 1 of this Invitation to Tender.

If your Tender does not meet these award criteria, you will be excluded from further participation in this procurement procedure.

4.7 Evaluation of Award Criteria

If your Tender meets the award criteria, Erasmus MC will evaluate your Tender based on the best price-quality ratio (EMVI). The sub-criteria for this evaluation can be found in Section 6.2 and Annex 1 of this Invitation to Tender.

In the event that two or more Tenderers achieve the exact same score, the contract will be awarded through a lottery.

4.8 Awarding of the Contract

As soon as possible after evaluating the Tenders, Erasmus MC will notify all Tenderers simultaneously and with justification about the award decision. The Tenderer(s) with the Economically Most Advantageous Tender (EMVI) will be informed of the award and requested to submit the formal supporting documents for the Self-Declaration within 10 days.

The other Tenderers will receive a motivated rejection letter.

Erasmus MC will not provide any information if:

- a) it would violate any legal provision;
- b) it would conflict with the public interest;
- c) it could harm the legitimate commercial interests of businesses; or
- d) it would undermine fair competition between businesses.

If a Tenderer disagrees with the award decision, they have the option to appeal within 20 calendar days by issuing a summons to Erasmus MC. During this period, Erasmus MC will not sign any (framework) agreement with the successful Tenderer(s).

The 20-calendar-day suspension period is also a limitation period. Any claim to be awarded the contract will be forfeited if a summary proceeding is not initiated before the competent court within this period.

If a summary proceeding is initiated, the Tenderer who is eligible for the award must - under penalty of forfeiting any claim to the execution of the contract - join the proceedings at Erasmus MC's request.

The final award can only take place after the expiration of the 20-calendar-day objection period and after the (provisional) successful Tenderer(s) have proven the accuracy of their Self-Declaration by submitting supporting documents.

In case of deficiencies in the Self-Declaration or supporting documents, Erasmus MC will provide the relevant Tenderer the opportunity to rectify the deficiencies within 2 working days from the day the request is sent.

Tenderer(s) who are unable to timely submit the required supporting documents to prove the accuracy of their Self-Declaration may be excluded from further participation in the procurement procedure. In such a case, the next ranked Tenderer (number 2) will be given the opportunity to submit the required supporting documents. In well-justified cases, Erasmus MC may also decide to allow the Tenderer to remedy the missing information, provided this does not violate procurement law.

4.9 Additional Procedural Provisions

4.9.1 Amendments and/or Changes

Any amendments and/or changes to the Tender must be received by Erasmus MC via the email address mentioned in section 2.5, before the closing date as indicated in sections 4.1 and 4.2. Only additional information and/or changes submitted in this way will be accepted by Erasmus MC. Additional information and/or changes submitted after the final submission deadline will not be accepted, unless explicitly requested by Erasmus MC.

4.9.2 Continued Compliance with Requirements

If at any time during this procurement procedure it becomes apparent that a Tenderer no longer meets the requirements set in the selection phase or in this Tendering Guide, Erasmus MC may exclude the Tenderer from further participation in the procurement procedure.

4.9.3 Reservations

Erasmus MC expressly reserves the right, without being liable for any damages, to: a. interrupt the procurement procedure for reasons of its own;
b. change the timelines (except for legally mandated minimum periods);
c. not award the contract, either partially or in full.
Erasmus MC has no obligation to award the contract.

4.9.4 Reference to Brands, Types, Manufacturers, Origin, etc.

Erasmus MC has no preference for any particular Tenderer, service provider, or contractor, nor for any particular brands, types, manufacturers, origins, etc. If this Tender Document contains a requirement or wish related (or seemingly related) to a specific brand, origin, method, patent, or type, or a specific source or production, which may favor or exclude certain companies or products, it should be read as "or equivalent."

4.9.5 No Reimbursement for Tender Costs

Erasmus MC will not be liable for any compensation related to the Tender or the provision of information.

4.9.6 Single Submission

A Tenderer may only submit one Tender for the procurement procedure, either as an individual entrepreneur, as a participant in a consortium, or as a subcontractor.

4.9.7 Multiple Tenderers from the Same Group

Multiple companies from the same group may submit Tenders for the procurement (independently, in consortium, or as subcontractors), provided they prepare their Tenders independently and maintain confidentiality. Upon request from Erasmus MC, these Tenderers must be able to demonstrate this. If one of the Tenderers fails to do so, all Tenderers from the relevant group will be excluded.

4.9.8 Obligation to Inform

If there are or are expected to be changes in the business operations of the Tenderer that may impact the progress and handling of the procurement, the Tenderer must promptly inform the contact person at Erasmus MC mentioned in section 2.5.

4.9.9 Incompleteness, Ambiguities, or Contradictions

All documents and appendices created and prepared by or on behalf of Erasmus MC in connection with this procurement procedure have been drafted with the utmost care. If, despite this, the Tenderer identifies any incompleteness, irregularities, ambiguities, or contradictions, or has any other comments or questions, they must notify Erasmus MC in writing (preferably via email) as soon as possible, but no later than 16-05-2025 before 15:00. Tenderers are expected to take a proactive approach. This means that a Tenderer cannot validly rely on incompleteness, irregularities, ambiguities, or contradictions that were not raised within the specified period, even if this could have reasonably been done. In relation to incompleteness, irregularities, ambiguities, or contradictions, the Tenderer forfeits their rights.

4.9.10 Deadlines

A deadline mentioned in this Tender Guide begins at the first hour of the first day and ends at the last hour of the last day.

If a deadline in days starts upon the occurrence of an event or action, the day on which the event or action takes place is not included in the deadline.

If the last day of a deadline mentioned in this Tender Guide falls on a general holiday, recognized holiday at the place of execution of the contract, or another public holiday or free day as prescribed by a relevant collective labor agreement for Erasmus MC, the deadline will end at the last hour of the next business day.

4.9.11 Confidentiality

Both Erasmus MC and the Tenderer will treat all exchanged information during this procurement procedure confidentially.

Erasmus MC is not obliged to disclose internal documents, such as evaluation results, comparisons, or advice regarding the award to the Tenderer, except for what it is required to disclose to justify a rejection in accordance with the Public Procurement Act.

4.9.12 Intellectual Property of Tender Documents

All intellectual property rights on documents and information provided by Erasmus MC in the context of this procurement procedure, including but not limited to this Tendering Guide, annexes, and provided clarifications, are the exclusive property of Erasmus MC. This applies to the entire procurement procedure.

Unless specified by the Copyright Act, nothing from the documents or annexes provided by Erasmus MC may be reproduced by means of printing, photocopying, microfilming, or otherwise without written permission from Erasmus MC, unless and insofar as it is reasonably necessary to properly and fully answer questions or submit a tender.

4.9.13 Return of Tenders

Erasmus MC will not return the submitted Tenders and related documents.

4.9.14 Exclusion of Tenderer's General Terms and Conditions

The application of the Tenderer's general (sales/delivery) terms and conditions is expressly excluded by Erasmus MC.

4.9.15 Conditional Tender

A Tender that is conditional or made under reservation is invalid.

4.9.16 Amounts

All amounts must be quoted in Euros, excluding VAT.

4.9.17 Language of Tender

The tender and all correspondence must be submitted in English or Dutch. If any correspondence or documentation is submitted in a language other than English or Dutch

and/or without a proper English or Dutch translation, Erasmus University Medical Center reserves the right not to consider the tender submission.

4.9.18 Tender Validity Period

The Tender submitted by the Tenderer must remain valid for at least three months from the opening of the Tender. If an interim measure is requested at the court in The Hague concerning the award notification, the Tenderer must keep the Tender valid for at least four weeks after the ruling of the preliminary relief judge in the first instance.

4.9.19 Dispute Resolution, Jurisdiction

Any dispute arising from this procurement procedure will be exclusively submitted to the competent court in The Hague.

4.9.20 Costs

The starting point for the Tender must be based on the Total Cost of Ownership (TCO), meaning the total cost price. The Tenderer must therefore list all relevant cost items related to the contract (such as insurance, transport, taxes, levies, administrative costs, license fees, etc.), even if not explicitly requested in this Tendering Guide. Costs that are not explicitly included in the Tender will not be accepted during the potential contract period.

4.9.21 Submission of Tenders

Your Tender must consist of the following parts:

- A fully completed Program of Requirements and Wishes (Annex 1);
- A fully completed and legally signed UEA/ESDP(Annex 2);
- Fully completed and legally signed reference declarations (Annex 3);
- If applicable: the fully completed and legally signed Declaration “Professional/Professional Competence of Third Party” (Annex 4) and Declaration “Financial/Economic Capacity of Third Party” (Annex 5);
- Fully completed and legally signed Annex conditions (Annex Lot 1-6, Lot 2-10, Lot 3-11);
- A legally signed cover letter submitting the Tender. A legally signed cover letter refers to a letter signed by the authorized signatory registered at the Chamber of Commerce, or an equivalent document demonstrating that the signatory is authorized to represent and bind the company.
- The information in the Tender must be complete (i.e., answering all questions and providing all requested information as specified in this Tendering Guide).

4.9.22 Ranking of Documents

- The entire tender request consists of the following documents:
- Tendering Guide, including annexes;
- The Notes of Information;
- The (framework) agreement.

In case of discrepancies between these documents, the following ranking applies, with the higher-ranked document prevailing over the lower-ranked:

- The final (framework) agreement;
- The 2nd Note of Information;
- The 1st Note of Information;
- The Questionnaire;
- The Tendering Guide;
- The draft (framework) agreement.

Chapter 5. European Single Procurement Document (ESPD) / Self-Declaration

5.1 Exclusion Grounds

Reference:

Self-Declaration: Sections II and III

TenderNed Contract Notice: Section III.2.1

By signing the Self-Declaration (Annex 2A/B), the Tenderer declares that none of the mandatory or discretionary exclusion grounds are applicable. In the case of a joint submission by a consortium of economic operators (as described in Section 4.2.1), each participating entity must individually confirm that none of the aforementioned exclusion grounds apply to them.

If any mandatory exclusion ground applies to the Tenderer, Erasmus MC shall reject the tender and the Tenderer will no longer be considered for contract award.

If any discretionary exclusion ground applies to the Tenderer, Erasmus MC reserves the right to reject the tender, and the Tenderer may no longer be considered for contract award.

Supporting Documents

To verify the accuracy of the declarations made in the Self-Declaration regarding exclusion grounds, the Tenderer must—upon first request by Erasmus MC—submit the following supporting documentation as soon as possible, and in any event no later than 10 calendar days from the date of the request.

Where the Tenderer is a consortium, each consortium member must submit the documentation listed below within the same 10-day period.

Procurement Certificate of Conduct (Gedragsverklaring Aanbesteden – GVA) issued by the Dutch Ministry of Justice and Security, or—where such a certificate is not issued in the Tenderer's country of establishment—an equivalent document issued by a judicial authority or competent governmental body, evidencing that none of the exclusion grounds (as set out in Parts III.A and III.C of the ESPD) are applicable.

For Dutch entities, only the GVA will be accepted.

The certificate must be no older than two years, calculated from the tender submission deadline.

Tax compliance statement issued by the relevant tax authority confirming compliance with the criteria referred to in Section 3.4 of the Self-Declaration. Where such a statement is not issued in the Tenderer's country of establishment, an equivalent official document must be submitted.

For Dutch entities, only a statement issued by the Dutch Tax Authority will be accepted.

The certificate must be no older than six months, calculated from the tender submission deadline.

Note:

If the Tenderer (or any member of a consortium) fails to submit the above supporting documentation within the specified 10-day period, Erasmus MC will exclude the Tenderer from further participation in this procurement procedure. In such a case, Erasmus MC may invite the next-highest-ranked Tenderer to submit its supporting documents.

5.2 Suitability Requirements

The requirements outlined in this section are intended to assess your suitability as a Tenderer in relation to the Contract. By signing the European Single Procurement Document (ESPD) (Section 4.1), you declare that you meet the suitability requirements.

Participants in a consortium must indicate in their individual ESPDs which suitability requirements their respective companies meet.

If you fail to meet one or more of these suitability requirements, your Tender will not be further assessed, and you will not be considered for award. In such a case, the next highest-ranked Tenderer will be given the opportunity to submit the required supporting documentation.

5.2.1 Regarding Financial and Economic Standing (Lot 1, Lot 2, Lot 3)

ESPD: Part IV, Section B

TenderNed Announcement: Section III.2

With the signing of the European Single Procurement Document (ESPD), the Tenderer declares that they meet the financial and economic standing requirements relevant to this procurement.

If the Tenderer is part of a consortium or joint venture, each participant must individually declare (in their own ESPD) which requirements they meet.

Failure to meet one or more of the financial and economic standing requirements will result in exclusion from further participation in this procurement process. In such a case, the next-highest ranked Tenderer will be invited to submit the required supporting documents.

Supporting Documents (upon request after award decision): Annex 5

The Tenderer must submit, within 10 calendar days of Erasmus MC's request:

1. Annual Financial Statements

The most recent audited financial statements (balance sheet and profit and loss account), including explanatory notes and the auditor's report (if available). These should provide insight into turnover, solvency, and liquidity.

2 Bank Reference or Auditor's Declaration

A recent statement (not older than 12 months) issued by a financial institution or certified auditor confirming the Tenderer's financial soundness and reliability.

If a consortium is submitting the tender, each participating party must submit these documents individually.

5.2.2 Regarding Technical and Professional Ability

ESPD: Part IV, Section C

TenderNed Announcement: Section III.2

5.2.2.1 Applicable to Lot 1: (Annex 3)

You must possess sufficient knowledge, experience, and organizational capacity to carry out the assignment. In particular, you must possess the following (core) competencies:

1. Automation of Processes

- This competency is crucial for the success of the project, as the platform must be capable of generating, culturing, and monitoring multiple iPSC lines simultaneously. The vendor should have proven experience in designing, developing, and implementing automated systems for large-scale processes.

Evidence:

To demonstrate that you meet the above core competencies, you must provide one (1) reference per core competency in your submission. Each reference should show that your organization has sufficient experience concerning the respective core competency. Please use the format in Annex 3 “Reference Declarations” for this purpose. By submitting this annex, you confirm that the referenced projects were carried out in a professional and timely manner and that the information provided is true.

The reference projects must relate to the last 5 years (calculated from the final submission date for applications).

If a reference project was performed in cooperation (partnership) or subcontracted, the portion carried out by your organization must meet the eligibility requirements.

Note: Erasmus MC reserves the right to contact the referees directly, without your intervention, and verify your statement. If it is found during verification that you do not meet the requirements, you will no longer be eligible for the award, and your submission will be disregarded. In this case, Erasmus MC will assess the next bidder/tenderer's statement against the set conditions.

5.2.2.2 You must have an information security management system that complies with the NEN-EN-ISO 27001:2005 standard.(Lot 1, Lot 2, Lot 3)

To demonstrate compliance with this requirement, you must, if you are eligible for the award, provide the following evidence upon first request from [CLIENT NAME] as soon as possible, but no later than [specified number of] working days:

- a) A certificate issued by an independent organization confirming compliance with the NEN-EN-ISO 27001:2005 standard, where the certifying body is accredited by an institution that complies with European certification standards; or
- b) An equivalent certificate; or
- c) Other evidence regarding equivalent measures in the field of information security management systems for entrepreneurs.

Ad 2) If you wish to submit a certificate as mentioned under 2), you must demonstrate that it is an equivalent certificate.

Ad 3) If you wish to demonstrate compliance through the method described in 3), you must provide a description of your information security management system and substantiate why you believe your system is equivalent.

In this description of your information security management system, all subjects of the NEN-EN-ISO 27001:2005 standard must be covered. This standard includes the following topics:

- Information security management system;
- Management responsibility;
- Internal audits;
- Management review;

- Improvements.

5.2.3 Regarding Social/Professional Competence(Lot 1,Lot 2, Lot 3)

Eigen Verklaring: Deel IV, Afdeling A
Aankondiging TenderNed: Afdeling III.2

5.2.3.1 You must be registered in the commercial or professional register according to the requirements of the member state where your business is established.

Evidence:

To demonstrate that you meet this requirement, you must provide the following documents with your submission:

- An extract from the Chamber of Commerce or proof of registration in the commercial or professional register in the country of establishment. The extract or proof of registration must not be older than 12 months, calculated from the closing date for submissions (see section 4.1).

Chapter 6. Award Criteria

6.1 Introduction

The Program of Requirements outlines the criteria set by Erasmus MC for the Assignment and pricing.

Failure to meet one or more of these criteria will result in exclusion from further evaluation, and in such cases, the Submission will be disqualified.

Lot 1; Automation

Erasmus MC uses the following (sub-)award criteria to evaluate the proposed solution:

- Program of Wishes (70%)
- Pricing (30%)

Sub-)gunningcriterium	Maximaal aantal Points												
Program of Wishes	70 Points (Score 484) Where the subcategory Sustainability has a maximum score of 44, as shown in the table below: <table><tr><td>score</td><td>Points</td></tr><tr><td>1525</td><td>44</td></tr><tr><td>1089</td><td>31</td></tr><tr><td>654</td><td>19</td></tr><tr><td>436</td><td>13</td></tr><tr><td>0</td><td>0</td></tr></table>	score	Points	1525	44	1089	31	654	19	436	13	0	0
score	Points												
1525	44												
1089	31												
654	19												
436	13												
0	0												
Price; A & B (Component C will not be factored into the scoring)	30 Points (Score 207) <table><tr><td>Automating the process Including Software</td><td>186</td></tr><tr><td>Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs</td><td>21</td></tr></table>	Automating the process Including Software	186	Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs	21								
Automating the process Including Software	186												
Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs	21												

Lot 2; Imager

Erasmus MC uses the following (sub-)award criteria to evaluate the proposed solution:

- Program of Wishes (70%)
- Pricing (30%)

Sub-)gunningcriterium	Maximaal aantal Points
Program of Wishes	70 Points (Score 273) Where the subcategory Sustainability has a maximum score of 25, as shown in the table below:

	<table> <tr> <th>score</th><th>Points</th></tr> <tr> <td>1525</td><td>25</td></tr> <tr> <td>1220</td><td>20</td></tr> <tr> <td>915</td><td>15</td></tr> <tr> <td>610</td><td>5</td></tr> <tr> <td>305</td><td>5</td></tr> <tr> <td>0</td><td>0</td></tr> </table>	score	Points	1525	25	1220	20	915	15	610	5	305	5	0	0
score	Points														
1525	25														
1220	20														
915	15														
610	5														
305	5														
0	0														
Price; A & B (Component C will not be factored into the scoring)	30 Points (Score 117) <table> <tr> <td>Imager</td><td>105</td></tr> <tr> <td>Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs</td><td>12</td></tr> </table>	Imager	105	Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs	12										
Imager	105														
Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs	12														

Lot 3; Liquid Handler

Erasmus MC uses the following (sub-)award criteria to evaluate the proposed solution:

- Program of Wishes (70%)
- Pricing (30%)

Sub-)gunningcriterium	Maximaal aantal Points												
Program of Wishes	70 Points (Score 183) Where the subcategory Sustainability has a maximum score of 16, as shown in the table below: <table> <tr> <th>score</th><th>Points</th></tr> <tr> <td>1525</td><td>16</td></tr> <tr> <td>1144</td><td>12</td></tr> <tr> <td>762</td><td>8</td></tr> <tr> <td>381</td><td>4</td></tr> <tr> <td>0</td><td>0</td></tr> </table>	score	Points	1525	16	1144	12	762	8	381	4	0	0
score	Points												
1525	16												
1144	12												
762	8												
381	4												
0	0												
Price; (C will not be factored into the scoring)	30 Points (Score 78) <table> <tr> <td>Liquid Handler</td><td>70</td></tr> <tr> <td>Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs</td><td>8</td></tr> </table>	Liquid Handler	70	Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs	8								
Liquid Handler	70												
Other requirements: Shipping costs, Updates, License fees, Installation costs, Upgrade costs	8												

6.2 Evaluation Committee

An evaluation committee will assess the submissions. This committee consists of experts who will evaluate the submissions as described in the following sections. The evaluation committee consists of:

Team	
Mehrnaz Ghazvini	Head of Erasmus MC iPS Core

Joachim Boers	Bioinformatician / Scientific researcher
Prof. Dr. J. (Joost) Gribnau	Head department Developmental Biology

6.3 Requirements Specification (Programma van Eisen)

In Annex 1, Tab "Requirements Program for Auto", Tab "Imager Requirements", Tab "Liquid Handler Requirements", the requirements that Erasmus MC sets for the Assignment and the pricing are outlined. Failure to meet one or more of the requirements will result in the exclusion from further evaluation, and the submission will be disqualified. Documentation to substantiate compliance with the requirements must be provided in the manner described.

6.4 Program of Wishes (Programma van Wensen)

Annex 1 includes the wishes Erasmus MC has with regard to the Assignment, detailed in the following tabs:

Tab Wishes Program for Automation, Tab Imager Wishes, Tab Liquid Handler Wishes

Each wish represents a (sub-)award criterion, based on which a Tenderer can be awarded points. It is important that your tender aligns as closely as possible with the stated wishes and questions of Erasmus MC.

The evaluation team will assess each wish based on the extent to which and the manner in which the Tenderer's response addresses the question. The awarded score can range from 0 up to the maximum number of points per wish, depending on the provided answer and supporting explanation.

Each (sub-)award criterion, with the exception of price, will be assessed independently and individually by at least three evaluators. The evaluation and accompanying justification will be documented in writing.

6.5 (Sub) Award Criterion: "Pricing"

Tenderers are required to complete all mandatory cells (and any optional additions) in Annex 7, 10, or 11 (depending on the Lot), including the required pricing information.

Pricing must be provided based on the Program of Requirements and the Program of Wishes, and in accordance with the stated conditions (in particular the purchase agreement). For transparency purposes, all cost components must also be itemized separately and submitted as part of the Total Cost of Ownership (TCO). The prices submitted under the TCO component must be one-off and final. The maximum score for "Pricing" is 30 points. The score for each Tenderer is determined using the following formula:

Total Pricing Score =
$$(1 + (1 - (\text{TCO Tenderer} / \text{lowest TCO of all non-excluded Tenderers}))) \times \text{maximum achievable score (=30)}$$

Calculation is based on two decimal places (rounded up based on the third decimal).

6.6 Best Price/Quality Ratio

Erasmus MC will calculate a total score for each Tender. This total score is the sum of the scores awarded for each (sub)award criterion. The Tenderer with the highest overall score will receive a provisional award decision.

If two (2) or more Tenderers receive the same total score and are thus tied for first place, Erasmus MC will award the contract to the Tenderer with the highest score on the pricing criterion. If the pricing scores are also equal, Erasmus MC will, in this exceptional case, conduct a drawing of lots in the presence of the relevant Tenderers.

The winning Tenderer will receive the award decision. At the same time, the Tenderers who are not selected for provisional award will receive the assessment of their own submission. All Tenderers will be informed of the intended award by email (via scanned letter).

Additionally, Erasmus MC will provide each Tenderer with the following information:

- The total score for best price/quality ratio of the winning Tender, without revealing underlying data;
- The total score and breakdown per (sub)award criterion for the Tenderer's own submission.

6.7 Proof of Concept (POC)

As part of this tender procedure, a Proof of Concept (POC) will be conducted for Lot 1 prior to the provisional award. The purpose of the POC is to verify whether the proposed solution is technically capable of meeting the stated requirements and whether it can operate in practice as described in the tender submission.

The POC will not be evaluated based on the regular award criteria. Instead, it serves as a practical validation to confirm that the technical requirements can be met. Successful completion of the POC is a prerequisite for obtaining the provisional award, but it is not part of the competitive evaluation itself.

During the POC, the supplier will be requested to demonstrate how the proposed solution functions in conjunction with the Imager and Liquid Handler, as outlined in the tender documentation. This provides Erasmus MC with the opportunity to verify the feasibility and functionality of the proposed solution prior to final award.

The outcome of the POC will be a critical factor in finalizing the provisional award decision for Lot 1.