



European tendering procedure

According to the competitive procedure with negotiation

Agenda

- A brief introduction of our team and the attending companies.
- About this tendering procedure
- About the assignment
- Questions





About this tendering
process

The general principles of tendering

Tendering is the procurement process in which the client awards the contract to a contractor in a **transparent** and **objective** manner, based on specific requirements and the best offer made.

Transparency, Objectivity, Non-discrimination and proportionality

Public funds are obligated to conduct a European public tender.



Tendering can sometimes feel **distant** and **bureaucratic**. We have made every effort to **simplify** the process as much as possible for all parties involved.

Reason for competitive
procedure with
negotiation



What is our position in our procurement process?

Publication of the selection phase

- This competitive procedure with negotiation consists of two phases: a selection phase (1) and a bidding phase with dialogue (2).
- We are in the **selection phase**: we have published the Selection Guideline and the associated tender documents.
- The purpose of the selection phase is to select a maximum of six suitable parties to proceed to the bidding phase.



Published Tender Documents

- We have published the following documents:
- 1. The Selection Guideline, december 13th 2024
- 2. Annex A: General Purchasing Terms and Conditions
- 3. Annex B: Submission of Questions and Comments
- 4. Annex C: European Single Procurement Document (ESPD)
- 5. Annex d: Bidder's Experience
- 6. Annex E: Further information on tender procedure

For all documents, please read them **carefully**, and should you have any questions, refer to Annex B and see the **schedule**!



Planning of the selection phase

Phase	Date
Publication of tender documents	Friday December 13th, 2024
Christmas holiday	December 21st, 2024 – January 5th, 2025
Deadline sign up – information meeting	Thursday January 9 th , 2025 23:59u CET
Information meeting	Friday January 10th, 2025 (morning)
Deadline questions Q&A	Tuesday January 14 th, 2025 12:00u CET
Publish answers Q&A	Friday January 17 th, 2025
Closing date for Request to Participate	Tuesday January 28th, 2025 12:00u CET
Sending the selection letters	Friday January 31st, 2025
Suspensive period (ten days)	Till Monday February 10th, 2025 23:59u CET
Start Bidding phase	Wednesday February 12th, 2025 23:59 CET



Submitting the request for participation (1)

- If you want to participate you must submit the request for participation via the Tender Platform of TenderNed
→ **before Tuesday January 28th, 2025 12:00u CET.**
- To be able to participate you need an account on TenderNed.
- Please ensure that you create an account in a timely manner.



TenderNed: Dutch government's on-line tendering system

[TenderNed for foreign businesses](#)[Registering a foreign business](#)[Logging in to TenderNed](#)[Request to participate in a restricted procedure](#)[Submitting a tender in an open procedure](#)[Training and consultancy](#)[Videos: how TenderNed works](#)[TenderNed Terms of Use](#)

TenderNed is the Dutch government's online tendering system

All Dutch authorities are obliged to publish their national and European tenders on TenderNed's [announcement platform \(in Dutch\)](#), so businesses can access all public publications from a single webpage.

Simple, fast and efficient tender procedure

Using TenderNed, all parties can digitally manage all steps throughout the entire tender process. The contracting authority decides whether businesses must submit their offer digitally in TenderNed. If this is the case, interested businesses submit their complete offers through TenderNed. Scoring and rewarding is also carried out in the application.

Using TenderNed as a foreign business

If you would like to bid in TenderNed you first have to register your company. Please keep in mind that the TenderNed application is only available in Dutch.

Help in English

The following information on registering your company and bidding is available in English:

- [Registering a foreign business](#)
- [Logging in as a foreign entrepreneur](#)
- [Request to participate in a restricted procedure](#)
- [Submitting a bid directly in an open procedure](#)
- [Training and consultancy](#)

Other manuals and instructions are only available in Dutch.

You can also contact our Service Desk at +31 70 379 88 99 or [email](#). Their opening hours are: 08:30-17:00 CET.

Organisation

TenderNed is part of the Netherlands Enterprise Agency. TenderNed is a certified supplier of the European publication platform Tenders Electronic Daily (TED).

<https://www.tenderned.nl/cms/en/english/tenderned-dutch-governments-online-tendering-system>



Submitting the request for participation (2)

- After the closing date of the tender period, it is (technically) **no longer possible** to submit a Tender.
- Therefore, we recommend submitting the request for participation well in advance.



Process of selection

- To ensure the selection of six suitable market parties, **exclusion grounds** and **eligibility requirements** have been established (chapter 3 of the Selection Guideline).
- In the event that more than six parties meet the eligibility requirements, **the selection criteria** (chapter 4) will be applied to reduce the number of selected parties to six parties.



Exclusion grounds

- Russian and Belarusian parties
- Mandatory and optional grounds for exclusion

Evidence for Grounds of Exclusion:

- Registration in the national professional or trade register
- Tendering Code of Conduct
- Declaration from the Tax Authorities



Russian and Belarusian parties

- Russian and Belarusian parties or parties that use a Russian or Belarusian party as a subcontractor or supplier for more than 10% are excluded from participating in the Tender.
- This concerns: •
 - Persons with Russian or Belarusian nationality and persons or legal entities (companies, entities or bodies) established in Russia or Belarus;
 - Legal entities that are owned for more than 50% by a Russian or Belarusian party as mentioned under a; and
 - Persons or legal entities that act in the interest of or on the instructions of a party mentioned under a or b. •
 - The (legal) persons mentioned under b and c may also be (legal) persons established in a country other than Russia or Belarus.



Mandatory and optional grounds for exclusion

- The European single procurement document (ESPD)
- In TenderNed, you will find both a PDF and an EML document. You may use the PDF. However, the PDF is prone to errors.
- The EML file can be easily filled out within the dashboard of TenderNed. See UEA-wizard.
(<https://www.tenderned.nl/cms/nl/vraag/uea-invullen>)
- It is crucial that the document is **legally signed by the person with the proper mandate**.
- Any errors in the ESPD may result in exclusion from participation.



Registration in the national professional or trade register

- A statement as referred to in section 1 of article 2.89 of the Public Procurement Act 2012, which is **not older than six months at the time** of submitting the Tender.
- The statement must show that **you are registered in the national professional or trade register** in accordance with the **requirements applicable in the country in which you are established**.



Tendering Code of Conduct

- Companies from the Netherlands: The declaration of conduct for tendering may not be older than **two years at the time of registration**.
- You can request the tendering conduct via Justis.
 - Due to the **long processing time**, we advise you to request the tendering conduct statement **in advance** of a possible request for it.
- Foreign companies must comply with the applicable rules and regulations of their country of origin. For any questions regarding this matter, please refer to the Q&A.



Declaration from the Tax Authorities

By submitting a tender and signing the ESPD, the candidate declares that the company has fulfilled its obligations to pay **mandatory taxes** and **social security contributions**, as referred to in paragraph 3 of Article 2.89 of the Public Procurement Act 2012.

Signing the ESPD is sufficient.



Financial and economic capacity

- Your company is **sufficiently insured** against liability risks in connection with the execution of the Assignment. By signing the ESPD, you declare that the insurance will be maintained for at least the amounts mentioned in the draft agreement during the contract period.
- If your company is **currently not sufficiently insured** to carry out the Assignment, you must provide a written statement from the insurance company in which the insurance company declares that it will take out the insurance with you prior to awarding the Assignment.



Technical and professional competence (1)

To carry out the Assignment you must have the following core competency:

- Experience with a similar scope or relevance i.e. thermoplastic sheet consolidation manufacturing equipment (flat sheet). The reference project should emphasize:
 - The supplier's ability to adapt to challenges and provide innovative solutions.
 - How the suppliers work with the other parties.
 - The supplier and/or their partner Contributions to achieving the objectives of the reference project.
 - How long it took to deliver the project.



Technical and professional competence (2)

- You demonstrate with reference assignments that you have the core competencies.
- Your reference assignment must meet the following criteria:
 - Completion date **no older than three years** from the publication of this tender.
 - In case of ongoing assignment: start date **older than one year** from the publication of this tender.
 - Only the results that have been achieved (no forecasts).
 - In case of partnership: describe your share.
 - The size is at least **€ [360.000]** excluding VAT per year.
 - It has been or is being carried out successfully and to the satisfaction of the relevant client.



Selection Criteria (1)

- The selection criteria are **only used** in case there are **more than six suitable candidates**.
- The selection criteria are used to **compare** and **evaluate** the parties that meet the minimum suitability requirements and to determine which six candidates will be invited to the bidding phase.



Selection Criteria (2)

Selection criteria	Max. points
Relevant experience regarding the assignment	90
Qualitative assessment	1 point
<i>Total</i>	91 points

- If the scoring of selection criteria 1 (relevant experience regarding the assignment) does not result in a distinctive ranking of six parties, the contracting authority will proceed with a qualitative assessment.



Relevant experience regarding the assignment (1)

- The Candidate possesses relevant knowledge and skills related to the assignment and have implemented that within the reference project as shown in Competence A.
- **The more relevant the experience** is the more points a Candidate can score.
- The contracting authority will use the reference project description you submitted from Annex D.
- Please ensure that your reference assignment (the version already submitted) clearly indicates whether or not a specific part is applicable to your organization.
- If this is not clearly demonstrated, we may be forced to exclude certain points from being assigned to you



Relevant Aspects	Amount of Points	Does the reference project meets the requirement		Result
The project value was valued 400.000 euros or more and therefore considered to have a comparable complexity	10	☐ Yes	☐ No	
The project was delivered for a client, instead of an inhouse project.	5	☐ Yes	☐ No	
The project was completed within budget set before the start of the project.	5	☐ Yes	☐ No	
The whole project involved diverse machinery relevant and directly related to thermoplastic sheet consolidation:				
High temperature (450c)	20	☐ Yes	☐ No	
Fast heating and cooling cycle time (please specify the cycle time temperature and the time in Annex D of the reference project). We will be ranking the supplier with the fastest cycle times. The party with the fastest cycle times will receive 20 points, the next fastest party will receive 19 points, and so on until a party scores 0 points.	20	☐ Yes	☐ No	
Full automation (effects the cycle time)	20	☐ Yes	☐ No	
Dimension of the plates (1.1x1 m)	10	☐ Yes	☐ No	



Registration in combinations and/or subcontracting

- Submitting with subcontractors:
 - To meet requirements
 - It is not permitted to use a subcontractor to whom an Exclusion Ground applies
 - The main contractor is responsible
- Submitting as collaboration
 - Partnership
 - The members of the partnership share joint responsibility
 - One designated lead party for the tender

If this applies to you and you have any questions, please refer to the Q&A section.



Conclusion of the selection phase

- You will receive a letter with the selection decision, including the intended start date of the bidding phase.



Preview of the bidding phase

- With the expiration of the standstill period, the selection phase ends and the bidding phase begins.
- In the bidding phase, we will proceed with the tender by sending an Invitation to Bid and the Award Guideline to the selected candidates.
- Important to know in advance: As part of the award process, you will be **required to create a prototype** using your proposed machine, based on the materials provided by us. **You must be able to do this in order to be considered for the award.**





About the assignment



Questions



Thermoplastic Composite Manufacturing Solutions Centre

materials • processes • engineering • components

PARTNER IN THERMOPLASTIC COMPOSITE MANUFACTURING SOLUTIONS

*materials • processes • engineering •
components*



ANTI-BALLISTIC PROTECTION

*Helmets,
masks,
plates*



AIRCRAFT INTERIOR

*Seat, tray
& trolley
structures*



LIGHT WEIGHT MOBILITY

*Structural
components*



SPORTS & CONSUMER GOODS

*Luggage,
furniture, climbing,
footwear*

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CO-CREATION TO INNOVATE YOUR PRODUCT

**CO-MAKERSHIP IN PROVIDING MANUFACTURING
PROCESSES**

SUPPLY PARTS & COMPONENTS OR LICENSE TECHNOLOGY

TPC MANUFACTURING PROCESS

1.

MATERIAL PREPARATION
LAMINATION & CONSOLIDATION

TRIMMED
LAY UP



2.

FORMING
FAST FORGING OR
THERMOFORMING

*FAST FORGING
NEAR NET SHAPED PARTS*



1



2



3

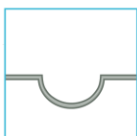
*FAST THERMOFORMING
HIGH VOLUMES WITH LOW CYCLE TIMES*



1



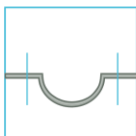
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3

3.

ROBOTIC PRECISION TRIMMING
ULTRA SONIC, MILLING, LASER,
WATERJET



1



2



3

4.

INSERT OVERMOULDING
OPTIONAL AFTER STEP 3



1



2

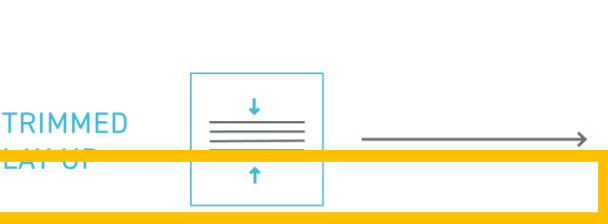


3

CATO OBJECTIVE - SCALE-UP TPC MATERIAL MANUFACTURING CAPABILITIES

1.

MATERIAL PREPARATION
LAMINATION & CONSOLIDATION



ORGANO SHEET



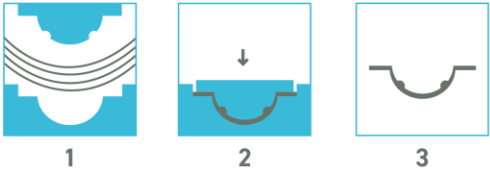
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2.

FORMING
FAST FORGING OR
THERMOFORMING

FAST FORGING
NEAR NET SHAPED PARTS

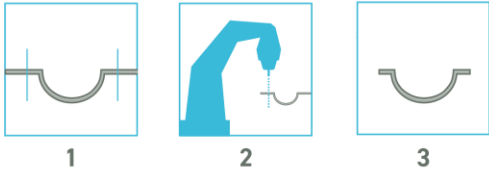


FAST THERMOFORMING
HIGH VOLUMES WITH LOW CYCLE TIMES



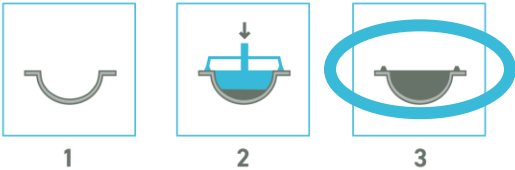
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ROBOTIC PRECISION TRIMMING
ULTRA SONIC, MILLING, LASER,
WATERJET



4.

INSERT OVERMOULDING
OPTIONAL AFTER STEP 3



ASSIGNMENT

- The equipment is intended to be installed & used as part of a *Shared Facility or Field Lab*, located at Cato Composites, Rheden (NL).
- Within this environment, Thermoplastic Composite Manufacturing Solutions are being demonstrated and accessible for developments for and to third parties.
- The equipment is partially financed through the Interreg “MNM Manufacturing NextMaterials” project in which Cato is a leading partner for the Thermoplastic Composites activities.

OBJECTIVES

Source: Selection Guideline - Thermoplastic sheet consolidation equipment - Cato Composites B.V v1.0, pag. 4

Objective	Explanation
1. Thermoplastic composite sheet consolidation equipment	The new manufacturing equipment should be capable of consolidating thermoplastic composites effectively.
2. Low and High temperature profile	The new manufacturing equipment should be capable of heating across a wide temperature range, accommodating both low-temperature profiles from 160-240°C up to high temperatures up to 400–450°C.
3. Fast and efficient manufacturing cycles, with efficient energy consumption	The new manufacturing equipment should substantively reduce the cycle time and energy consumption of Cato's sheet manufacturing process. In addition, the manufacturing equipment should run as much automatically with the aim to reduce direct labor costs.
4. Seamless implementation	Cato wants to have a seamless implementation of the new manufacturing equipment into the current manufacturing process, so that the new equipment can be operating at full capacity as soon as possible. The manufacturing equipment will also be made available as a pilot line to 3 rd parties to conduct developments as intended in the MNM program.
5. Quality manufacturing equipment	The sheet consolidation equipment can: 1 – reach high temperature and is able to consolidate material which require high temperature profile, 2 – have low heating and cooling cycle time and 3 – be energy efficient.
6. Suppliers must take into account that the equipment is partially made possible by a subsidy budget of €600.000	This budget should guide the proposed solutions but does not necessarily constitute a strict price ceiling. Cato reserves the right to evaluate proposals that exceed this budget, provided they offer significant added value or align with the project's objectives. This will be further elaborated upon during the bidding phase.

SCOPE

The assignment includes the following activities:

- (1) Delivery of an energy efficient state-of-the-art **thermoplastic sheet consolidation equipment** to the location of Cato Composites.

The manufacturing equipment includes:

- a. Handling a minimum sheet size of 1.100 x 1.000 mm
- b. Focus on the lowest possible cycle times and as much automation as possible, designed for processing thermoplastic composite sheets with low energy consumption.
- c. Handling a variety of materials for composite manufacturing, where the fibers include Carbon, Glass, Aramid, Polymer and natural fibers such as Kenaf. The matrices used in combination with these fibers are:
 - Low-temperature profile materials, such as Polypropylene (PP)
 - High-temperature materials, such as Polyphenylene Sulfide (PPS) and Low Melt Polyaryletherketone (LM PAEK) and PEEK
 - High-shrinkage materials, such as Self-Reinforced Polypropylene (SRPP), for which you may offer a separate clamp setup.
 - a. Heating technologies such as induction heating, oil heating or electrical heating. Other forms of heating are also possible, provided they align with the stated objectives of Cato Composites.
 - b. Material handling of large lay-ups of sheets We are thinking at this moment having these two options for the automation:

SCOPE

- Cato will specify two materials for the commissioning of the materials:
- One is a SRPP material, to be processed at 60 - 160 – 60 °C cycle within 2 minutes. These materials have the tendency to shrink which should be avoided and the capacity of the equipment manufacturing SrPP materials will be 54.000 sheets annually. This material is leading for the equipment specification in terms of cycle times for the low temperature profile.
 - The other materials is a Carbon/PPS materials to be processed at 100 – 360 – 100 °C cycle. The cycle time of processing this materials need to be indicated by the supplier.
 - Correspondingly, This material is leading for the equipment specification in terms of cycle times for the high temperature profile.

Optio n	Input	Output	Comments
1.	Fixed stack of lay-ups separated by separating paper.	Stack of consolidated sheets. No separation needed.	Preferred solution
2.	Semi-manual insert of fixed stack into press	Semi-manual stacking of sheets.	'light version'

AWARD CRITERIA

- Manufacturing cost for the TPC materials
- Quality of the submitted prototype samples
- Quality of the equipment
- Detailed plan of actions and ability to meet the targets.

*From creativity in engineering
to craftsmanship in manufacturing,
leading to guaranteed quality
of high volume manufacturing*

THANK YOU!

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