



Dienst Justitiële Inrichtingen
Ministerie van Justitie en Veiligheid

Answers to questions

Market consultation

In cell entertainment devices

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Answers to questions

NR.	SUBJECT	QUESTION	ANSWER
1.	General	We have extensive international experience in the judicial sector (approximately 30 prisons) with our secure entertainment device. Is DJI open to a customized solution that is not portable, but securely installed on the wall inside the cell?	The goal is to deploy the mobile devices in locations where staff shortages are most severe. This can change over time, and wall-mounted installation does not offer the flexibility needed in such changing conditions.
2.	General	We are the market leader in providing physically and digitally secure media walls in Europe and the USA for correctional facilities and mental health institutions. We are fully focused on the DJI use case with our product. Physical security is achieved through our self-developed hardware, which is built-in. Digital security is ensured through a secure application that the end user cannot “escape” from and which is fully remotely controllable by staff. This provides complete control over the user’s digital environment — including which content and applications are available, and at what times. This allows us to combine safety/control with richness and completeness of applications — a unique mix tailored to high-security environments and their challenges. Currently, our unique software only runs on our own hardware. However, we are in the process of making it available for third-party hardware — which could include a robust tablet suitable for a DJI solution. In summary: • The software on the mobile device and its management is a perfect match. • For specific hardware, we would need to go through a selection process together. Is DJI open to exploring this path? We are willing to invest in this, offering DJI a highly innovative partner that aligns closely with the desired solution.	DJI is requesting a complete solution, in which content is delivered securely on a mobile device and management of the device is required as well.
3.	Questions 5 and 7	Please specify how the tablets will be used – only during the day, or also when prisoners are locked in for the night?	The mobile devices are deployed 7 days a week during "office hours" (08:00 – 17:00) to reduce the deployment of number of guards needed for a safe stay in the prison.
4.	Question 10	Please clarify this question – what exactly are you looking for here?	Market interests relate to interests DJI should consider in the tender. Examples are: • Choosing a price model that fits the relevant market. • Make sure the duration of the contract is in line with the business model of economic actors in the relevant market. • Establish whether the requirements are fully understood. • Creating interest with potential suppliers.