



GUIDELINE FOR MARKET CONSULTATION INSULATION JOINTS

For the benefit of N.V. Nederlandse Gasunie

Version: 1.0

Groningen, July 2025

gasunie
crossing borders in energy

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Annex 1: Gasunie Specifications

- GTS_MSW-06-E
- GTS_MSW-11-E
- TSP-04D03-45
- S.003843-LF-A435-019
- GTS_MSA-25-E
- GTS_MSA-32-E
- GTS_MSW-01-E
- GTS_MSW-04-E/1
- GTS_MSW-04-E/2
- GTS_RED-W05

1.1. Introduction

This guide provides information on the market consultation for insulating joints for N.V. Nederlandse Gasunie and Gasunie Deutschland GmbH & Co KG (hereafter: Gasunie).

This guide describes the process of the consultation and any follow-up to the initial written consultation, for example in the form of a follow-up discussion and/or site visit.

The announcement of this market consultation was sent to TenderNed / TED for publication on 22 July 2025.

1.2. Market consultation

The subject of this market consultation is to gather information on the insulating joints, prior to a planned EU tender for insulating joints in Q3 2025. The current framework agreements will expire on 31-01-2026. These framework agreements will be replaced by new framework agreements for the supply of insulating joints.

The specification of the insulating joints and related are attached, see Gasunie Technical Standards
GTS_MSA-25-E - Transport, packing and marking.

GTS_MSW-06-E - Insulation joints (natural gas, hydrogen and nitrogen transport);

GTS_MSW-11 - Shop coating of steel structures;

S.003843-LF-A435-019 - Insulation joints hydrogen storage project – UHS Zuidwending;

TSP-04D03-45 - Insulation joints (Gasunie Germany);

Any other specification that is referred to in these documents has also been included in the annexes.

Sustainability will be an important criterion in the selection and award process. Gasunie is currently mapping all greenhouse gas emissions that are emitted as a result of the activities of Gasunie. As part of this assessment, all indirect greenhouse gas emissions in the value chain of Gasunie are being calculated.

1.3. Purpose of this market consultation

Through this market consultation, Gasunie is exploring the possibilities for obtaining insights for a planned European tender for insulating joints, with two plots:

- A. Insulating Joints up to and included 18”;
- B. Insulating Joints from 19” and up and included 48”.

Therefore, the objective of the market consultation is to test and gain insight and overview in relation to:

- The requirements imposed by Gasunie are relevant, realistic and achievable;
- What solutions the market offers in relation to the questions and requirements asked;
- What the market looks like;
- The expected trends and developments in the market of insulating joints.

In order to get a good picture of the possibilities in the market, it has been decided to carry out a market consultation. Gasunie may invite selected parties to respond and discuss their contribution.

1.4. Choice of type of market consultation

Gasunie chooses to organize an open market consultation. This means that this market consultation will be published on TenderNed and the EU official journal TED, and will take place via e-mail. The reason for this is, on the one hand, that Gasunie wants to obtain small-scale input from the market at the shortest possible lead time and low costs.

In addition, Gasunie has chosen to use a combination of written and oral market consultation (by way of an explanatory moment and/or site visit) to obtain information on the relevant parts currently applicable to Gasunie.

1.5. Procedure market consultation

The procedure is as follows:

1. Publication of this market consultation document via TenderNed and EU official journal TED.
2. Publish this consultation document by e-mail to market participants who have signed up. Documents will be available on TenderNed as well.
3. Market participants who wish to participate in the market consultation may ask questions in writing. These questions can be submitted to the following email address:

j.m.folker@gasunie.nl

To submit your responses or questions, please use only the above E-mail address, subject: 'Comments/ Questions Insulating Joints + your organization's name'. In addition, you would like to always include your contact's name and phone number in the text.

4. You can ask questions and submit them at the latest according to the date and time used in the schedule. The completed questionnaire should be sent to the following email address:

j.m.folker@gasunie.nl

Please submit the completed questionnaire only in the format provided.

5. You can answer and submit the questionnaire according to the date and time used in the schedule.
6. Responses to the questions submitted by market parties will be sent to participating market parties by email at the latest in accordance with the date and time of the plan.
7. Gasunie will optionally invite participating parties shortly after the final answer has been submitted, with which (optional) a dialogue session will be opened, that will represent a cross-section of the market. The dialogue session will be an explanation of the answers you have given ('verification'). Where Gasunie needs (additional) explanation and/or a site visit, any questions will be sent in advance with the invitation for the explanation session. The dialogue session is planned to be an interactive session.

1.6. Market consultation report

The outcome of the market consultation (except for the information of the participants that is classified as business confidential by the participants) will be a market consultation report. This report is not publicly available, including participants. If the response on this market consultation results in relevant information for all participants, this will be shared in the planned tender.

1.7. Note of information

You can ask questions about the content and process of the market consultation as planned. Answers the questions by e-mail in the form of a Note of Information.

Participants' questions will be answered anonymously upon receipt by Gasunie.

Requests from participating parties shall be submitted by email by the date and time specified in the schedule. You will then receive Gasunie's replies by email no later than the date specified in the schedule.

1.8. Errors and contradictions

All documents, including any accompanying annexes following the present market consultation, have been compiled and prepared by Gasunie with the utmost care. In the event that a participating party finds errors, irregularities, inconsistencies or ambiguities, we kindly but urgently ask you to inform Gasunie.

1.9. Contact

Your contact person for this market consultation is Jeroen Folker. You can only reach the contact by sending an email message.

Contact:	Email address:
Jeroen Folker	j.m.folker@Gasunie.nl

It is not permitted to contact any person other than the person or persons mentioned above in connection with this market consultation.

Participants in the market consultation cannot derive any rights from verbal statements, commitments and suggestions from Gasunie employees and/or hired personnel.

1.10. Tender and market consultation language

The main language of this market consultation, in words and writings, is in the English language or the Dutch language, with English preferred.

1.11. Nature of market consultation and reimbursement of costs

Gasunie stresses that the market consultation is of a non-binding nature for both Gasunie and participants. Gasunie does not, through this market consultation, incur any obligation in respect of Gasunie's marketing of a service, the procurement or the purchase of products. Participants cannot derive any right from this market consultation.

Participation in this market consultation by participants does not lead to any advantage or disadvantage in any (future) acquisition path or tender procedure to be started by Gasunie.

The costs of participating in this market consultation shall be borne entirely by the participant. Gasunie reserves the right to suspend and/or terminate all or part of the market consultation. Participant(s) shall not be entitled to any form of compensation in such a situation.

1.12. Intellectual property

All intellectual property rights, including copyright, which are based on documents and information provided by Gasunie in the context of this market consultation, including in any case the market consultation document (this document) and explanations provided, both oral and written, are vested in Gasunie.

Except as provided for by the Copyright Act ('Wet Auteursrecht'), no reproduction of the documents and their attachments may be made by printing, photocopying, scanning, microfilm or otherwise without the written consent of Gasunie, except if and to the extent reasonably necessary for the correct and complete answer of the questions.

1.13. Terms of agreement

Dutch law applies to this market consultation.

By accepting this request or submitting your reply, you indicate your unconditional agreement to the terms and conditions contained in this market consultation document.

1.14. Planning market consultation

Gasunie has opted for a written market consultation, with optional explanation and/or site visit. The table below describes the different steps of the market consultation including the planned planning. No rights can be derived from this schedule.

Gasunie reserves the right to change the planning or (partially) suspend and/or terminate the market consultation. In such a case, Gasunie shall inform your organisation in good time of the proposed change(s) by e-mail.

Activity	Planning
Invitation (Publication) Market Consultation	22-07-2025
Opportunity to ask questions (submit before)	25-08-2025
Questions answered by Gasunie	29-08-2025
Submit final response (s) by participants	08-09-2025

1.15. Questions Market Consultation

Below you will find the questions from Gasunie. Please use this response document to provide answers to Gasunie.

Product and technical Insulating Joints up and including 18"		
#	Question	Remarks / Response
A1.1	Please check the GTS_MSW-06-E/1 (insulating joints) and GTS-MSW-11. When a requirement cannot be met, please explain why not and what could be an alternative.	
A1.1B	Please check the TSP-04D03-45. When a requirement cannot be met, please explain why not and what could be an alternative.	
A1.1C	Please check the S.003843-LF-435-019. When a requirement cannot be met, please explain why not and what could be an alternative.	
A1.2	What are the manufacturing limitations.	
A1.3	What kind of optimisation would the manufacturer suggest in the range of insulating joints requested by Gasunie (acc GTS_MSW-06-E/1)?	
A1.3B	What kind of optimisation would the manufacturer suggest in the range of insulating joints requested by Gasunie (acc TSP-04D03-45)?	
A1.3C	What kind of optimisation would the manufacturer suggest in the range of insulating joints requested by Gasunie (acc S.003843-LF-435-019)?	
A1.4	Are there any innovations (in comparison to traditional production) regarding the material use or production method of insulating joints that will be beneficial to Gasunie (e.g. reduced carbon footprint or reducing waste)?	
A1.5	Are the Gasunie specifications reasonable and clear?	
A1.6	Are the internals of the insulation joints suitable for CO2 according to ISO 23936-1 and/ or -2?	
A1.7	Can all the welds that come in contact with the medium be treated with post weld heat treatment?	

A1.8	Are you equipped with post weld heat treatment equipment? Please explain the procedure you use.	
A1.9	Do you have experience with fatigue analyses for hydrogen applications? Please explain or add an example.	
A1.10A	Is it possible to manufacture the Insulating Joint from a forging, as stated in the specification S.003843.LF-A435-019?	
1.10B	We specify material P355NH or P355QH. Is this readily available to you? (acc S.003843-LF-A435-019, most used for this spec are 2", 3" & 14")	

Product and technical Insulating Joints 19" up and including 48"		
#	Question	Remarks / Response
B1.1	Please check the GTS_MSW-06-E/1 (insulating joints) and GTS-MSW-11. When a requirement cannot be met, please explain why not and what could be an alternative.	
B1.1B	Please check the TSP-04D03-45. When a requirement cannot be met, please explain why not and what could be an alternative.	
B1.2	What are the manufacturing limitations.	
B1.3	What kind of optimisation would the manufacturer suggest in the range of insulating joints requested by Gasunie (acc. GTS_MSW-06-E/1)?	
B1.3B	What kind of optimisation would the manufacturer suggest in the range of insulating joints requested by Gasunie (acc TSP-04D03-45)?	
B1.4	Are there any innovations (in comparison to traditional production) regarding the material use or production method of insulating joints that will be beneficial to Gasunie (e.g. reduced carbon footprint or reducing waste)?	
B1.5	Are the Gasunie specifications reasonable and clear?	
B1.6	Are the internals of the insulation joints suitable for CO2 according to ISO 23936-1 and -2?	

B1.7	Can all the welds that come in contact with the medium be treated with post weld heat treatment?	
B1.8	Can we receive a standard drawing of a 42" insulation joint on which we can see your design?	

Coating		
#	Question	Remarks
2.1	Do you use an in-house coating facility, or do you use subcontractors?	
2.2	Is this coating shop qualified by Gasunie?	
2.3	Does the coating applicator have its own independent QC department? What are the qualifications of this staff (Nace / Frosio, etc.)?	
2.4	Can you please indicate your experience with internal coating of insulation couplings for use of the transport media listed below: Natural gas, Hydrogen, Carbon Dioxide, Nitrogen, (Hot) water, Ammonia.	

Supplier and market		
#	Question	Remarks / Answers
3.1	What is the maximum production capacity (in quantity)?	
3.2	What is the minimum order quantity per Lot or diameter?	
3.3	What is the average delivery time per lot?	
3.4	Is supplier familiar with the Gasunie General conditions for supply and the German Einkaufsbedingungen . Are there any 'red flags' in these conditions, topics that are not acceptable for you?	https://www.gasunie.nl/en/suppliers https://www.gasunie.de/einkauf/allgemeine-informationen
3.5	If you have experience in working with Gasunie: what went well and what went less well?	
3.6	Our current method is working with framework agreements with fixed prices for one year. Is this way of working acceptable and do you have any suggestions for Gasunie?	
3.7	Can your company provide the insulating joints for all diameters?	
3.8	Forecasting/uncertain demand.	

	<i>Context: In the current environment in the energy transition accurate forecasting is very difficult and there is high level uncertainty and mostly of our control. This requires maximum flexibility from our internal organization, our contractors, and our suppliers.</i> Can you tell us how to manage flexibility in the production capacity without risking the delivery performance or agreed contractual lead time?	
3.9	Does your company have its own accredited laboratory for mechanical testing?	
3.10	What procedure is used to guarantee the traceability of the material for the insulation joint?	
3.11	Storage/transport Are there storage facilities available to store the produced insulating joints at your own site, can you provide information on this topic (E.g. max. capacity, costs, restrictions, etc.)	
3.12	Please check the GTS_MSA-25-E. (Transport, packing and marking). When a requirement cannot be met, please explain why not and what could be an alternative.	

Sustainability		
#	Question	Remarks
4.1	What are the greenhouse gas reduction goals of your company by 2030?	Concerns sustainability on a company-level
4.2	Up to which percentage are you able to reduce these emissions of products in scope by 2030?	
4.3	Is it possible for the applicant to hold consignment stock of Gasunie on its premises?	
4.4	What kind of measures <u>did</u> suppliers take to become more sustainable on own production site?	Concerns sustainability on production site
4.5	What kind of measures is <u>supplier planning to take</u> to become more sustainable on own production site?	
4.6	What kind of measures did supplier take to have a more sustainable supply chain?	Concerns sustainability in the supply chain

4.7	What kind of measures is supplier planning to take to have a more sustainable supply chain?	
4.8	Can supplier produce monolithic isolation joints from steel produced in a Direct Reduction process (DRI) or Electric Arc Furnace (EAF)?	
4.9	When can supplier produce monolithic isolation joints from steel produced in a Direct Reduction process (DRI) or Electric Arc Furnace (EAF)?	
4.10	Is supplier able to deliver an Environmental Product Declaration (EPD) of monolithic isolation joints?	
4.11	When can supplier deliver an EPD (or similar) with information about the product carbon footprint (scope 1, 2 & 3) and percentage of secondary material?	If this is already available, please send a copy
4.12	Our objective is to recycle released steel products to the highest possible quality. Consequently, we inquire whether you have experience with take-back policies or if you are open to exploring potential collaborations with Gasunie and your steel supplier?	