



Rijksdienst Caribisch Nederland

European tender

Request for quotation
PR16768

**We are looking for a supplier for a crash tender
for the Caribbean Netherlands Fire Department**



1 We are Rijkdienst Caribisch Nederland, unit Shared Service Organisatie – Purchasing department

The Shared Service Organization Rijkdienst Caribisch Nederland (SSO-RCN) is the link between the ministries present on the islands of Bonaire, Saba, and St. Eustatius. Each ministry is responsible for the implementation and execution of its own policies. For proper implementation and support, they rely on the central services of RCN.

On behalf of RCN – the Caribbean Netherlands Fire Department (BKCN) unit – we invite you to participate in this procurement procedure. More information about BKCN can be found at: www.rijksdienstcn.com/justitie-veiligheid/brandweer

Your contact person, Ger Staal of the Rijkdienst Caribisch Nederland, will manage this tender and will communicate with you exclusively via email: aanbesteding@rijksdienstcn.com.

You may not contact any other officials at our organization (directly) about this tender. Any attempt to influence, either positively or negatively, the employees involved in the procedure, in any way whatsoever, will result in exclusion from participation.

2 What do we want?

BKCN currently owns four ARFF airport crash tenders (CTs) to perform tasks at the airport. One of these CTs is due for replacement to ensure it can continue to perform its assigned tasks properly.

We are looking for a supplier for delivery and maintenance (maximum 5 years), during the technical lifespan of one (1) CT for delivery in 2025/2026, at the Bonaire location.

That is the assignment.

The BKCN is currently investigating whether the CT to be replaced should be traded in or whether there is still a destination within the BKCN organization.

A key goal is our commitment to uniformity in vehicle design, equipment, and maintenance. This promotes the interchangeability of parts, reduces the need for extensive inventory, and facilitates the deployment of personnel on various vehicles. The CT must comply with applicable firefighting laws and regulations.

We conclude an agreement for the supply and maintenance (maximum 5 years) of the CT (see Appendix A) to which ARIV and ARVODI apply respectively.

Are you the service provider we're looking for?

Then we invite you to submit a bid for this tender. Therefore you must meet the following requirements:

- | | |
|---|-----------------------------|
| 1. Formal requirements | 4. Eligibility Requirements |
| 2. Program of Requirements | 5. Sanctions Package Russia |
| 3. Grounds for Exclusion (Self-Declaration) | |

1. Formal requirements:

- You register on time and provide all requested information in Dutch or English;
- You use the prescribed formats and do not modify the text;
- Your registration is valid for at least 90 calendar days and contains no reservations or conditions;
- You ensure that it is legally signed by the authorized signatory in your organization.

2. Program of Requirements

This document outlines the requirements we set for the assignment, which you must fully comply

with. You can find the Program of Requirements in Appendix 1. By submitting your application, you declare that you fully and unconditionally meet all stated requirements and conditions.

3. 3. Grounds for Exclusion by Self-Declaration

We use several exclusion criteria for this assignment. These exclusion criteria may not apply to you. We only do business with companies that demonstrate integrity. For example, you have no criminal convictions and your company is not in a state of bankruptcy or liquidation.

You can complete the Personal Declaration (EV), Appendix 2, and provide an explanation. We can request supporting evidence and investigate the accuracy and completeness of the declaration.

Providing incorrect or incomplete information may be considered by us as a false statement, which may lead to unconditional exclusion from obtaining this order or subsequent orders.

If a ground for exclusion applies to you, we will exclude you from further participation in the tender. In some specific cases, we may waive the invalidation pursuant to Articles 2.86 through 2.88 of the Public Procurement Act 2012.

4. Eligibility Requirements

We also set requirements to determine your suitability for the assignment. We call these suitability requirements. If you do not meet a suitability requirement, we will exclude you from further participation in the tender. We apply the following suitability requirements:

Financial and economic capacity

You are a financially stable organization. You have appropriate professional risk insurance for the execution of the assignment. We can have the financial information you provide audited. For any down payments required for the purchase of the CT, a credit guarantee is required to cover the risk; see Appendix C.

Professional qualification

You are registered with the Chamber of Commerce and are authorized to carry out the delivery and work required for the assignment in the Caribbean Region.

Technical competence and professional competence - core competencies

You demonstrate with a maximum of 3 references that your organization meets the following core competencies:

1. Production and delivery of CT's;
2. the application of special requests regarding bodywork and design options;
3. Performing preventive, corrective and adaptive maintenance on CTs, being able to resolve any defect within 48 hours.

Please use Appendix 5 for references. Your reference assignments must be no more than 15 years old at the time of registration. We may inquire with the referees.

Would you like to register, but you do not meet the eligibility requirements?

You can register as a consortium or use a subcontractor. You must demonstrate that you **jointly** meet the eligibility requirements. You must indicate this in the EV. Each organization must then complete a Self-Declaration. The condition is that you actually engage the third party you rely on to meet the eligibility requirements to perform the work.

5. Sanctions Package Russia

Your tender must not violate the sanctions package adopted by the European Council. Russian parties are excluded from participating in this tender. This also applies if you have a Russian subcontractor who performs more than 10% of the contract value. More information about this can be found at: Sanctions Russia | PIANOo - Expertise Center for Procurement.

3 We assess your quote on price and quality

You can score points on both components. We award the contract to the bidder with the best price (Total Cost of Ownership)/quality ratio, which is determined by the lowest price-quality ratio (P/Q).

In your answers, you must take the stated requirements into account. Your answers will become part of the agreement.

Sub-award criteria regarding Quality	Weighing	Maximum points
1. Delivery time	33 %	330 points
2. Extension of warranty period	15 %	150 points
3. Operational availability	30 %	300 points
4. Social return	10 %	100 points
5. Binary wishes (should in PvE)	12 %	120 points
Total points for quality (Q)	100%	1.000 points

We believe a high-quality tender is very important. Therefore, you must score at least 600 points for quality to be eligible for the contract. If you score fewer points, your tender will be invalid, and you will not be eligible to participate in this tender.

1. Delivery time

We believe a fast delivery time is important, as timely delivery of this CT on Bonaire is essential for the Bonaire fire department. We prefer a delivery time of 12 months or less, and find a delivery time of 18 months just acceptable. Longer than 18 months is not acceptable. The faster you deliver, the higher your score. See the table. Scores may also be calculated proportionally between the indicated limits.

Score	Expression
10 (330 points)	Delivery on location 12 months or shorter
8 (264 points)	Delivery on location 13 months
6 (198 points)	Delivery on location 14months
4 (132 points)	Delivery on location 15 months
2 (66 points)	Delivery on location 16 till 18 months
0 (0 points)	Delivery on location 18 months or longer

Delivery time as a Critical Performance Indicator and penalty clause

If you fail to deliver the CT within the agreed delivery time, we may, without prior notice, immediately impose a penalty of 0.1% of the product price for each day that delivery is late, up to a maximum of 10%.

2. Warranty period

We want the longest possible bumper-to-bumper warranty on the CT you supply, as this is the most economically advantageous option for us. We believe you should offer a bumper-to-bumper warranty for at least five years. Offering this warranty for a longer period earns you more points, according to the table below. After the bumper-to-bumper warranty period, we will share the cost of repairs for a maximum of three years in all cases.

Warranty period	Score
8 year	150 points
7 year	90 points
6 year	60 points
5 year	0 points

3. Operational availability

Excellent operational availability of the CT is of paramount importance to the BKCEN. Therefore, the vehicle may not be out of service for more than eight consecutive days (4 x 2 days of 24 hours) per year due to potential malfunctions. This means, as a lower limit, that the vehicle must be available for at least 97.8% $((365-8)/365)$. Therefore, we want to receive the highest possible guaranteed availability from you, but we also need to know how you will achieve this within the specified maintenance requirements. You will document this in an action plan.

We assess your elaboration of this criterion as follows

A higher guaranteed percentage for operational availability and a SMART-formulated action plan results in a higher score. The next guaranteed operational availability score is possible, provided the action plan is excellent.

Percentage	Uptime ^A (days)	Downtime ^B (days)	Score
100.0	365	0	10 (300 points)
99.7	364	1	8 (240 points)
99.5	363	2	6 (180 points)
98.9	361	4	4 (120 points)
98.4	359	6	2 (60 points)
97.8	357	8	0 (0 points)
< 97.8	<357	>8	Knock out

^A amount of days available within a year

^B amount of days not available within a year

4. Social return

One of the government's responsibilities is to support people distanced from the labor market, ensuring everyone participates as fully as possible in society and maintains prospects for employment and income. Therefore, social return plays a key role in implementing the Agreement. More background information on this can be found in the central government's Social Return manual.

Social return is applied in this tender as a sub-award criterion and is part of the award criterion 'Best price-quality ratio'.

You submit a proposal for social return. In the action plan, you describe how you will apply social return in the implementation of the Agreement. The action plan must include at least:

- The way you achieve social return.
- The form of guidance provided to social return employees.
- How to ensure the quality of work.

The action plan becomes part of the Agreement.

5. Binary wishes

We'd like to have a number of optional features on the vehicles. These are things we desire, but aren't necessarily required, but are nice to have. We call these binary requirements. You can use the Specifications (PvE) (Appendix 1) to list these requirements ("should"). You can choose whether or not to include them. If you do include them, you'll receive 10 points per requirement, with a maximum of 120 points. If you are unable or unwilling to fulfill these requirements, you'll receive 0 points.

To elaborate on the sub-award criteria, please use Appendix 3, with a maximum of 5 pages (A4) in Verdana 9 font, including photographs, excluding the cover page. Additional pages or references to web pages will not be included in the assessment.

We assess the quality as follows:

- Each member of the assessment committee first individually assesses which score he gives for each sub-award criterion per tender.
- This will be followed by a plenary session where we will discuss the offers and scores. Each assessor can then adjust their individual grade. Finally, each assessor will determine their final grade, and we will average the scores. Your score may therefore differ from the figures in the assessment table.
- We multiply the final assessment score divided by the maximum assessment score times the maximum number of points for that subject.

In the table below you can see what the grade says about the quality of your registration.

Score	Expression
10	You have provided excellent answers to the questions regarding this sub-award criterion
8	You have answered the questions in this sub-award criterion correctly.
6	You have sufficiently answered the questions in this sub-award criterion.
4	You have not sufficiently answered the questions in this sub-award criterion.
2	You have answered the questions for this sub-award criterion incorrectly.

The reviewers don't yet know the price of a quote when they assess it, and each quote is also anonymized. This ensures that the price doesn't influence the quality assessment and that the review is blind..

Pricing

We aim to achieve the lowest Total Cost of Ownership (TCO) over the 15-year lifespan of the CT. In Appendix 4, please provide the specified TCO price (fixed and variable) for the CT. This results in a fictitious total price (P). Our calculation, based on experience, assumes a total TCO of approximately USD 1,400,000, including packaging, design, construction, delivery, instruction training, various types of maintenance, and other additional costs, including ABB. However, we will only assess the total fixed costs, as shown in Appendix 4. Please note that your registration will be invalid if you enter no value, a negative value, or a 0 on the quotation form, or if you do not meet the other conditions for submitting the price.

The maintenance framework agreement to be concluded will commence one year after delivery of the CT and has an initial term of three years. After this period, the framework agreement can be extended twice, with a maximum term of one year per extension..

It was decided to follow a European tender in accordance with the public procedure.

4 After the assessment you will receive the decision from us

If you submit a valid application with the best price-quality ratio, we will conclude the agreement with you. If your application is not the best, you will receive a letter explaining our reasons. You can appeal the decision. You must do so within 20 calendar days of the letter being sent.

We will verify the winning bid's self-declaration after the provisional award.

You must provide an extract from the Chamber of Commerce register. Upon verification, the documents must not be older than six months from the closing date of the bid.

Tip: Due to the processing time, request the documents in good time.

5 The request for quotation will be published through a European public procurement procedure

We are announcing this request via www.tenderned.nl, local media, and www.rijksdienstcn.com/aanbesteden. The Public Procurement Act 2012 applies to this tender..

The tender has the following CPV codes:

- 34144200-0 (Emergency vehicles);
- 34144210-3 (Fire extinguishers vehicles);

We do not unnecessarily combine orders or divide them into lots.

The order is not divided into lots, as this would hinder our efforts to standardize vehicles and equipment, simplifying the interchangeability of personnel and maintenance.

What else?

We may terminate this tender at any time and will not reimburse any costs, even after we have awarded the contract. Only after the contract has been signed are you entitled to carry out the contract..

6 We use the following planning

Processtap	Uiterste datum
Publication tender	September 22nd 2025
Ask questions, report contradictions or objections	October 31st 2025, 12:00 uur CNT
Publish questions and answers	November 7th 2025, 17:00 uur CNT
Submit quotation	November 21st 2025, 12:00 uur CNT
Announcement of award decision	November 28th 2025, 17:00 uur CNT
End of stand still period	December 18th 2025, 17:00 uur CNT
Effective date of agreement	December 22nd 2025, 17:00 uur CNT
Publish agreement announcement	December 29th 2025, 17:00 uur CNT

The published dates are guidelines, if necessary these dates can be deviated from.

Please submit all your questions by **October 31st 2025**, to: aanbesteding@rijksdienstcn.com.

You can also report comments, inconsistencies, and objections. Please use Appendix B (Questions and Answers) for this purpose. We will share the answers with **all** interested parties by email. After that, we will assume everything is clear.

7 Are you interested in this agreement?

You can then register by email to aanbesteding@rijksdienstcn.com

You submit the following documents:

1. The Program of Requirements
2. The Self-Declaration
3. Your answers to the Sub-Award Criteria
4. The Price Sheet
5. The Reference Statements
6. The Declaration of Consortium Formation
7. The Subcontracting Declaration

Other attachments:

A. Concept agreement

1 ARIV-2018

2 ARVODI-2025

B. Form Questions and Answers

C. Credit guarantee

D. Government Purchasing Conditions

1 ARIV-2018

2 ARVODI-2025

E. Billing requirements RCN

Finally,

8 Do you have a complaint about this tender?

During and after the procedure, you can use the complaints procedure via the RIS digital counter. They can be reached at the following email address: klachtenmeldpunt.RIS@rijksoverheid.nl.