Market Consultation

Ball valves including actuators for the benefit of N.V. Nederlandse Gasunie and Gasunie Deutschland Gmbh & Co. KG

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Version 1.0

N.V. Nederlandse Gasunie
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1 GENERAL INFORMATION

1.1 Introduction

This market consultation is initiated jointly by N.V. Nederlandse Gasunie and Gasunie Deutschland GmbH & Co with the aim of engaging relevant stakeholders, service providers, and market participants in an open consultation regarding the delivery of Ball Valves with actuator. As operators of critical energy networks in the Netherlands and Germany, Gasunie is committed to maintain the highest standards of safety, reliability, and operational efficiency. The input received will support future procurement strategies and help ensure that selected solutions align with Gasunie's operational, safety, and sustainability requirements.

1.2 N.V. Nederlandse Gasunie and Gasunie Deutschland

The N.V. Nederlandse Gasunie and Gasunie Deutschland Gmbh & Co (hereafter Gasunie) manages and maintains the infrastructure for large-scale transport and storage of gas in the Netherlands and the northern part of Germany. The Gasunie network is one of the largest high-pressure pipeline networks in Europe and consists of more than 15.000 km of pipelines in The Netherlands and Northern Germany, dozens of installations, and approximately 960 custody transfer stations. The annual throughput of gas is approximately 80 billion cubic meters.

Gasunie is a leading European energy infrastructure company whose core activities are gas transport and gas storage. We serve the public interest and facilitate the energy transition by providing integrated infrastructure services. Safety, reliability, sustainability and cost-effectiveness play a central role in everything we do. We focus on value creation for our shareholder(s) and other stakeholders and apply the highest safety and business standards used in the sector.

For the distant future, natural gas will remain a key component of the energy transition. However, for a sustainable future and part of a changing energy market a balanced energy mix and a lasting role for diversified gas will be required. So, in the run-up to 2050, other carbon-neutral gases need to be added to the mix. The focus of Gasunie will increasingly shift to green gas, hydrogen, district heating grids and carbon capture and storage. Gasunie will also work towards collaborative energy, i.e. closer collaboration between gas and electricity networks.

More information about Gasunie can be found on https://www.gasunie.nl/en.

1.3 Ball valves including actuators

Ball valves equipped with actuators are critical components in the safe and efficient operation of gas transmission networks. They enable automated flow control, enhance system responsiveness, and contribute to operational reliability under varying pressure and environmental conditions. As part of its commitment to maintain high technical standards and ensuring long-term infrastructure resilience, Gasunie is exploring available technologies, supplier capabilities, and innovative solutions in this domain.

Gasunie seeks to assess the current market landscape and identify technologies, and solutions that align with its strategic objectives. With this market-consultation we are consulting the market for more information in order to make a buy-decision.

1.4 Scope

Below is listed the currently identified scope and requirements as a reference for answering the questions in annex 1 and the indication of compliance with the scope in annex 2.

SCOPE Gasunie Netherlands
The scope covers the supply of ball valves with an actuator. The ball valves must meet the applicable specifications, including the conditions set out in MSW-03-E/1.

The ball valves are used based on the following characteristics and design conditions:

- Medium: non-corrosive natural gas, natural gas/hydrogen gas mixture (up to 100% hydrogen gas), nitrogen gas or natural gas condensate;
- Primary Metal and Secondary Soft (PMSS) and Metal to Metal (MTM);
- Material: Carbon steel;
- Positive result abrasive test in accordance with the EN14141 annex D;
- Design pressure: 50 and 103.4 bar(e) – pressure class: ANSI 300 and ANSI 600;

- Valve dimensions: DN50 up to DN1200
- Design temperature: −20 °C to +80 °C.;

Versions
- Underground installation with above-ground operation (manual or actuated);
- Above-ground installation with above-ground operation (manual or actuated);
- Underground installation with underground operation (manual surface box);
- Configurations with weld- and/or flange ends.

Out scope of supply
- Control cabinet for pneumatic actuators, including accessories.

SCOPE - Gasunie Deutschland
The scope for Gasunie Deutschland covers the supply of ball valves including an actuator. The ball valves including actuator must meet the applicable specifications, including the conditions set out in TSP-04G01-00.

The ball valves are used based on the following characteristics and design conditions:
- Medium: non-corrosive natural gas, natural gas/hydrogen gas mixture (up to 100% hydrogen gas), nitrogen gas or natural gas condensate
- Operating pressure: 70, 84 and 100 bar
- Primary Metal and Secondary Soft (PMSS) and Metal to Metal (MTM)
- Material: Carbon steel
- Positive result abrasive test in accordance with the EN14141 annex D
- Design pressure: 84 and 103.4 bar(g) – pressure class: ANSI 600
- Design temperature DN < 200: −40 °C to +80 °C
- Design temperature DN > 200: −20 °C to +80 °C
- Valve dimensions: DN50 up to DN1400

Versions
- Underground installation with above-ground operation (manual or actuated)
- Above-ground installation with above-ground operation (manual or actuated)
- Configurations with weld and/or flange ends

Out scope of supply
- Control cabinet for pneumatic actuators, including accessories.

2 PROCEDURE

2.1 Schedule

Activity	Date / Period
Publication of the consultation via Tenderned	21 October 2025
Deadline submitting questions	11 November 2025
Note of Information	18 November 2025
Deadline submission of response	25 November 2025

2.2 Exchange of information

The exchange of information for this market consultation is carried out electronically via Tenderned, www.tenderned.nl. The use of Tenderned is free of charge.

If you want to participate in this consultation, please answer the Questions in Annex 1 and Annex 2 as provided and submit to Arjan Kleine via a.kleine@gasunie.nl. For questions about this consultation please contact Mr. Arjan Kleine.

2.3 Conditions

By taking part in this market consultation, you agree with the following conditions:

1. Communication is in the English language;
2. All communication is exclusively with the contact person mentioned in paragraph 2.2;
3. Your answers are confidential and shall only be shared within Gasunie. Please note that Gasunie will publish with the European Tender a report containing the result(s)/answers of the market consultation. In this report the answers shall be anonymized and Gasunie shall be entitled to summarise the answers given and/or display the answers at a generalised level.
4. The provided information will only be used for further studies and advice;
5. The scope and requirements of the tender to be published may be different than the scope and requirements as stated in this market consultation due to the provided information;
6. Gasunie is not bound by any result(s) of the market consultation;
7. Participants cannot derive any rights based on this market consultation or on the report to be published;
8. If needed, Gasunie reserves the right to change the planning.
9. Please use the annexes provided to answer the questions in this market consultation.

Annex 1 Question Form
Please use annex 1 (Excel) as provided to answer the questions in this market consultation and note that to ensure clarity, comparability, and efficiency in evaluating responses, we kindly request you to adhere to the following formatting and length restrictions when answering each question in this market consultation:

- Maximum length per question: 1 page (A4 format)
- Font type: Arial or Calibri
- Font size: Maximum 9 pt
- Line spacing: Single

Scope and technical capabilities

1. **Scope of the market-consultation**
   The aim of this question is to assess whether the required ball valves including actuator can be sourced directly from suppliers' existing product portfolios, without the need for significant modifications.

   Question
   Can you produce and deliver the requested ball valves including an actuator in accordance with the scope as described in section 1.4? If not, please specify in Annex 2 which requirements cannot be met and why.

2. **Specifications**
   The aim of this question is to verify whether the provided specifications for ball valves are sufficiently clear and understandable from a supplier's perspective.

   Question
   Are the technical specifications for the ball valves sufficiently clear, complete, and easy to interpret from your perspective? Do you encounter any ambiguities, inconsistencies, or areas that could benefit from further clarification? We would also appreciate any suggestions you may have to improve the structure, formatting, or overall readability of the specifications to ensure they are accessible and practical for suppliers.

3. **Developments**
   The aim of this question is to identify opportunities for improvement, modernization, or added value beyond standard offerings.

   Question
   Are there any recent innovations, developments, or emerging technologies in your product range or in the wider market that are relevant to the supply, operation, or lifecycle management of ball valves with actuators? If so, please describe them and explain how they could add value to this procurement.

Product information

4. **Hydrogen**
   The aim of this question is to determine whether the supplier's ball valves are technically and safely compatible with natural gas/hydrogen gas mixture (up to 100% hydrogen gas).

   Question
   Are your ball valves and associated components suitable for use with gas mixtures containing up to 100% hydrogen gas? If so, can you provide documentation which comply with the scope as mentioned in paragraph 1.4?

5. **Coating**
   The aim of this question is to assess the market's experience and capabilities regarding protective coatings suitable for hydrogen transport.

Question
Do you have experience with coatings specifically designed for hydrogen transport applications? If so, please describe the type of coating, its technical specifications, and the context in which it was used.

6. **Ball Valves including actuator**
The purpose of this question is to gather market insights on the implications of procuring ball valves and actuators as a combined solution rather than as separate components.

Question
a. What are your thoughts on supplying ball valves including actuator? Please elaborate on any perceived benefits, risks, or operational changes this approach may entail.
b. The intention is to have a dedicated actuator brand per type actuator (Electric, Pneumatic etc.) for the duration of the contract in order have a standardized package. Do you see benefits, risks or opportunities?

7. **Maintenance**
The aim of this question is to assess the operational reliability, maintenance burden, and total lifecycle cost of the valve and actuator system.

Question
Does the ball valve require preventive maintenance? If so, please describe the type, frequency, and complexity of this maintenance, including any special tools, skills, or downtime required. Also indicate whether the actuator requires separate or integrated maintenance procedures.

8. **Expected lifetime of the ball valves including actuators**
The goal of this question is to evaluate the durability, cost-effectiveness, and suitability of the valve and actuator assembly for long-term use.

Question
What is the expected operational lifetime of the ball valve under normal operating conditions? Please specify the estimated number of cycles, years of service, and any influencing factors such as media type, pressure, temperature, or environmental conditions. If applicable, differentiate between the expected lifetimes of the valve and the actuator.

Welding

9. **Quality management system**
The aim of this question is to verify under which certified welding quality management system the supplier operates.

Question
Under which quality management system do you operate. Is this quality system in compliance with European regulations? Please elaborate.

Financial aspects

10. **Price and indexation**
The aim of this question is to gain insight into the financial framework suppliers apply to their offers, particularly in relation to long-term agreements.

Questions
a. What pricing models are commonly used in your company for the supply of ball valves with actuators? For example, do you typically apply fixed pricing, framework agreements with indexed pricing, or volume-based discounts? Please elaborate on the structure and rationale behind your preferred model(s).
b. In addition, what price adjustment mechanisms do you typically apply in your contracts for ball valves with actuators? For example, do you use index-based escalation clauses

(e.g. linked to commodity or labor cost indices), fixed annual adjustments, or other models? Please specify the indices or benchmarks used.

11. Lots

Gasunie N.V. and Gasunie Deutschland are exploring whether dividing the tender into distinct lots could improve market accessibility, stimulate competition, and enable more specialized offerings.

Question

Would you recommend dividing the scope of the tender into separate lots (e.g., by valve size, pressure class, actuator type)? If so, please specify how you would propose the division and why?

Delivery & Execution

12. Resource constraints

The aim of this question is to identify any current or anticipated resource constraints—such as raw material shortages, production capacity limits, or supply chain disruptions—that could affect the availability, lead time, or reliability of ball valve deliveries.

Question

Are there any current or foreseeable resource constraints—such as limitations in raw materials, manufacturing capacity, skilled labor, or logistics—that could impact your ability to deliver ball valves on time and in the required quantities? What is your production capacity in quantity per diameter? Please explain.

13. Can you provide a list of the produced valves per diameter and pressure class of 2024? And what is your potential maximum capacity per diameter?

Legal & Compliance

14. Regulatory risks or barriers and contractual provisions

The aim of this question is to identify any legal or regulatory factors that could impact the procurement, delivery, or operational use of ball valves.

Questions

a. Are there any regulatory risks, compliance requirements, or legal barriers—such as export restrictions, certification obligations, environmental regulations, or country-specific standards—that could affect the supply, delivery, or use of ball valves in our intended application or region?
b. Which contractual provisions do you consider to be of critical importance when entering into agreements for the supply of ball valves including actuators? Please specify any clauses or legal aspects that are typically subject to particular attention or negotiation in your practice.

Market Experience & Suggestions

15. Possible pitfalls in similar tenders

The aim of this question is to leverage supplier experience to identify typical issues that arise in comparable tender processes, such as misaligned expectations, unclear requirements, or logistical bottlenecks.

Question

Based on your experience, what are common pitfalls, challenges, or misunderstandings encountered in similar ball valve tenders—whether related to technical specifications, contract terms, supplier coordination, or project execution—and how can these be proactively avoided?

16. **Fixed sub-supplier for components**

The aim of this question is to gain insight into the supplier's sourcing strategy and the degree of dependency on specific sub-suppliers for essential components. In particular, we are exploring the possibility of establishing long-term relationships with fixed suppliers for actuators, given their critical role in performance and reliability. Understanding existing supplier networks and partnership models will help us assess potential risks, ensure continuity in supply, and identify opportunities for strategic collaboration that support consistent quality and delivery performance.

Questions

a. Which percentage of the components is produced inhouse?
b. For the components that are not produced inhouse: Do you work with fixed sub-suppliers for critical components of the ball valves?
c. Are these partnerships long-term or exclusive, and how do they influence product quality, lead times, and supply chain reliability?

Sustainability

17. **Sustainability**

The aim of this question is to assess the supplier's commitment to environmental responsibility and social impact, including how they integrate sustainability into their operations and contribute to societal value.

Question

How does your company address sustainability and social return in the production and supply of ball valves? Can you provide examples of environmental initiatives, circular practices, carbon footprint reduction, and efforts to support inclusive employment or community engagement?

18. **Environmental product declaration**

The aim of this question is to assess the transparency and credibility of the supplier's environmental impact reporting through standardized documentation like an EPD.

Questions

a. Do you provide an Environmental Product Declaration (EPD) for your ball valves or their components, and if so, is it third-party verified and compliant with relevant standards such as ISO 14025 or EN 15804?
b. What environmental impact categories are covered?
c. How is the data collected and maintained?

19. **Production method of used steel for housing**

The aim of this question is to gain insight into the method of steel production which is used for the housing. This is related to the sustainability targets in order to minimise the percentage of CO2 emissions.

Question

Are you able to give us insight on the production method of the raw material for the valve? E.g. Electric Arc Furnace or Blast Furnace. In addition, can you indicate what the deviation is in percentages?

After sales services

20. **After sales**

The aim of this question is to evaluate the supplier's capability to provide reliable and responsive after-sales support, which is essential for long-term product performance and customer satisfaction.

Question

What kind of organization and infrastructure do you have in place for after-sales support, including maintenance services, spare parts availability, technical assistance, and warranty

handling? Is this support provided directly by your company or through certified partners, and how is service quality ensured?

21. KPI's

The aim of this question is to assess whether suppliers have relevant experience with KPIs and how they use them to ensure quality and to measure performance.

Question

Do you have experience in defining, monitoring, and reporting Key Performance Indicators (KPIs) within the scope of similar contracts? If so, please provide examples of the KPIs used and how they were applied.

Annex 2 Non-Compliance to scope
If applicable, please use Annex 2 (Excel) as provided to answer the questions in this market consultation.