

Market consultation

For Specific Boxboard

Contracting authority: KB National Library of the Netherlands
Reference: 2025 / TN 558065
Date: 18 November 2025
CPV-code: 22993400-1

© 2025 KB National Library of the Netherlands

No part of this publication may be reproduced and/or made public by means of print, photocopy, microfilm, or in any other way without prior written permission from the procurement department of the KB National Library of the Netherlands.

TABLE OF CONTENTS

TABLE OF CONTENTS	2
1 INTRODUCTION	3
1.1 MARKET CONSULTATION	3
1.2 PURPOSE OF THE MARKET CONSULTATION	3
1.3 TRANSPARENCY OF THE MARKET CONSULTATION.....	3
2 ABOUT KB NATIONAL LIBRARY OF THE NETHERLANDS	4
2.1 KB NATIONAL LIBRARY OF THE NETHERLANDS	4
2.2 CONTEXT OF THE ASSIGNMENT	4
2.3 SPECIFICS PROJECT	5
2.4 TIMETABLE	6
2.5 PROCEDURE.....	6
2.6 SUBMISSION OF RESPONSES	6
3 TERMS AND OTHER PROVISIONS	6
4 MARKET CONSULTATION QUESTIONS	8

1 Introduction

1.1 Market consultation

KB National Library of the Netherlands is currently exploring the potential direct award of a contract for the supply of specific boxboard to be used with a boxing machine.

At this stage, there is a presumption that only one supplier may reasonably be capable of delivering the required solution, due to specific technical considerations. However, to ensure a careful and transparent decision-making process, we are conducting this market consultation.

The CPV system has no specific code for the required boxboard. The closest relevant CPV-code is 22993400-1 although the required boxboard is not corrugated. See the specific requirements.

1.2 Purpose of the Market consultation

The purpose of this consultation is to assess:

- Whether other suppliers are able to provide the required solution; and
- Whether the assumption that competition is not possible is valid.

The outcome of this market consultation will help us determine whether a direct award can be justified, or whether a competitive procurement procedure is necessary.

We kindly invite you to share your expertise, insights, and any relevant information that may assist us in making a well-informed decision.

1.3 Transparency of the Market consultation

This market consultation has been published via TenderNed and is not part of a procurement procedure. Participation in the market consultation is entirely voluntary and does not create any obligations for the participants.

The results of the market consultation will be made public, with the exception of commercially sensitive information. Such information will be treated confidentially by KB National Library of the Netherlands.

KB National Library of the Netherlands will prepare an anonymized concise report summarizing the main findings of the market consultation. This summary will be included as an annex to the procurement documents.

2 About KB National Library of the Netherlands

2.1 KB National Library of the Netherlands

The Koninklijke Bibliotheek (KB) is the National Library of the Netherlands. Its mission is to preserve and provide access to Dutch cultural heritage in printed and written form, and increasingly also in digital form. Since August 31, 1993, KB National Library of the Netherlands has been an independent administrative body, funded by the Ministry of Education, Culture and Science. As of January 1, 2015, the Public Library Facilities System Act (WsoB) came into effect, granting KB National Library of the Netherlands a coordinating role within the public library network and responsibility for carrying out system-related tasks. Under this new legislation, KB National Library of the Netherlands also became responsible for the development of the national digital library.

KB National Library of the Netherlands connects people and words, contributing to a smarter, more skilled and more creative Netherlands, now and in the future. The following strategic objectives have been formulated in the [KB policy plan 2023-2026](#) for the coming years:

1. **Reading and digital literacy:** Giving more people the chance to read and participate in the information society
2. **Research and discovery:** Strengthening the connection between research and society
3. **Sustainable access:** Managing the national library collection.

2.2 Context of the assignment

An important part of our mission, and one of our duties by law, is to collect national heritage in print form. I.e. to collect printed books, newspapers and magazines published in or about the Netherlands.

Included within our collection are numerous special collections, among them medieval manuscripts, rare books, collector's items and collections of unique material.

Between 2027 and 2029, our collection will be relocated to a newly constructed automated storage facility.

Preparations for this are underway and part of these entail packaging or repackaging to make sure the collections can be moved safely and without damage or loss of materials.

To ensure durability and long-term preservation, the packaging must protect the collection from external factors and thus preserve it for the long term. Therefore, acid-free materials are required (see specifications below).

Besides this, packaging can be needed to make sure our users and employees do not unnecessarily come into contact with arsenic or any other hazardous substance.

We are looking for a supplier who can offer us this needed specific boxboard.

The boxboard must meet the specifications set out in this document. Other types of boxboard or boxes like Archive of Museum boxes, Archive folders, micro corrugated board for bookstands and Museum Board are outside the scope of this assignment. These are purchased in small quantities.

The estimated contract value is approximately €650,000 (six hundred and fifty thousand euros) excluding VAT. The estimated number of sheets is approximately 50,000 sheets of 650 micron and approximately 25,000 sheets of 1,000 micron. The intended contract duration is four years with an estimated starting date somewhere in the year 2026.

2.3 Specifics project

The requirements below are minimum requirements. More detailed requirements will be specified in the tender documents.

Requirements boxboard:

- Two types of boxboard:
 - 650 micron (580gsm) – The thickness of the boxboard is very important, because of the large quantities of small boxes the KB National Library of the Netherlands makes to package the collection. The thickness of the boxboard will determine how much room there will be to house the collection. Thicker boxboard is not desirable and thinner boxboard is also not an option due to the sturdiness of the boxboard. This is the reason why 650 micron is required.
 - 1000 micron (835gsm)
- Size sheet: 1040x1473 mm (Maximum size that fits in the elevator — preferably not smaller, otherwise the board is not big enough for the largest boxes.)
- Solid centre conservation board (not corrugated/ micro corrugated board)
- Acid free pH 7.5-9.5
- Lignin free
- Free of Optical Brightening Agents
- Colourfast (So that the color doesn't bleed when it gets wet.)
- Adhesive contains no plasticisers
- PAT tested ISO 18916
- Permanent and durable quality standard ISO 16245 Type A
- No cracking or splitting on the folds
- Board colour: grey on one side, white on the other

Requirements delivery and amount per delivery:

- Delivery for each individual order must be achievable within 3 months.
- The requested quantity will be distributed over the entire contract term. It is expected that two orders will be placed per year.
- Transport: pallet size 160x110 cm
- Supplier must arrange transportation of the boxboard to KB National Library of the Netherlands.

Requirements contact person:

- A dedicated point of contact must be appointed, and measures must be in place to ensure knowledge transfer in the event of absence or personnel changes.

2.4 Timetable

Activity	Schedule
Publication Market consultation	18 November 2025
Final deadline for submitting clarification questions regarding the market consultation.	1 December 2025
Final deadline for responding to the submitted questions by KB National Library of the Netherlands	4 December 2025
Final deadline for submitting the response to the market consultation	18 December 2025

KB National Library of the Netherlands has the right to make changes to the schedule. Any changes will be communicated by or on behalf of KB National Library of the Netherlands through TenderNed.

2.5 Procedure

The procedure is as follows:

1. After publication on TenderNed, interested suppliers may download this document and the accompanying questionnaire (Word file).
2. Market parties that have downloaded the market consultation document may submit written questions regarding the document and the procedure via the messaging module on TenderNed, up until the date specified in the timetable.
3. The anonymized questions and answers will be published on TenderNed on the date stated in the timetable.
4. Your response to the questions included in the market consultation document must be submitted via the messaging module on TenderNed by the date and time specified in the timetable.
5. Based on the responses received, KB National Library of the Netherlands may invite one or more market parties to a follow-up (in-depth) discussion. These discussions will be conducted on a one-on-one (bilateral) basis.
6. The responses and overall results of the market consultation will be recorded in an anonymized market consultation report. This report will be published on TenderNed as an annex to the procurement documents.

2.6 Submission of responses

Interested parties are requested to submit the completed market consultation form via the messaging module in TenderNed in Word format.

3 Terms and Other Provisions

The following terms and provisions apply to this market consultation and the associated market consultation document:

- KB National Library of the Netherlands is currently in the exploratory phase. Insights gained from this market consultation will, where relevant, be used in the preparation of a future

procurement procedure and its related documents. No rights may be derived from the principles or points of attention stated in this market consultation document.

- If any information should be considered commercially confidential, this must be clearly indicated by the respective market party. KB National Library of the Netherlands will not disclose commercially confidential information during the procurement procedure.
- Any costs incurred in participating in the market consultation are the responsibility of the market party (or parties).

In conclusion, we would like to sincerely thank you in advance for your input, perspectives, and efforts. Your contribution will help enhance our understanding and support the development of the future procurement procedure.

4 Market consultation questions

Nr.	Question	Answer
1.	Is your organization capable of delivering the described solution in accordance with all requirements?	
2.	Are you aware of other suppliers who could offer this solution in accordance with the requirements?	
3.	What technical solutions does your organization offer that address the described need?	
4.	To what extent does meeting the requirements pose a challenge or offer an advantage?	
5.	Are there any intellectual property rights or licenses that would affect third-party supply?	
6.	Are you aware of any legal, regulatory, or contractual barriers that would impact competition?	
7.	Do you have any suggestions on how this assignment could best be tendered (e.g., approach, phasing, requirements)?	
8.	Would you be willing to participate in a confidential follow-up discussion?	
9.	Are you willing to include supporting materials (e.g., samples, product sheets, references, short descriptions) if relevant? If so please do.	

10.	KB National Library of the Netherlands aims to include a sustainability component in every tender. Do you have suggestions on how KB National Library of the Netherlands can incorporate sustainability into this potential tender?	
11.	Are there any additional tips or considerations regarding the potential tender that you would like to share, which were not covered in your answers to the previous questions?	