



Market Consultation Document

Rijksinkoop samenwerking (RIS)

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Disclaimer: This English translation is for information purposes only and has no legal status. The Dutch version 'Marktconsultatie webarchivering' prevails.

Market Consultation Web archiving on behalf of Ministry of the Interior and Kingdom Relations / RvIHH	
Contacts	Rebecca van Ooijen
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Appendices at TenderNed

To be completed and/or added electronically by supplier atTenderNed		
Appendix 1	Response template to questionnaire	In accordance with the attached form
Downloadable at TenderNed under the button "Download documents"		
Format Nota van Inlichtingen (in Dutch)		
Guideline for Archiving Government Websites		

1 Introduction

As the Contracting Authority, The Ministry of the Interior and Kingdom Relations, in particular RvIHH, intends to start a European tender procedure for web archiving on behalf of the central government for a large number of ministries. This tender follows on from an earlier tender issued by AZ/DPC and aims to archive central government websites and ultimately include them in the collection of the National Archives. The Contracting Authority would like to prepare this tender properly. As part of this, a number of topics are discussed with the market by means of this Market Consultation.

We invite you to respond to this Market Consultation concerning web archiving.

1.1 *The Contracting Authority*

[Rijksorganisatie voor Informatiehuishouding RvIHH](#) (The National Organisation for Information Management, RvIHH) is the centre of expertise and services for the national government. RvIHH supports government organisations that want to get their information management ('Informatiehuishouding', IHH) in order with appropriate, innovative and (mostly) generic products, services and expertise. Web archiving is one of the services that RvIHH will provide to the national government.

Rijksinkoop samenwerking (RIS) is supervising this Market Consultation

The RIS has been commissioned to supervise this Market Consultation. The RIS is a civil service organization specialized in the procurement of services and products. If you would like to know more about how the RIS works, please look at [www.https://www.rijksinkoop samenwerking.nl/](https://www.rijksinkoop samenwerking.nl/) (Dutch only).

1.2 *Your contact person is Rebecca van Ooijen, procurement advisor*

Your Contact is Rebecca van Ooijen, procurement advisor. For this formal Market Consultation, we would like to maintain clear rules, comparable to a tender. This is why we would like you to communicate only with the Market Consultation Contacts and request that such communication is done using the messaging module in TenderNed.

1.3 *Structure of the Market Consultation Document*

This document is intended to clarify the procedure, conditions, methods and intentions of the Market Consultation. This document contains an explanation of the consultation procedure, background information of the project and a formulation of questions to the participating parties.

In chapter:

- 2: we describe the aims of the Market Consultation;
- 3: we provide an outline of the contents of the potential assignment;
- 4: contains the questionnaire;
- 5: we describe the procedure followed by the Contracting Authority in this Market Consultation;
- 6: the applicable limiting conditions and starting points of the Market Consultation are listed.

Finally, there is a glossary which explains exactly what is meant by certain terms. In the text itself, such terms are always shown with a capital letter. This indicates which terms can be found in the glossary.

In addition, an Appendix is provided to share your answers with the Contracting Authority. We strongly prefer answers in Dutch.

2 What is the reason for and aim of this Market Consultation?

2.1 Background and reason for the Market Consultation

As the current Framework Agreement for Web Archiving expires on 31 May 2027, the Dutch Government will once again issue a European tender to conclude a Framework Agreement.

The utilisation of the Framework Agreement and the actual archiving of websites is the responsibility of the various website administrators. In this document they are referred to as care providers. The risks associated therefore do not fall directly within the scope of the tender.

2.2 Aim of the Market Consultation

The purpose of this Market Consultation is to make maximum use of developments in the market since the first Framework Agreement was concluded in 2021 for the purposes of the European Tender.

It is not yet known how or in what form the Contracting Authority will proceed with a European Tender. This will depend, among other things, on the responses and answers to this Market Consultation.

The Market Consultation offers advantages for all parties involved. The Contracting Authority can ascertain what is possible and what is happening in the market. This helps to formulate the requirements and characteristics of the requested delivery/service in such a way that the market can respond appropriately. In addition, the Contracting Authority uses the information received to determine the most appropriate tendering procedure.

Furthermore, with this Market Consultation, we aim to gain a good picture of the level of interest and the possibilities and impossibilities in the market and the services provided. This will enable us to arrive at a feasibility assessment and preconditions for a possible contract. Your responses will serve as one of the sources of information for the European Tender, which will start later in 2026.

The Market Consultation benefits all parties concerned. The Contracting Authority ascertains what is possible and impossible and what is going on in the market. This information is used by the Contracting Authority to assess the feasibility and the conditions for a potential assignment. The Contracting Authority also uses the gained information to determine the most appropriate tendering procedure. Answers provided by the interested Relevant Market Parties are used as one of the sources of information for the European Tender.

Market parties benefit from the fact that they can get a glimpse of the Contracting Authorization as an organization and the purpose of the tender at an early stage. The market can, for example, provide information that is relevant to the requirements included in the tender documents. As a result, market parties contribute to increasing the quality of the potential tender.

Goals of this Market Consultation are to:

- check whether the Contract is feasible;
- ascertain what are current and future developments in the market;
- check whether there are innovative solutions to a problem;
- involve entrepreneurs at an early stage and interest them in the possible tender;
- test our own starting points and assumptions;
- gain insight into the available experience and the market offers in the field of consolidation of legislation and regulations;
- get an overview of visions, suggestions and ideas of entrepreneurs;
- gain insight whether the market is interested in the possible Contract;
- determine which procurement strategy is most suitable.

3 What is the topic of the Market Consultation?

This chapter describes the scope of the potential assignment. The first section covers the background of the assignment. The second section explains the scope of web archiving. The third and fourth sections of this chapter describe the purpose and extent of the potential assignment.

3.1 What is the context of web archiving at RvIHH?

Under the Open Government Act, administrative bodies are obliged to actively publish documents in such a way that interested parties and interested citizens are reached as much as possible. Furthermore, administrative bodies must also comply with the [Archiefwet](#) (Dutch Public Records Act), which requires that information must be permanently accessible from the moment it is created until it is destroyed or permanently retained.

To meet these obligations, the Dutch government put web archiving out to tender in 2021. As this tender expires in 2027, a new European tender must be held.

3.2 What is the scope of web archiving at RvIHH?

The tender is intended to contract a service provider for web archiving for at least the entire central government and at most all independent administrative bodies (ZBO's) and Higher Councils of State that can also be attributed to it.

RvIHH aims to achieve the following objectives with this contract:

- The systematic implementation of services for the public websites of the participating government departments;
- The harvesting of the public websites of participating government departments;
- The storage of the harvested content of the public websites of participating government departments;
- Making the harvested content of public websites of government departments available for consultation via a viewer (website), both during and after the term of the agreement, for the benefit of Participants, the National Archives if desired, and consulting entities;
- Providing support services (based on an SLA to be concluded with, for example, adaptive, preventive and corrective maintenance) during the term of the framework agreement;
- Drawing up and cooperating in the implementation of an exit plan when transferring the services before, during and after the term of the framework agreement. The exit plan must include at least the following points:
 - The transfer of the archives and the total services to the new service provider;
 - The transfer of the archives to the National Archives at the appropriate time (after 20 years, or possibly 10 or 3 years – limited availability – after the start of the Further Agreement of care provider) in compliance with the applicable requirements, procedures and conditions.

3.3 What is the aim of web archiving at RvIHH?

The objective of this assignment is to lawfully outsource a Framework Agreement for Web Archiving (through maximum market competition) so that further agreements can be concluded per care provider.

The Framework Agreement and Further Agreements must result in the web archiving of more than 1,500 websites of the central government by 1 June 2027. At that time, the existing web archives must also have been transferred to the new service provider or to the final archive repository.

3.4 What is the size of the potential Contract?

Estimated contract value for a maximum of four years (including option years) is approximately €16,000,000 (excluding VAT). However, this is only an indication from which tenderers cannot derive any rights.

Web archiving covers more than 1,500 websites of the central government, for which approximately 70 Further Agreements have been concluded under the current Framework Agreement.

4 What questions does the Contracting Authority have?

The Contracting Authority has several questions. The questionnaire has been drawn up with care and is presented in the first paragraph. Answering this questionnaire requires the necessary time and effort, which we very much appreciate. If this Market Consultation leads to a tender, we expect the tender to be more in tune with the market.

4.1 Which questions does the Contracting Authority want to receive an answer to?

Based on the questions below and their answer, we want to achieve the set goals as stated in this Market Consultation Document. We request that you use Appendix 1 when answering the questions.

Questions about web archiving at RvIHH

We have classified the questions into a number of categories. Some questions concern this market consultation itself. These questions are listed below.

Questions

General

1. The [Richtlijn archiveren overheidswebsites](#) (an unofficial English 'directive on archiving government websites' is provided) is the standard for archiving public government websites.
 - a. Can you meet the requirements of this standard?
 - b. Does your solution offer additional functionalities; if so, which ones? And what added value do these functionalities have for the care provider?
 - c. Are there any requirements in the directive that you consider unfeasible or that encounter practical objections? Can you explain this?

Lots

2. What do you consider to be the advantages and disadvantages of dividing the contract into several lots?
3. What methods do you think can be used to demarcate lots?
4. Do you prefer a single plot or multiple lots? Why?

Organisation

5. Is your organisation ISO certified? If so, which certification(s)?
6. Data sovereignty is an important issue in web archiving. In view of our desired data sovereignty, we only want to allow web archiving on servers that are housed and hosted in the European Economic Area.
 - a. Can you comply with this request?
 - b. If not, why not?

Cost structure

7. Based on which factors (e.g. harvest, seed, crawl, storage, etc.) do you determine the costs for archiving a website?
8. Can you explain which cost components are fixed and which are variable?

Support

9. How is the automatic quality control, on the quality of the archived website and on the technical quality of WARC files, regulated?
10. Can you describe how the web archive files and metadata are checked for accuracy and completeness during and after archiving?
 - a. What are the specific points of attention that are checked?
 - b. Explain how you apply [ISO 28500:2017](#) in your services.
 - c. Can you describe how the results of this check are communicated to the care provider?
11. How do you report on:
 - a. Potentially incorrect (e.g. errors in URL, empty websites or assignments that lead to empty WARC files, etc.) web archiving assignments?
 - b. Duplicates (= two care providers submitting the same URL)?
 - c. Non-harvestable content: imperfections in (the archiving of) websites, such as missing parts?
 - d. Harvests that are outside the scope, such as crawler traps, perpetual calendars, shopping baskets, etc.?
12. The directive on archiving government websites stipulates which metadata must be included with the archive files during transfer. Most metadata must be provided by the supplier. There is also metadata that must be provided by the archiving organisation (e.g. a description of the website and the information category of the selection list to which the website archive belongs). This metadata must be compiled into a single export when transferring the archive.
 - a. Does your organisation have experience in generating this metadata? Can you specify what kind?
 - b. What options do you offer for checking and adding metadata?
 - c. Does your organisation have experience in transferring this data to another service provider or to the final archive repository? Can you specify what kind?

Technical questions

13. In some cases, part of an archived website must be excluded from being made available in a viewer due to privacy, copyright or information security.
 - a. How can archived content be made available on a restricted basis? Can a care provider do this themselves?
 - b. How is this restricted availability (in accordance with 4.4 of the [Richtlijn archiveren overheidswebsites](#) (an unofficial English 'directive on archiving government websites' is provided) administered?
 - c. How is the administration referred to in @b transferred to a possible subsequent service provider or the final archive repository?
14. The tender may also include the receipt and subsequent management of and access to data from previously created web archives.
 - a. Are you able to receive and process these previously created web archives? What requirements and restrictions (technical, metadata, amount of data) do you impose on the archive to be transferred?
 - b. Do you have experience in receiving, transferring, indexing and providing access to such quantities of data (>1 Petabyte)? Can you provide examples of this?

- c. Can you transfer the web archives you have created (and, if applicable, the previously created web archives) to the National Archives, taking into account the [conditions](#) set by the National Archives for the transfer of digital archives, in particular the [Conditions for Export document](#)?

Other questions

15. Would you like to discuss this Market Consultation with the Contracting Authority?
16. What do you think of this Market Consultation? What can we do better in the future?

5 What is the course of the procedure?

This chapter describes everything about the procedure of the Market Consultation. You will be given an overview of the planning. Each step is then explained briefly. This chapter also describes how you can ask questions.

5.1 The Market Consultation

Every Relevant Market Party may participate in this Market Consultation

For more general information please visit the following website:

www.rijksoverheid.nl/onderwerpen/aanbesteden.

This Market Consultation concerns services with the following CPV codes:

- 79995100-6 Archiveringsdiensten (Archiving services)
- 79995200-7 Catalogiseringsdiensten (Cataloguing services)

5.2 Register via TenderNed

You can only register via TenderNed. If you do not register via TenderNed, we will not take your response to the Market Consultation into account. This means you cannot respond in any other way (e.g. by e-mail).

Instructions on how to use TenderNed as an entrepreneur can be found at [TenderNed | TenderNed gebruiken als ondernemer](#). The correct use of TenderNed is at the risk of the entrepreneur or tenderer.

Please contact TenderNed in case of technical problems.

Please consult [TenderNed | Contact](#) for possibilities and opening hours.

5.3 Market Consultation planning

On 14 January 2026 we published this Market Consultation via TenderNed. From that moment on, this Market Consultation officially commenced. Below you will find the schedule for the remainder of the procedure. The following paragraphs provide a brief explanation of each component.

Activity	Date and time
Submit questions	30 January 2026
Publish Information Memorandum	16 February 2026
Submit responses to the questions in this Market Consultation	2 March 2026
Inquire whether individual meetings will be held (optional)	Before 9 March 2026
Conduct individual meetings (optional)	Between 16 and 19 March 2026
Make final report available to interested Entrepreneurs	As soon as possible

5.4 Questions about the Market Consultation

You may find something in the Market Consultation document unclear. This section explains what you can do in that case.

Ask all your questions via TenderNed

Do you have any questions about the content or procedure of this Market Consultation? Please fill in the "Format Nota van Inlichtingen" (Information Memorandum Format). You can find this format on TenderNed under "documents". We will not respond to questions submitted in any other way.

Please submit all your questions and suggestions before 12 noon on 30 January 2026

This will ensure that you receive an answer to your question. If you submit your question or suggestion later, we cannot guarantee that we will be able to answer it.

It is your choice whether to include names in your questions and suggestions

You can choose to what extent you use the following in your questions:

- company names;
- product names;
- other names related to your organisation.

We publish all questions and answers via TenderNed.

You can read all questions and answers in the Information Memorandum. This ensures that all entrepreneurs receive the same amount of information. You will receive an email when we publish the questions and answers in TenderNed. We will publish the Information Memorandum no later than 14 February 2026.

You can also ask questions confidentially

The answer will then be intended for you alone, not for the other entrepreneurs. We will therefore not publish it in TenderNed but will send it to you via a message in the message module in TenderNed. Would you like a confidential answer to your question? If so, please provide a clear explanation of why you believe that disclosure of this information would harm the legitimate economic interests of your company. If we do not agree with your explanation, we will contact you.

If we believe that the question in question does not meet this requirement, you will be given the opportunity to withdraw the question. If you do not withdraw the question in question, we will process it and publish the answer anonymously on TenderNed.

We only provide information via TenderNed

If you receive information in any other way, you cannot derive any rights from it. This also applies if you receive the information from one of our employees or representatives.

5.5 Submitting responses to Market Consultation

Please submit your response to the Market Consultation by 12 noon on 2 March 2026 at the latest

You can only submit your response via TenderNed. You can do this by submitting your response to the Market Consultation via a so-called "safe". You can help us by ensuring that your response meets the following conditions:

- you respond to the questions we have asked using the response form (Appendix 1);
- you submit your response in a Microsoft Word file or Open Text File and in PDF format.

If you do not wish to answer a particular question, please let us know why so that we can understand the underlying reason. By submitting a response to this Market Consultation, you agree to all the conditions set out in this Market Consultation. You are free to add additional documentation to your response.

5.6 *Individual meetings*

The Contracting Authority has the option of conducting individual interviews with Contractors

Based on the answers provided, the Contracting Authority will consider whether it sees added value in conducting individual interviews. If the Contracting Authority sees added value in doing so, it will select a number of Contractors to participate. The Contractor may regard the individual interview as an explanatory interview. If the Contracting Authority has additional questions in response to the responses received, these will be discussed during the interview.

We will draw up a report of the individual interview. We will submit this report to the interviewee for assessment.

If we select you, you will receive an invitation for an interview via TenderNed by 9 March 2026 at the latest

The individual interviews will take place between 16 and 19 March 2026 at the Turfmarkt location in The Hague. Each interview is expected to last one hour. The invitation will specify what we expect from you during the interview. The interview will include the following components:

- presentation by the entrepreneur;
- explanation of the answers provided.

5.7 *Make the final report available to interested entrepreneurs*

We will share the report with interested entrepreneurs as soon as possible

We will produce an anonymised summary report of both the written questions round and the discussion round. You will receive a message via TenderNed. You can download the report from TenderNed. The report contains a final report on the results of this Market Consultation.

You will not find any information about prices and/or rates. This also applies to questions and/or answers and/or, for example, proposed solutions, where the participating entrepreneur has explicitly requested confidentiality. This is at the discretion of the Contracting Authority.

If this Market Consultation is followed up in the form of a tender, we will include the anonymised summary report as part of the tender documents.

5.8 *Reservations Contracting Authority*

We may terminate this Market Consultation at any time

If we decide to do so, you will be notified via the messaging module in TenderNed. In addition, the Contracting Authority has the option to adjust, change and/or expand the Market Consultation procedure at any time.

We do not reimburse any costs

All costs associated with this Market Consultation are at your own expense. Any damage that may arise from participation in this Market Consultation is also at your own risk.

6 What are the starting points and limiting conditions for this Market Consultation?

This chapter describes the starting points and limiting conditions applicable to this Market Consultation. By participating in this Market Consultation, you agree unconditionally with reservations, starting points and limiting conditions as stated in this Market Consultation Document. The starting points and limiting conditions have been listed below:

- In this Market Consultation procedure, the Contracting Authority will observe the principles of non-discrimination and transparency, as meant in the Public Procurement Act 2012 [*Aanbestedingswet 2012*];
- This Market Consultation Document is solely intended for Market Consultation purposes;
- This Market Consultation will explicitly not be used to make a pre-selection of candidates or interested Relevant Market Parties in the context of an intended tender;
- Relevant Market Parties who do not participate in the Market Consultation will not be excluded from further participation in a potential procurement procedure. Relevant Market Parties who do participate in the Market Consultation do not exclude themselves in any manner whatsoever, nor do they advantage themselves in any way for any participation in a procurement procedure;
- The Market Consultation is free of obligation both for any Relevant Market Parties and for the Contracting Authority;
- Participating Relevant Market Parties can derive no rights or obligations from this Market Consultation against the Contracting Authority;
- Participation by a Relevant Market Party to this Market Consultation does not give any right to acquiring an assignment;
- The participating Relevant Market Parties agree that the Contracting Authority will incorporate the information provided by the Relevant Market Parties anonymised in the schedule of requirements still to be determined by the Contracting Authority;
- Information provided in the context of the Market Consultation might deviate from the information still to be issued in the tender;
- To the extent possible, the Contracting Authority will deal with input from the Participating Relevant Market Parties confidentially, in which, in any event, the Contracting Authority will keep account of the legitimate business interests of parties;
- The language to be used in this Market Consultation is preferably Dutch for your answers;
- The Contracting Authority is not bound in any way whatsoever by the results of the Market Consultation, nor is it obliged to realisation and/or tendering of the project to which this Market Consultation relates;
- Under no circumstances will the Contracting Authority honour any claims for the use of information, confidentiality, or requests for remuneration;
- The documents submitted by participating parties will be considered to be public documents and exempt of copyright. If copyrights are applicable, then that Participating Company or those Participating Companies indemnify the Contracting Authority;
- The Contracting Authority places no value judgment on the answers given by you to the questions; and
- The Contracting Authority reserves the right to:
 - amend the planning as stated in this document;
 - implement the intended tendering procedure in terms of format and content in a manner other than the procedure that has possibly been notified; and
 - discontinue this Market Consultation tentatively or definitely.

Glossary

Some terms are used more often in this Market Consultation Document. We want to ensure that you know exactly what these terms mean. Hence the important terms are explained below.

Term	Meaning
<u>Appendix</u>	Every document with the title "Appendix" associated with this Market Consultation Document. This includes the documents on TenderNed that have "Appendix" in the title. An Appendix is part of the Market Consultation Document.
<u>Contact</u>	RIS Rebecca van Ooijen, procurement advisor (Inkoopadviseur) E-mail: rebecca.ooijen@rijksoverheid.nl Telephone number: 0031 (6) 15 54 98 83
<u>Contract</u>	The public contract for which this Market Consultation serves
<u>Contracting Authority</u>	The State of the Netherlands, in this case, RvIHH, part of Ministry of the Interior and Kingdom Relations.
<u>Information Memorandum</u>	The document containing: • Amendments or additions to this Market Consultation Document. • Our responses to questions from you and other Entrepreneurs. The Information Memorandum is part of this Market Consultation.
<u>Market Consultation</u>	Posing questions to the market about a specific topic which aims to gather information. This information is possibly used by the Contracting Authority in a tendering procedure.
<u>Market Consultation Document</u>	This document and its associated Appendices.
<u>Public Procurement Act</u>	The Act of 1 November 2012, containing new rules governing tendering procedures (Bulletin of Acts and Decrees 2012/542).
<u>Relevant Market Party</u>	A service provider - according to the description provided in Section 1.1 of the Public Procurement Act 2012 - which is also a financial institution (within the meaning of the Dutch Financial Supervision Act) who is permitted to carry out the services as described in this Market Consultation in the Netherlands.
<u>Summary of Additional Information and Changes</u>	The document that contains: • our answers to your questions and those from other Relevant Market Parties. • amendments or additions to the Market Consultation Document. The Summary of Additional Information and Changes is part of the Market Consultation Document.
<u>RIS</u>	The organisation who supervises the Tender for the Contracting Authority.

<u>TenderNed</u>	The electronic tendering platform on which the Contracting Authority is conducting this Market Consultation.
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