

Selection Guide for Visual Simulation Display Systems for simulation purposes

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1. General Information

1.1 Organization

AIR TRAFFIC CONTROL THE NETHERLANDS (ATC-NL) is a Dutch independent administrative organization that is responsible for providing air traffic services to civil air traffic in the Dutch airspace in a safe, efficient, and environmentally sensible way. In the Dutch Aviation Act this and all other tasks of ATC-NL have been laid down. Besides the provision of air traffic services these tasks consist of the provision of communication, navigation and surveillance services (including the modernization and management of these technical systems), giving aeronautical information, catering for air traffic control training and providing aviation charts and publications. In short, ATC-NL is responsible for the control of Dutch civil airspace as well as parts of the North Sea area and everything related thereto. ATC-NL became operational in 1923 and since 1993 as a so called "Independent Administrative Body (ZBO)".

Besides the provision of air traffic services these tasks consist of the provision of communication, navigation and surveillance services (including the modernization and management of these technical systems), giving aeronautical information, catering for air traffic control handling and providing aviation charts and publications. In short, ATC-NL is responsible for the control of Dutch civil airspace as well as parts of the North Sea and everything related thereto.

For the purpose of air traffic control, ATC-NL relies on communication, navigation, surveillance and air traffic control systems. These systems provide the "hands and eyes" for the air traffic controller and are therefore most critical for performing the main tasks of ATC-NL. To connect these complex systems or system components, many robust interconnections are needed, while very often systems are at wide spread geographical locations, or are distributed geographically with the system context itself. ATC-NL is an organization that is considered as a Safety Critical Environment. You can read and download further information regarding ATC-NL on www.lvn.nl and www.luchtverkeersleider.nl.

1.2 Purpose

The purpose of this tender procedure is to award a single contract to a supplier that can:

- independently
- provide the design, delivery and installation
- for a turnkey 360° visual simulation display system using LCD screens
- to use in air traffic control tower simulators.

Furthermore, the supplier should be able to provide the required maintenance and support services during the operational and economic lifetime of the solution.

The tender procedure is a RESTRICTED PROCEDURE. During the selection phase, ATC-NL wishes to select any candidate who have proven themselves as capable in realising similar contracts successfully. The selected candidates will then become eligible to submit a tender during the subsequent award phase of this tender procedure and will be invited by ATC-NL to submit a tender.

1.3 Definitions and Abbreviations

The definitions and abbreviations that are applicable for this tender procedure and its tender documents are listed in "Annex I – Glossary" to this Selection Guide.

1.4 Contract description

1.4.1 Air traffic control tower simulator

Air traffic controller training is facilitated by a simulator environment which gives the user:

- A replicated controller working position, containing communication, radar, flight strip systems and other equipment
- A realistic simulated outside image of the control area (e.g. Schiphol Airport)

The tower simulator as a whole exists of the following technical components:

- Simulator system (e.g. exercise engine, 3D rendering)
- Emulated or replicated operational systems (e.g. radar, communication)
- Network infrastructure
- Physical infrastructure
- Visual simulation display system

1.4.2 Visual simulation display system

The simulator system runs on UFA simulation software (<https://www.ufainc.com/>). UFA simulator software uses the Unigine gaming engine (<https://unigine.com/>) to produce a realistic image. This image is generated by an “image generator”; a computer with a powerful graphics card (e.g. GeForce RTX 3080). The resolution of this image which is currently used is 4k.

This realistic image needs to be presented with a visual simulation display system to the air traffic controller. This can be done with various technologies, such as projectors, LCD, and LED. Each of these technologies has different pros and cons, and ATC-NL has decided to use LCD screens.

1.4.3 Current installation

ATC-NL has installed a 360 degree tower simulator with a visual presentation system which is approaching its end of life. This tower simulator is called TWRSIM HQ because it is located at the ATC-NL headquarters in Schiphol-Oost. The tower simulator is a replica of the main air traffic control tower at Schiphol, however the simulator contains four working positions, instead of 15 in the operational environment.

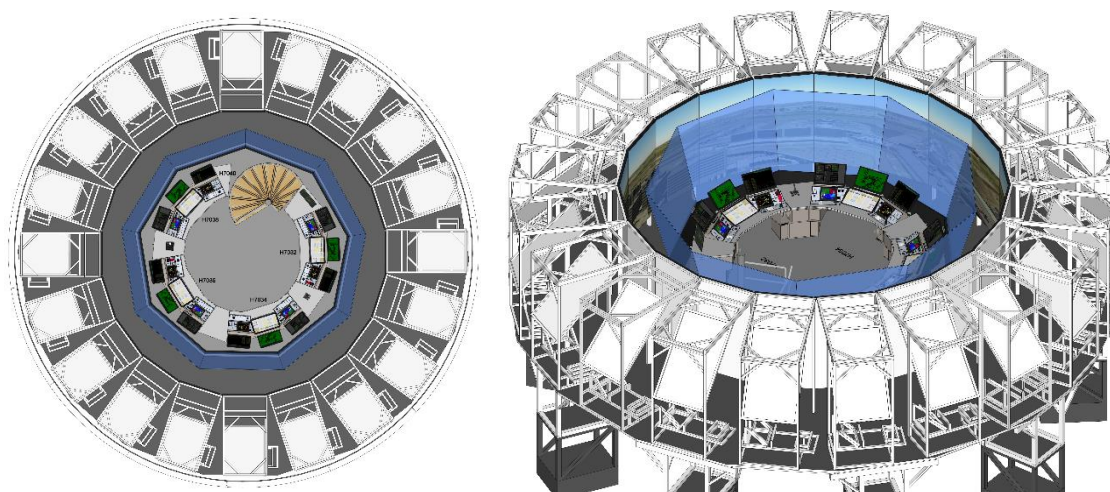


Figure 1 : On the left the top view of the controller working positions and on the right the current setup with the beamers on panels.

The current visual simulation display system is a cylinder of 20 Plexiglas panels with a matte coating/projection foil, on which 20 Barco F80 Q7 projectors rear-project a continuous image. These beamers are installed on a physical platform and use several mirrors to project the image on the panels.

During the tendering procedure, potential suppliers are invited to perform a site visit for further clarification. Only the selected candidates that are invited to submit a tender are eligible to take part.

1.4.4 Functional scope

With this contract ATC-NL anticipates to change the visual simulation display system to a solution using LCD screens. Therefore, ATC-NL has specified functional and non-functional (technical) requirements, which should provide enough input for a supplier to propose a solid solution in this tendering procedure.

1.4.5 Planning

The TWRSIM HQ is the primary and most critical simulator for ATC-NL, used to train new air traffic controllers during their education and to maintain the proficiency of licensed controllers. This simulator operates on a daily basis. Therefore, replacing the visual presentation must be scheduled within a carefully coordinated timeframe to avoid disrupting operational activities.

ATC-NL anticipates that the actual installation should occur during the period between Monday, 2 November 2026 – Sunday, 29 November 2026. The definitive date shall be communicated at start of the Award phase for the tender procedure.

Of course, the design and installation preparations (that do not interfere with the operational use of the TWRSIM HQ) can take place in the months beforehand.

1.5 Scope of supply

The procurement of the visual simulation display system involves the design, delivery, installation, integration, taking into commission and maintenance of a LCD screen installation to provide a realistic outside image. The image realism is partly determined by the image generators (out-of-scope for this contract), partly by the technical aspects of the LCD screens (e.g. resolution, pixel pitch), and partly by the physical aspects of the installation (e.g. bezels, calibration, mounting precision).

The LCD screen installation should repurpose the existing platform used for the visual simulation display system as much as possible.

The tower simulator is used 365 days a year, with on average 10 hours per day. Outages of (parts of) the visual simulation display system make the use of the tower simulator impossible. Therefore, minimal downtime and topics like mean-time-between-failures and hardware replacements are an important part for the day-to-day operations.

ATC-NL aims to perform in-house maintenance as much as possible. ATC-NL has internal responsibilities split over 1st, 2nd and 3rd line support departments. Therefore, ATC-NL expects training material, documentation, maintenance procedures and technical trainings for 1st, 2nd and 3rd line support.

Integration and taking the visual simulation display system into commission requires coordination and cooperation with ATC-NL employees operating the tower simulator. ATC-NL will provide sufficient time and priority and expects suppliers to clearly verify their needs and expectations for these activities.

The scope of this Tender includes (but not limited to):

- Deliveries for TWRSIM HQ:
 - LCD screens;
 - Cables;
 - LCD mounting system;
 - Adaptations of the physical platform;
 - Documentation (manuals, training material, maintenance plan, et cetera);
 - Equipment for configuration and maintenance (tooling);
 - Spare parts;
 - A solution to quickly and with regard for occupational health and safety replace a LCD screen on the platform, such as a lift to elevate a screen to the platform and to mount it;
 - Special (vendor specific) tools for maintenance activities (where applicable):
 - Mechanical tools;
 - Electronic measurement equipment;
- Services (but not limited to):
 - Design of the visual simulation display system;
 - Redesign of the physical platform (where applicable);
 - Installation services;
 - Integration and acceptance test program;
 - Services for taking the visual simulation display system into commission;
 - Vendor specific project management;
 - Training of ATC-NL personnel;
 - Services regarding the 'calibration' of the LCD screens;
 - Maintenance, logistics support and return/repair services (4th line support);
 - Dismantling and disposal of the old visual presentation system components, preferably in a sustainable manner;
- Options:
 - -

Not included in the scope of this Tender:

- The simulator product (software and hardware) is not part of this contract.

1.6 Concept Agreement

The Contract is intended to start early July 2026 with an initial duration of 5 years. The Contract may unilaterally be extended by ATC-NL 3 times with 1 year each. The maximum duration of the contract will then be 8 years.

The initial scope of the contract is the delivery and maintenance of the visual simulation display system for TWRSIM HQ. In the extension period ATC-NL decides to extend the contract for maintenance, logistics support and return/repair services. In this extension period, ATC-NL will decide if a midlife cycle update will take place on the visual simulation display system (to be delivered by the ATC-NL standard hardware broker).

The conditions under which the services shall be performed shall be subject to the ATC-NL Purchase Agreement and the General Procurement Terms and Conditions of ATC-NL shall apply.

The estimated total value of the contract is € 650.000,- covering for the entire duration of the contract including maintenance services.

The Agreement will be issued to the selected candidates during the award phase of this tendering procedure.

1.7 Information meeting and Site Visit at headquarters Schiphol-Oost

Candidates are informed that during the award phase of this tendering procedure an information meeting and site visit will be scheduled. Only the selected candidates that are invited to submit a tender are eligible to take part (thus at that time becoming candidates).

The purpose of the information meeting shall be twofold:

- Further clarification of the specification and tendering process and
- Facilitating tenderers to visit the actual site with access to the TWR SIM HQ.

Clarification will be done by means of a presentation what the backgrounds, constraints and aspired solution for this project are. There shall be a limited opportunity to ask questions to ATC-NL that directly relate to the given presentation. The information meeting is not intended to discuss the contents of the ATC-NL tender documents.

Additionally, Tenderers will have the opportunity to make a full inventory of the actual site and required work for this project at the TWR SIM HQ at the ATC-NL Headquarters. ATC-NL expects this site visit to be crucial for providing a solid proposal in a Tender.

ATC-NL anticipates that this event will take place in April 2026. To enable access to the TWR SIM HQ the simulator has been specifically reserved. ATC-NL anticipates to host the site visits on Monday 11 May 2026. (In certain cases ATC-NL may also need to schedule Site Visits on Monday 18 May 2026.) ATC-NL shall and inform the selected candidates upfront such that time can be reserved in advance.

Full and further details will be provided to the selected candidates once they receive the invitation to submit a tender. Please note that because ATC-NL is a safety organization, ATC-NL reserves the right to reject access if there is a reason to do so.

2. Tender Procedure regulations

2.1 General procedure description

2.1.1 Digital tendering

This tender procedure will take place in a digital format through an online tender on TenderNed. The objective of this Selection guide is to provide interested companies with information regarding the assignment, the selection procedure and the manner in which the selection will take place.

2.1.2 Conditions

ATC-NL has initiated this RESTRICTED PROCEDURE in accordance with DIRECTIVE 2014/25/EU and the 2012 Public Procurement Act (gewijzigde Aanbestedingswet 2012). The documents can be found on: www.wetten.overheid.nl, www.rijksoverheid.nl and www.pianoo.nl. By submitting the filled in Selection guide in the manner described in this Selection guide, you will become a candidate for ATC-NL's tender procedure and you will accept without reservation, all conditions stipulated in this Selection guide including all appendices thereto.

2.1.3 Substantiations

One lot

This tender procedure consists of one lot and is not subdivided into several lots. ATC-NL considers the scope of supplies and services of this assignment as a coherent whole.

Tender procedure options

ATC-NL has opted for a RESTRICTED PROCEDURE considering the effort required for candidates to make a solid proposal including the effort to perform a site visit to the existing system. Secondly, ATC-NL is only able to share the required specifications in a controlled and secure manner to the selected candidates.

2.1.4 Sustainability

Sustainability is an urgent theme and ATC-NL wants to take responsibility for a sustainable world of tomorrow, based on its social function. That is why ATC-NL has translated the subject of sustainability into the sustainable vision 'making smart and sustainable aviation possible together'. The sustainability program focuses on making business processes more sustainable in the field of three pillars: climate, circular and healthy & social. Realistic (interim) objectives have been set for 2030 on the way to a sustainable ATC-NL. The overarching goal is that we make ATC-NL's products, services and processes more sustainable, and thus also the behaviour of employees. Socially Responsible Procurement (SRP) is an essential instrument to accelerate the sustainability of the organization and that is why we challenge the market to support us in achieving our goals. ATC-NL's sustainability objectives for 2030 can be found in the document "*Procurement Appendix SRP ATC-NL.pdf*". ATC-NL urges candidates to take these ATC-NL sustainability objectives into account as much as possible when preparing the content of the tender and when carrying out the work.

2.1.5 Correspondence

Questions for the memorandum of explanation shall be submitted through the TenderNed question and answer module. All your other correspondence (including confirmation of receipt, complaints and other notices) must be sent to the contact person through the messaging module on the tender platform.

2.1.6 Complaints

Complaints shall be sent to the following email address: klachtenmeldpuntaanbestedingen@lvnl.nl.

Complaints can concern non-compliance to legal stipulations or an infringement of the general tender principles. You must state and substantiate clearly to which aspect(s) of the tender procedure your complaint relates. Your complaint will be handled by professional officials who are not involved and who will not be involved in this tender procedure. ATC-NL aims to deal with your complaint within a reasonable period of time.

Please note that ATC-NL only handles complaints for which a question for clarification has been posed with a similar meaning as a complaint (See also section 2.2.5).

2.1.7 Variants (alternatives)

ATC-NL does not allow variants (alternatives).

2.2 Registration and further information

2.2.1 Conditions

The following conditions apply to your registration:

- A natural or legal person may Register only once (either independently or in combination with other natural or legal persons, either as Main or Subcontractor) subscribe to this tender procedure.
- Registration can only take place by submitting the filled in and legally signed European Single Procurement Document (ESPD) supplemented by the legally signed reference statement(s). Any other information, reservation or document that is submitted by the candidate shall not be taken into consideration by ATC-NL. Legally signed means that (a) person(s) with authority to represent the candidate/tenderer as appears from the Dutch Trade Register (Dutch: "*handelsregister*") or a comparable trade register in candidate's country of registration signs the documents.
- The registration must be submitted not later than the date and time as mentioned in the planning in TenderNed through submitting the registration in TenderNed. The risk of your registration not arriving in time is yours. ATC-NL therefore advises you to (for example) submit the requested information one day earlier than the stated latest submittal date.
- The registration must be submitted in the required manner, filled in completely and correctly and on time. If the registration is incorrect, incomplete, too late or if it has not been submitted in the required manner, this may result in exclusion from the participation in this tender procedure.
- The registration as well as all accompanying correspondence must be in the English language. A natural or legal person may register only once (either independently or in combination with other natural or legal persons, either as main- or subcontractor) to this tender.

2.2.2 Registration by means of a consortium

A consortium, consisting of a group of economic operators, can register as being one candidate. If registration takes place by a consortium each company which is a member of the consortium must submit a fully completed and legally signed copy of the European Single Procurement Document.

Moreover, each consortium member must state in part II section C of the European Single Procurement Document information about the reliance on the capacities of other entities.

The consortium must also submit an alliance agreement with organizational chart showing at least which economic operators are responsible for which work, together with a statement that, if the assignment is acquired, the division of tasks as stated in the alliance agreement will be complied with.

It is not possible to change a consortium that has already been formed after the Registration date (i.e. during the award phase of the tender procedure and further in time), unless ATC-NL gives its explicit permission. The request for a change will, in any case be rejected if according to ATC-NL the change violates (European) procurement law.

Economic operators that register as a consortium are jointly and severally liable for compliance to all obligations arising from the possible awarding of the contract. If the contract is awarded to a consortium, the consortium will adopt a legal status (commercial partnership, private limited company, public limited company and suchlike) with which ATC-NL will enter into a contract. Each individual economic operator must provide a statement accepting joint and several liability towards the special sector company under the heading of any assignment granted to the consortium.

2.2.3 Registration with an appeal on third parties (nominated subcontractor)

In order to meet the stipulated (minimum) requirements the candidate can also appeal on the financial and/or economic strength or the technical and/or professional ability of third parties. A condition for appealing on such third parties is that the candidate can prove that it actually has the third parties' resources at its disposal as required for timely and successful execution of the contract.

In the case of intra company relationships as well as in the case of a nominated subcontractor you must state in part II section C of the European Single Procurement Document for which (minimum) requirements you will call upon technical/professional abilities and/or financial/economic strength from third parties. The third party resources which are called upon must be used during the execution of the assignment.

Changing a 'nominated subcontractor' during the tender procedure or during the term of the contract is only possible after ATC-NL's written consent. Therefore, you must submit a written request to ATC-NL on time. The request for a change will in any case be rejected if according to ATC-NL the change violates (European) procurement law.

It is not allowed for a candidate who registers in this tender procedure to be nominated at the same time as a nominated third party by any of the other candidates who register in this tender procedure.

In order to meet the stipulated minimum requirements the candidate can appeal on the financial and/or economic strength or the technical and/or professional ability of third parties. A condition for appealing on such third parties is that the candidate can prove that it actually has the third parties' resources at its disposal as required for the contract. Therefore, if the candidate registers with an appeal on a/multiple third party/parties for complying with requirement pertaining to financial and/or economic strength or the technical and/or professional ability, the candidate and nominated subcontractor(s) shall fill in and upload attached document "Statement of Appeal on Third Parties Financial-Economic Strength" and/or "Statement of Appeal on Third Parties Technical-Professional Abilities".

2.2.4 Subcontracting

You must also state in your registration if, and if so, who you intend to deploy as subcontractor (not to be confused with a nominated subcontractor). Changing a subcontractor during the tender procedure or the term of the contract is only possible after ATC-NL's written consent. Therefore, you must submit a written request to ATC-NL on time. The request for a change will in any case be rejected if according to ATC-NL the change violates (European) procurement law.

2.2.5 Submitting questions for clarification (Memorandum of Explanation)

After receipt of the Selection guide, you can ask questions with regard to the Selection guide and the selection procedure. You may only ask questions using the questions and answers module on the TenderNed.

You can submit your questions until the date and time stated in the planning, at the latest. Only questions that are received on time will be answered by ATC-NL. It is not permitted to contact other ATC-NL officials directly. This may result in exclusion of this tender procedure.

Questions submitted by the question and answer module on the TenderNed will be answered by ATC-NL in writing in the TenderNed question and answer module. In this TenderNed question and answer module all questions and answers will be stated anonymously in the so called memorandum of explanation. These questions and answers will form an integral supplement to the selection guide. The statements in the memorandum of explanation will prevail over the stipulations in the selection guide.

2.2.6 Information meeting/answering questions

No information meeting will be organized in this phase (Selection phase) of the tender procedure. During the Award phase only selected candidates will have the opportunity to attend an information meeting and site visit (see paragraph 1.7).

2.2.7 Completeness check

ATC-NL will start the evaluation of the received and filled in Selection guide(s) after the registration deadline after which the registrations will be opened. This is performed on the TenderNed.

ATC-NL will first check whether the information you provided in the European Single Procurement Document, including the corresponding appendices and the other required information has been received on time, is complete and is legally signed.

By signing the European Single Procurement Document the signatory states that he/she has signed the European Single Procurement Document unconditionally and without any reservations, on behalf of the candidate.

Moreover, ATC-NL stresses that a European Single Procurement which in retrospect (with or without verification) contains inaccuracies or commitments that cannot be fulfilled, can be construed by ATC-NL as a false statement. This will lead to immediate exclusion of the candidate from the tender procedure.

2.2.8 Verification of the grounds for exclusion and the minimum requirements

ATC-NL will verify the contents of the complete and legally signed European Single Procurement Document against the grounds for exclusion.

If this verification does not give cause for exclusion, ATC-NL will then verify the European Single Procurement Document against the eligibility of the minimum requirements. If you do not meet these requirements, you will be excluded from further participation in this tender procedure.

2.2.9 Selection decision

All candidates that meet the criteria in the preceding paragraph 2.2.8, will proceed to the selection verification phase and will be requested to submit the formal documentary evidence as stipulated in the European Single Procurement Document within 5 working days after the selected candidate has received this request. The other candidates will receive a founded notice of rejection.

Rejected candidates who disagree with the selection decision have the possibility to file a founded objection against the selection decision and to do so within 20 (twenty) calendar days. If preliminary relief proceedings are not brought before to the court within the term of 20 (twenty) calendar days and no other impediments arise for the selection, the selected candidates will be invited for the award phase.

In the event a preliminary relief proceeding is instituted, another candidate who is involved will be obliged to join as a party to the action upon ATC-NL's first request. Failure to comply with this request shall result in termination of any claim to the execution of the assignment.

The selection decision will become final after a 20 (twenty) calendar days period has ended and if the submitted documentary evidence of the provisionally selected candidates has been approved. Those candidates who do not submit the documentary evidence within 5 (five) working days may be excluded from further participation in the tender procedure.

In exceptional and substantiated cases that are in line with public procurement law, ATC-NL may decide to require further clarifications to the submitted documentary evidence from a candidate.

2.2.10 Invitation to the selected candidates to submit a tender

The selected candidates who have proven the correctness of their European Single Procurement Document (on time) during the selection-verification phase, by means of the requested evidence will receive an invitation to submit a tender, including all available specifications, from ATC-NL. The invitation to submit a tender will state the (sub) award criteria on the basis of which the contract will be awarded.

2.3 Other procedural provisions

2.3.1 Additions and/or changes

Any additions and/or changes to the registration must be received by ATC-NL through the TenderNed. Only the additional information and/or changes that have been submitted in this manner will be accepted by ATC-NL. Additional information and/or changes that are provided (e.g. through the TenderNed message center) after the submittal date will not be accepted unless ATC-NL explicitly requested it.

2.3.2 Continuously meeting the requirements

If, at any point in time, during this tender procedure – including the award phase – it is evident that the candidate no longer meets the requirements stated in the Selection guide, ATC-NL may exclude the candidate from further participation in this tender procedure.

2.3.3 Suspension or termination of the tender procedure

ATC-NL reserves the right to fully or partially suspend the tender procedure or to terminate it. In such a case the candidates will not be entitled to any compensation.

2.3.4 Time limits

A time limit stated in this Selection guide will commence on the first hour of its first day and will end at the last hour of the last day according to the local Amsterdam time, unless specified otherwise.

If a time limit stated in this Selection guide commences at the same time an event or action takes place, the day on which the event or action takes place will not be included in this time limit.

The time limit will end on the last hour of the next working day if the last day of a time limit stated in this Selection guide is a general or locally recognised (public) holiday or is a day of rest or bank holiday prescribed by the Government or is considered to be so by virtue of a collective labour agreement which is of importance to ATC-NL.

2.3.5 Errors, contradictions, remarks and questions

All documents including the relevant appendices which were drawn up by or on behalf of ATC-NL as a result of the current tender procedure, have been drawn up with great care. In the event the candidate notices errors, irregularities, contradictions or obscurities, the candidate shall inform ATC-NL thereof as soon as possible, but no later than ultimately one week before the registration submittal date. If the candidate did not inform ATC-NL in this manner on time, the candidate will not be allowed to make any (later) claims regarding an alleged error, irregularity, contradiction or any other obscurity. If the candidate has any remarks regarding the selection guide, the appendices or the procedure, the candidate must formulate them clearly and submit them on time.

2.3.6 Confidentiality

ATC-NL as well as the candidate will treat the information that is exchanged in view of the tender procedure as confidential.

ATC-NL is not obliged to provide the candidate with internal information such as evaluation results, comparisons and advice relating to the award, with the exception of what is obliged to do so to substantiate a rejection pursuant to the 2012 Public Procurement Act.

2.3.7 Intellectual property of the tender documents

All intellectual property rights on the documents and the information provided by ATC-NL in connection with this tender procedure, including and in any case, the Selection guide as well as all the appendices and explanations provided, will remain vested in ATC-NL.

Except for exceptions stipulated in the Copyright Act. Nothing from the documents, including the relevant appendices that were provided by ATC-NL may be reproduced by means of printing, photocopying, micro film or otherwise, without ATC-NL's written consent and inasmuch this is not reasonably required for a correct and complete answer to the questions, or in order to submit a tender.

2.3.8 Use rights of the registration

The application and all appendices that are submitted to ATC-NL in connection with this selection procedure will be ATC-NL's property from the time they are received. The candidate grants ATC-NL the right to use ideas, suggestions, (textual) propositions, drawings and other information and documents in connection with this tender, even if the contract is eventually not awarded to the candidate. The use,

the processing or different formats will not entitle the candidate to any compensation irrespective of the name of the title to be used. ATC-NL warrants that information from the candidate, the confidentiality of which it knows or ought to know, will be treated confidential, whereby the legitimate (business) interests of the candidate will be taken into account.

2.3.9 Registration with conditions

A registration submitted with conditions or with restrictions is null and void and will be excluded from further participation in the tender procedure.

2.3.10 Working language

The working language and the language of the documents submitted for the purpose of the tender procedure is English unless ATC-NL has specifically stipulated otherwise in the tender documents.

2.3.11 Dispute settlement, forum selection

Each dispute arising from this tender procedure between the parties involved will only be submitted to the competent (preliminary relief) court of Amsterdam, the Netherlands (Rechtbank Arrondissement Groot Amsterdam).

2.3.12 Integrity of Submission

Obligation for Non-Manipulative Submission

The candidate guarantees that their submission for this tender is prepared in accordance with the principles of fairness, transparency, and professional integrity. The submission should be free from any form of manipulation, deceit, or other unfair practices that may distort competition or influence the tendering process. Manipulative behavior includes, but is not limited to: providing false or misleading information, collusion with other parties to influence the outcome of the tender process, artificially inflating or deflating prices, and any other conduct that contravenes the principles of fair competition and transparency.

Sanctions for Violation

If LVNL determines or reasonably suspects that the candidate has engaged in manipulative practices in connection with this tender, LVNL reserves the right to take appropriate action. This may include disqualification of the candidate from the current and future tender procedures of LVNL.

The candidate must provide additional information to support the integrity and non-manipulative nature of their submission upon LVNL's request.

2.3.13 Waiting room construction

A 'waiting room construction' applies to this tender. In the event that the "winner" proves unable to comply or does not comply (properly), the "winner" (except in the case of legal exceptions) will be given a reasonable period after notice of default to comply. If compliance is not achieved within the specified period, ATC-NL may terminate the Agreement. In that case, the waiting room agreement concluded with the second-highest candidate will be used for the remaining term of the Agreement. The waiting room agreement can also be used if the Agreement is terminated prematurely for other reasons.

3. European Single Procurement Document and grounds for exclusion

3.1 European Single Procurement Document (ESPD)

You must state the following in the European Single Procurement Document (ESPD):

- whether the grounds for exclusion applied by ATC-NL are applicable to you;
- whether you meet the minimum requirements applied by ATC-NL pertaining to financial and economic standing, and technical and/or professional ability.

In section 2.2 of this Selection Guide, further information is provided concerning the use of the ESPD.

Please note : The ESPD is available through the TenderNed tender tool.

3.2 Grounds for exclusion

The grounds for exclusion are there to verify your integrity as a candidate. If one or more of the grounds for exclusion apply to you, your application will be excluded from further participation in the tender procedure. In case ATC-NL intends to invite you to submit a tender, ATC-NL shall require you to prove that the grounds exclusion are not applicable to you.

- With regard to part III section A of the European Single Procurement Document: by means of the Gedragsverklaring Aanbesteden (GVA) which is a certificate of good conduct, which at the time of registration is not older than 2 (two) years.
- With regard to part III section B of the European Single Procurement Document: by means of a tax statement, which at the time of registration is not older than 6 (six) months.

ATC-NL shall also accept information and documents from another Member State that serve a similar purpose and from which it is evident that the grounds for exclusion are not applicable to the candidate. In case of verification the candidate needs to be able to upload these documents within 5 (five) working Days.

4. Minimum requirements

4.1 Minimum requirement pertaining to financial and economic standing

Not applicable and void.

4.2 Minimum requirement pertaining to professional abilities

4.2.1 Reference statements

4.2.1.1 Reference statements document

Please upload here at least one and maximum two reference statement(s) which demonstrates the requested competences as described in sections 4.2.1.2 and 4.2.1.3. For each individual reference, you need to fill in a separate reference form as provided on the TenderNed platform in the Reference Statement Document template.

Each reference statement shall adhere to these minimum requirements:

1. Each reference shall be in writing by means of the provided Reference Statements Document template;
2. Each reference shall not be older than 5 (five) years, calculated from the date of the agreement to which the reference relates has come into force;
3. Each reference shall contain the name of the customer to whom the candidate has delivered the products and/or services;
4. Each reference shall contain the name of a contact person at the offices of the client, the address and telephone number and/or Email address on which the person can be reached;
5. Each reference shall contain an extensive and detailed description of the products and/or services which are part of the assignment;
6. Each reference shall mention whether the candidate executed the agreement on his own, as a consortium and/or with the help of (a) subcontractor(s);
7. If applicable, the reference shall contain the name(s) of the consortium members and/or subcontractor(s) and the name of a contact person at the offices of such consortium members and/or subcontractor(s) and the address and telephone number and/or Email address on which the person can be reached.

Failing to provide the information as requested above may result in exclusion from further participation in the tender procedure. Candidate is required to upload the completely filled-in Reference Statement Document on the TenderNed.

4.2.1.2 Core competency 1 – Turnkey delivery of a visual simulation display system

The candidate shall submit a reference statement that provides evidence of having successfully and independently: designed, implemented and commissioned in a turnkey manner, a visual simulation display system for the purpose of training operational staff in an immersive simulator, meaning that the trainee is fully immersed in a virtual realistic 'world'. The visual simulation display system shall consist of a multitude of video screens (more than 10 screens) creating an uninterrupted (bezels excluded) with at least 210° horizontal field of view. At the specified reference it should be stated that, according to the relevant client, the candidate has executed the contract in a proper and timely way.

Rationale: For ATC-NL it is important, that considering the nature of the assignment, the supplier can independently perform the assignment without the need to (sub)contract personnel from other suppliers to do the design and installation of the visual simulation display system that is part of the scope of this contract.

4.2.1.3 Core competency 2 – Engineering of mounting structures

The candidate shall submit a reference statement that provides evidence of having successfully and independently: designed, implemented and commissioned a mounting structure that supports for a multitude (more than 10 screens) of video screens for the purpose of creating a continuous and uninterrupted video wall. At the specified reference it should be stated that, according to the relevant client, the candidate has executed the contract in a proper and timely way.

Rationale: For ATC-NL it is important, that considering the nature of the assignment, the supplier can independently perform the assignment without the need to (sub)contract personnel from other suppliers to do the design and installation of the visual simulation display system that is part of the scope of this contract.

4.2.2 Quality management system

The candidate must have a certified quality control system (ISO 9001 or equivalent).

This shall be demonstrated by means of submitting documentary evidence during the Selection verification phase in the form of a valid certificate issued by the officially recognized body that has certified your quality control system.

4.2.3 Occupational health and safety

The candidate must be able to act in accordance with the legal regulations with regard to the occupational health and safety and employment conditions that apply to the activities whilst executing the works at the place of delivery and the regulations imposed by ATC-NL on personnel carrying out activities on site at ATC-NL premises. Please refer to the Safety Regulations document as provided on the TenderNed.

By means of the legally signed European Single Procurement Document (ESPD), the candidate confirms compliance with this minimum requirement.

4.2.4 Information Security Management System

The candidate must have a certified Information Security Management System (ISO 27001 or equivalent).

This shall be demonstrated by submitting documentary evidence during the Selection verification phase in the form of a valid certificate issued by the officially recognized body that has certified your Information Security Management System.

4.2.5 Environmental Management System

The candidate shall have a certified Environmental Management System (ISO 14001 or equivalent).

This shall be demonstrated by submitting documentary evidence during the Selection verification phase in the form of a valid certificate issued by the officially recognized body that has certified your Environmental Management System.

LVNL accepts other means of evidence which proofs candidate has implemented equivalent measures in the area of Environmental Management systems, such as a Table of Content of the Environmental Management Handbook of the candidate.

4.3 Minimum requirements pertaining to suitability to pursue the professional activity

4.3.1 Commercial registration (Chamber of Commerce)

The candidate must be registered with the Chamber of Commerce in accordance with the requirements of the member state in which your company is established.

The candidate must prove his Registration by means of an extract (not older than six months) from the Trade Register of a Chamber of Commerce or a comparable institution in your country.

! This extract must enable ATC-NL to verify that your Registration has been signed by (a) person(s) with authority to represent the candidate.

4.3.2 Insurance

The candidate must have taken out or, when having been awarded the contract, the candidate shall unconditionally take out an insurance policy for liability, with a minimum sum insured in respect of any one incident or accident (material, personnel, third party etc.) per year of € 5.000.000,- (say: Five Million Euro), or an equivalent amount in another currency.

You must prove this by submitting a certificate, as part of the documentary evidence during the selection verification phase. The certificate shall be issued by your insurance company that clearly states the required categories. In case at present, you do not have taken out the required insurance policy and therefore cannot submit such certificate, the legally signed Self Declaration shall be construed as a statement that you shall unconditionally take out the required insurance at the time the contract is awarded to your company.

4.4 EU Russia sanctions package

The candidate is familiar with EU Regulation 833/2014 as amended by EU Regulation 2022/576. This Regulation imposes sanctions, among other things, on Russia, Russian companies, (certain) Russian residents, and products and materials originating from Russia.

The candidate is required to legally sign and submit one or more Self-declarations on EU Russia Sanctions to the tender platform in accordance with the stipulations as mentioned in the self-declaration.

By doing so, the candidate confirms that there shall not be any Russian involvement in the execution of the assignment. The template for the self-declaration can be found on the tender platform.

Please note : The required template Self-declaration on EU Russia Sanctions is available through the TenderNed tender tool.

Annex I – Glossary

Abbreviations

ANSP	Air Navigation Service Provider
ATC-NL	Luchtverkeersleiding Nederland (Air Traffic Control the Netherlands)
ATS	Air Traffic Services
TenderNed	The tender platform operated by Mercell and used for this tendering procedure
ESPD	European Single Procurement Document
GVA	Gedragsverklaring Aanbesteden
HMI	Human Machine Interface
IAT	Installation Acceptance Test
ICD	Interface Control Document
ISO	International Standards Organization
ITT	Invitation to Tender
LVNL	Luchtverkeersleiding Nederland
SAT	Site Acceptance Test
SRD	System Requirements Document
ZBO	Zelfstandig Bestuursorgaan (Independent Administrative Body)

Definitions

Candidate	the entrepreneur who applies to participate in this tender procedure.
Contract	the agreement(s) for the procurement of a visual simulation display system and the related services, such as (but not limited to) the maintenance services.
Delivery Date	The date when, following completion of the installation of the visual simulation display system, the site acceptance test has been successfully completed.
Selection Guide	this document, including the annexes.
MEAT	most economically advantageous Tender (In Dutch : EMVI = economisch meest voordelige inschrijving)
Price	The quotation that is part of the Tender for the total cost of ownership of the visual simulation display system as submitted in the Procurement Cost Table.
Visual Simulation Display System	All hardware and software to be delivered to ATC-NL for the operation and maintenance of the Visual Simulation Display System as described in the specifications.
Safety Critical Environment	The environment where with the use of the supplied system tasks are fulfilled which may have a detrimental effect on the safety of people. Within this context ATC-NL operates a national critical infrastructure that is used for (amongst others) the Mainport Schiphol (Transport). Therefore ATC-NL is part of a chain of similar bodies for whom in society terms, it is crucial that they continue to function. More information at: https://english.nctv.nl/topics/critical-infrastructure-protection
Subcontractor	A legal entity that or natural person who is contracted by candidate to execute the Contract or any part of the Contract.
Supplier	Winner of the Tender.
Tenderer	the entrepreneur who has applied for this tender procedure and who submits a Tender.

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