

# DIGITAL INFORMATION MEETING

**INNOVATION PARTNERSHIP: FULL-END-LOAD  
RESISTANT COUPLINGS - 2026**

**TENDERED: T574720**

**CONTRACTING ENTITIES: ENEXIS NETBEHEER B.V. (LEAD) &  
ALLIANDER N.V.**

**12-03-2026**

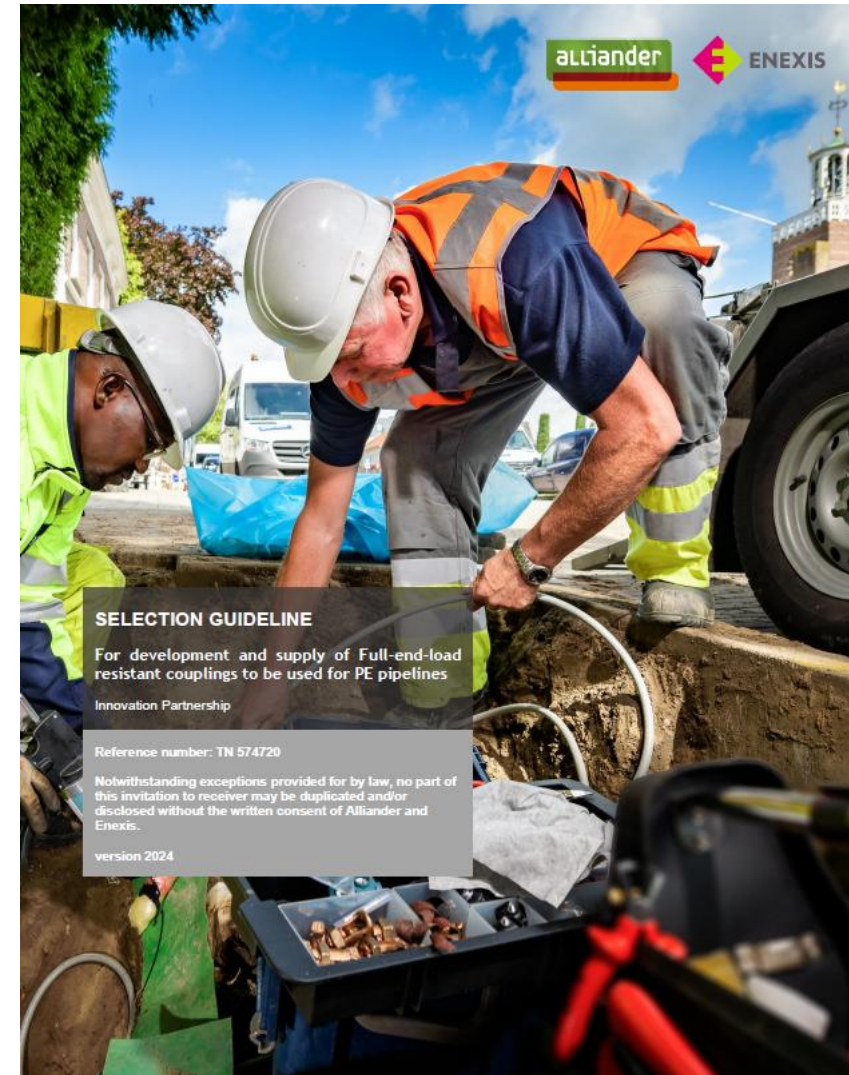
**11:00 – 12:00 CET**



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GROEP**

# INTRODUCTION: FULL-END LOAD RESISTANT COUPLINGS - 2026

- Welcome Everyone
- General info – DIM meeting
- Why: Innovation partnership
- Planning (selection and awarding phase)
- Scope and term
- Suitability Requirements vs. Selection Criteria
- ESPD
- References (Suitability and Selection)
- Documents to be uploaded/ submitted
- Signature
- Questions (anonymous)



# GENERAL INFO - DIM MEETING

- Joint tender in collaboration with **Alliander N.V.**
- **Single point of contact** – Vincent Abbenhuis (purchaser Enexis)
- DIM meeting to **reduce number of general questions** in Memorandum of Information
- Rules: **Only general questions related to the Procedure** and TenderNed will be discussed today via the chat.
- Content questions: Questions regarding **technical specifications are not to be discussed today**. Please submit these via TenderNed for the Mol.
- Disclaimer: This DIM is purely for assistance in the process; no further rights can be derived from it; the procedure as described in the **Selection Guideline is always leading**.
- This meeting is **anonymized** and questions will be forwarded without names and credentials



# WHY - INNOVATION PARTNERSHIP PROCEDURE

- **Need for Development:** The desired Full-End-Load resistant couplings for the specified diameters are not yet fully available on the market.
- **Combination of R&D and Purchase:** This procedure facilitates a long-term partnership covering both the R&D phase and the subsequent commercial purchase, without the need for a separate tender later.
- **Efficiency:** To keep the administrative burden low for both the market and the DSOs, we will start the Award Phase (Dialogue) with a maximum of five (5) selected Candidates.



# INNOVATION PARTNERSHIP PROCEDURE - HIGH LEVEL OVERVIEW

The process is divided into three distinct phases, which are described in detail in the paragraph 2.1 of the Selection Guideline

## PHASE 1: SELECTION PHASE

**Objective:** Select the best Partners based on organizational capability.



### Publication

All interested parties can apply as Candidates to this phase.



### Suitability check

First, the Contracting Entities verify whether Candidates meet the mandatory exclusion grounds and suitability requirements.



### Selection Criteria

The best (maximum of) 5 Candidates are selected based on the Selection Criteria.

## PHASE 2: AWARD PHASE

**Objective:** A proven technical prototype.



### Invitation to Tender

The selected Candidates will receive the Invitation to Tender



### Five rounds

In each round, a different aspect of the development and feasibility of the Full-load-and coupling is central.



### Final Submission

Candidates will be invited to submit their Final Tender.

## PHASE 3: PARTNERSHIP PHASE

**Objective:** To industrialize the proven prototype into a fully certified commercial product.



### Part A Certification & Zero-Series

obtaining the formal Gastec QA certification and producing a 'zero-series' of the couplings.



### Part B Commercial Roll-out

start of series production and operational supply of the couplings.



# OBJECTIVES, SCOPE AND DURATION

- **Objective:** Develop, certify, and supply Full-end-load resistant mechanical couplings for connecting PE pipes (no fusion techniques).
- **Primary Scope:** Nominal diameters 63, 75, 110, 160, and 200 mm.
- **Optional Scope:** Larger diameters 250, 315, and 400 mm.
- The purpose of this Tender is to award a **Framework Agreement** for each Contracting Entity to a single Contractor.
- **Total Duration:** The maximum duration of the Agreement is eight (8) years (4 + 2 + 2).



# PLANNING - SELECTION PHASE (PHASE 1)

Key dates for the current phase:

- Publication on TenderNed: **04-03-2026**
- Submit questions for Memorandum of Information: **18-03-2026**  
(12:00 CET)
- Publication Memorandum of Information: **27-03-2026**
- Submit Application for admission by Candidate: **14-04-2026 (12:00 CET)**
- Selection Decision: **14-05-2026**

Please refer to the Selection Guideline (section 2.2.1) for the indicative schedules of Phase 2 (Award Phase) and Phase 3 (Partnership Phase).



# SUITABILITY REQUIREMENTS VS. SELECTION CRITERIA

- Suitability Requirements – Part 3 - Selection Guideline
  - Minimum pass/fail conditions a candidate/tenderer must meet to participate (e.g., ESPD, Insurance, ISO certificates, Core Competencies).
  - They determine whether a company is eligible for Enexis, not how competitive it is.
  - Yes or No (knock-out)
- Selection Criteria - Part 4 - Selection Guideline
  - Selection criteria used to compare and rank eligible Candidates (SC 1 to SC 4).
  - The Goal: The best (maximum of 5) Candidates are selected based on the total score of the Selection Criteria and invited to the Award Phase.



## EUROPEAN SINGLE PROCUREMENT DOCUMENT

- The **ESPD** must be fully completed in Parts I–VI
- A separate, signed ESPD must be submitted by:
  - The **candidate**,
  - Each **combination** partner (if applicable),
  - Each **subcontractor** used to meet core competences.
- If there are multiple authorised signatories, all must sign.



# DOCUMENTS CANDIDATE HAS TO SUBMIT

The overview below shows **which documents the Candidate has to submit**. In order to improve clarity, we ask that the Candidate adds the name of the organisation after the name of the document concerned:

| <b>To be submitted electronically with the Application</b>  | <b>Name upon submission in TenderNed</b>          |
|---|---|
| European Single Procurement Document (ESPD)(Legally signed by authorized representative)              | ESPD [Name Candidate]                             |
| Declaration of no Russian Involvement(Mandatory exclusion ground)                                     | Declaration Russian Involvement [Name Candidate]  |
| Evidence Suitability Requirement 6 (ISO) Copy of ISO 9001 and ISO 14001 certificates (or declaration) | ISO Certificates [Name Candidate]                 |
| Consortium / Third Party Statement (If applicable)  | Consortium Statement [Name Candidate]             |
| <b>Selection Criteria</b>   | <b>Name upon submission TenderNed</b>             |
| Response to Selection Criteria 1, 2, 3 and 4  | Appendix 7 - Selection Criteria [Name Candidate]  |
| Evidence for SR-5 & SC-4  | Appendix 4 - Reference Statement [Name Candidate] |



# SIGNATURE

- The **signing person** is authorized in Chamber of Commerce (KvK) to sign independently or jointly for the amount of EURO in this tender!
  - Applicable for:
    - **ESPD** – to be downloaded online via TenderNed
    - **Appendix 2** - Statement Russia Sanctions Package – **3.1.4**
    - Optional in case of a Consortium or reliance on resources of Third Party:
      - **Appendix 5 and 6** – Consortium Declaration and Guarantee statement – **4.6.1 and 4.6.2**



# PRACTICAL TENDERED TIPS

<https://www.tendered.nl/cms/en/english/tendered-dutch-governments-online-tendering-system>

**TenderNed: Dutch government's on-line tendering system**

TenderNed for foreign businesses

Registering a foreign business

Logging in to TenderNed

Request to participate in a restricted procedure

Submitting a tender in an open procedure

Training and consultancy

Videos: how TenderNed works

TenderNed Terms of Use

## TenderNed is the Dutch government's online tendering system

All Dutch authorities are obliged to publish their national and European tenders on TenderNed's announcement platform (in Dutch), so businesses can access all public publications from a single webpage.

## Simple, fast and efficient tender procedure

Using TenderNed, all parties can digitally manage all steps throughout the entire tender process. The contracting authority decides whether businesses must submit their offer digitally in TenderNed. If this is the case, interested businesses submit their complete offers through TenderNed. Scoring and rewarding is also carried out in the application.

## Using TenderNed as a foreign business

If you would like to bid in TenderNed you first have to register your company. Please keep in mind that the TenderNed application is only available in Dutch.

## Help in English

The following information on registering your company and bidding is available in English:

- [Registering a foreign business](#)
- [Logging in as a foreign entrepreneur](#)
- [Request to participate in a restricted procedure](#)
- [Submitting a bid directly in an open procedure](#)
- [Training and consultancy](#)

Other manuals and instructions are only available in Dutch.

You can also contact our Service Desk at +31 70 379 88 99 or [email](#). Their opening hours are: Monday to Friday from 8:30 am to 5:00 pm CET.



# HOW TO PARTICIPATE VIA TENDERED



THANK YOU VERY MUCH  
FOR YOUR PARTICIPATION!

TIME FOR QUESTIONS



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## QUESTIONS AND ANSWERS DISCUSSED DURING DIM 12-03-26 VIA CHAT

- Question: Please elaborate on bullet 5 - 6 SR-& on page 21
  - **Answer:** Please be advised that the 'National Security' requirement on page 21 of the Selection Guideline is not applicable to this tender and has consequently been removed. An updated version of the Selection Guideline has been uploaded to TenderNed.
- Question: In paragraph 1.2.6 there is mention of a marketconsultation. Is this market consultation available for the participants?
  - **Answer:** In response to your question: we will provide a summary of the market consultation. This document will be published as a new appendix to the tender documents.



# QUESTIONS AND ANSWERS DISCUSSED DURING DIM 12-03-2026 VIA CHAT

## Questions that are not answered here above

- Note that all other questions that are not published here above were not DIM specific questions related to the Tender process and the Mercell Tender platform.
- Other questions, for example regarding the content of the Selection Guideline and Selection Criteria, can be posed in the two Memorandum of Information question rounds, see planning.
- Please pose your questions again via TenderNed
  - See the Question section as described in the Selection Guideline (chapter 2.1.2)



SAMEN WERKEN WE AAN EEN  
BETROUWBARE EN DUURZAME  
ENERGIEVOORZIENING VOOR  
VANDAAG ÉN VOOR DE TOEKOMST.



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