



Market consultation document

Subject : Detection and monitoring system for degassing
by inland barges

Department : Ministry of Infrastructure and Water Management

Management : Human Environment and Transport Inspectorate

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1 Introduction

1.1 Background

In preparation for the European tender 'Detection and Monitoring System for Degassing by Inland Waterway Vessels', TenderNed reference **TN 574238**, the Contracting Authority is conducting a market consultation.

The purpose of this consultation is to obtain information from market parties regarding the current state of the art, available expertise, technical feasibility, and potential solutions. The insights gained will assist the Contracting Authority in defining an appropriate procurement strategy and drafting proportionate and effective tender documents.

Participation in this market consultation does not constitute participation in any future procurement procedure. No rights may be derived from participation.

The outcomes of this consultation may be incorporated into future procurement documents in anonymized form and without reference to individual participants. The information provided will be treated confidentially. Market parties are not expected to submit a tender or detailed offer at this stage.

Contracting authority

This market consultation is conducted by the Ministry of Infrastructure and Water Management (I&W), on behalf of the Human Environment and Transport Inspectorate (ILT).

Ministry of Infrastructure and Water Management

The Ministry of Infrastructure and Water Management (I&W) is committed to improving the Netherlands. We work together to ensure an accessible country with strong flood defenses, where people can travel safely from A to B. For a country with clean air, clean soil and clean water. A country where raw materials are used responsibly and reused wherever possible. Where we move sustainably. A country with room for possibilities. This requires a ministry that connects not only places and ideas, but above all people.

Human Environment and Transport Inspectorate

The Human Environment and Transport Inspectorate (ILT) is the supervisor of the Ministry of Infrastructure and Water Management. The Human Environment and Transport Inspectorate (ILT) works on safety, trust and sustainability in transport, infrastructure, the environment and housing.

All residents of the Netherlands are affected by ILT's supervision. Think of safe and reliable public transport, renting a home from a reliable housing corporation or drinking water from the tap without risk. Ensuring protection against flooding is also part of ILT's responsibilities.

Supervision of high-risk substances

The Hazardous Substances Supervision Department focuses on the protection of human health and the environment against hazardous chemicals and biological organisms, as well as ensuring the safe transport of hazardous substances.

1.2 Structure of this document

- Chapter 2 describes the background, scope and objectives of the intended procurement.
- Chapter 3 outlines the procedure and conditions of the market consultation.
- Chapter 4 contains the questions on which the Contracting Authority seeks input.



2 General

2.1 Introduction

On the basis of the present document, market parties can respond to the questions raised in this market consultation.

2.2 Background

ILT supervises the transport of hazardous substances by inland waterway vessels within the Netherlands, including the degassing of unloaded tankers. Effective supervision requires the timely detection and identification of degassing activities.

To strengthen enforcement capabilities, ILT intends to explore the procurement of a system capable of detecting and monitoring emissions resulting from degassing operations.

2.3 Scope

The Contracting Authority is seeking information regarding systems capable of detecting gaseous emissions originating from hazardous substances and linking such emissions to a specific inland waterway vessel.

The envisaged system should, at a minimum:

- Detect gases and vapours associated with hazardous substances and specify which substances can be identified and by what method;
- Distinguish concentrations of at least 100 ppb from ambient background levels;
- Identify and geolocate the emitting vessel on the waterway;
- Operate independently of standard meteorological conditions;
- Be deployable in both fixed and mobile configurations;
- Provide coverage across Dutch inland waterways where hazardous goods transport occurs (24/7 coverage, using a combination of fixed and/or mobile units);
- Enable real-time or near real-time data access and analysis;
- Include an analytical tool capable of automatically generating reports within a maximum of one hour, including outside office hours;
- Track vessels over time to link repeated detections and historical signals;
- Retain data for at least one year, with archival access up to five years upon request;
- Provide full data access to the Contracting Authority;
- Capture identifying visual recordings of the vessel and emission points at the time of detection.
- The proportionality of information collection with regard to aspects such as privacy shall at all times be ensured.

The supplier would be responsible for maintenance, user training and system management. The system is expected to remain under supplier control, with data provision to the Contracting Authority. Service levels, innovation arrangements and governance mechanisms would be formalized in a Service Level Agreement (SLA). As part of this Service Level Agreement, compliance with the BIO2 framework for information security as set out in ISO 27001 is required.

Future scalability should be considered, including integration with complementary technologies (e.g. drone-based imaging services operated independently or by third parties).

If full nationwide coverage cannot be provided through fixed installations, the solution must allow for mobile deployment by the Contracting Authority.

2.4 Objective

The objectives of this market consultation are to:

- Assess the technical and operational feasibility of the envisaged solution;



- Identify relevant technological, regulatory and market developments;
- Determine whether a functional or technical specification is most appropriate;
- Assess market capacity and innovation potential;
- Gather input for the procurement strategy and contract structure;
- Ensure proportionality and market alignment of future tender documents.

The knowledge gained will inform the procurement strategy to ensure that it reflects both the needs of I&W and the capabilities of the market.



3 Market consultation procedure

3.1 Indicative Planning

The schedule of the market consultation is as follows:

Activity	Date
Publication on TenderNed	March 5 2026
Deadline for submitting questions	March 19 2026
Publication of responses	March 26 2026
Deadline for submission of completed questionnaire (via TenderNed, 13:00 CET)	April 9 2026

3.2 Submission of responses

Interested parties are invited to submit their responses via TenderNed no later than April 9 2026 at 13:00 CET.

Partial responses are welcome. Late submissions may be disregarded at the discretion of the Contracting Authority.

Unsolicited commercial approaches in response to this consultation are not appreciated.

3.3 Clarifications

Following review of written responses, the Contracting Authority may invite some or all participants for follow-up discussions. The decision to do so rests solely with the Contracting Authority.

3.4 Communication

During the market consultation, all communication, except for the in-depth discussions on this subject and/or the market consultation, takes place via TenderNed. The contact person on behalf of the Ministry of Infrastructure and Water Management is Nishani Budhu Lall, nishani.budhulall@minienw.nl. A summary of the market consultation will be published by the Contracting Authority on TenderNed in anonymized form.

3.5 Conditions

Participation in this market consultation:

- Is voluntary and non-binding;
- Does not create any rights or obligations;
- Does not constitute a pre-selection or confer any advantage or disadvantage in a future procurement procedure;
- Does not entitle participants to compensation for costs incurred;
- Does not limit the Contracting Authority's right to determine, amend or cancel the future procurement procedure.

By participating, parties confirm their unconditional acceptance of these conditions.

3.6 Confidentiality

Information provided will be treated confidentially. Results may be incorporated into future procurement documents in anonymised form and without attribution to individual participants.



4 Questions market consultation

General information

Company name: <fill in>

Country of residence(s): <fill in>

Location(s): <fill in>

Part of a group or holding company?: <fill in>

If so, please explain: <fill in>

Primary contact(s): <fill in>

Email: <fill in>

Phone number: <fill in>

Question 1. (Market) developments

Question 1a: Which market, technological, innovative, and political developments do you consider to be relevant to this domain?

Question 1b: In what way could the I&W take these developments into account?

Question 2. Interest in the assignment

What would motivate you to participate in this assignment, and what might discourage you from doing so, and why?

Question 3. Laws and regulations

How does your system comply with the General Data Protection Regulation (GDPR) and related data protection legislation?

Question 4. System

Question 4a: What functionalities does the system offer with regard to the identification, differentiation, or indication of substances during measurement?

Question 4b: What capabilities does the system have with regard to combined image and/or sound recordings?

Question 4c: To what extent is the system (including software) transferable to another location?

Question 4d: How does the system perform under extreme weather conditions?

Question 4e: To what extent can the system be linked to AIS data?

Question 4f: What possibilities are there for linking the system to other systems and data sources?

Question 4g: Is the system capable of providing an indication of detected concentration levels? Furthermore, what possibilities exist for identifying or estimating the source of such concentrations?

Question 5. Maintenance and management

Question 5a: The contracting authority is not organisationally equipped to perform the maintenance and operational management of the system. It is therefore important that the contracting authority is supported and relieved of these tasks. How would you propose to organise this?

Question 5b: The contracting authority is seeking a system that may be delivered on a turnkey basis. This may result in multiple parties being involved in the maintenance and operational management of the system. How would you approach this situation?

Question 6. User-friendliness

Question 6a: How can authorized users access the data?



Question 6b: Through which interfaces or tools is this access provided?

Question 7. Lots

Do you see opportunities for dividing the contract into lots? If so, on what basis?

Question 8. (Price) model

(Price) models are used to determine the final (hourly) rate. Consider, for example, maximum hourly rates per job profile, bandwidths in hourly rates per job profile and a fixed price for result-oriented assignments.

Which (pricing) model allows you to:

- a. *to be able to offer market-based offers throughout the term of the (framework) agreement;*
- b. *to be able to comply with the statutory provisions of remuneration from the legislation (Waadi/WAB);*
- c. *to keep the costs of on-lending as low as possible.*

Can you substantiate this and indicate what you expect/need from I&W to achieve the above?

Question 9. Corporate Social Responsibility (CSR)/ sustainability

Question 9a: What opportunities do you identify with regard to CSR or sustainability in the context of this procurement procedure?

Question 9b: How is lifecycle management incorporated?

Question 10. Other

Are there any additional recommendations relevant to this intended procurement procedure?