

# Tender Guideline

## Procurement of Tape Weaving Machine

**TN 576059**

**European tender - open procedure**



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# 1 Introduction

## 1.1 Contracting Entity

Cato Composites B.V. (hereinafter: “Cato Composites”) is a private limited liability company established in Rheden, the Netherlands. Cato Composites develops and manufactures thermoplastic composite solutions for industrial applications and operates a production facility in Rheden.

For the purpose of this procurement procedure, Cato Composites acts as the contracting entity. Although Cato Composites is not a contracting authority within the meaning of the Dutch Public Procurement Act 2012, this procurement procedure is conducted in accordance with the principles and procedural structure of the Dutch Public Procurement Act 2012 and Directive 2014/24/EU.

## 1.2 Background and project context

Cato Composites is expanding its production capabilities in the field of thermoplastic composite materials. In order to further industrialize its tape-based composite manufacturing processes, Cato Composites intends to invest in new tape weaving equipment to be installed at its production facility in Rheden.

The investment forms part of a broader development program aimed at strengthening the company’s production capacity and technological capabilities.

This procurement is conducted in accordance with the applicable subsidy conditions and European public procurement principles, including transparency, equal treatment and non-discrimination. Cato Composites voluntarily applies a structured and transparent tender procedure to ensure objective selection of the supplier.

## 1.3 Objective of the procurement

The objective of this procurement is to select one qualified supplier capable of delivering an industrial tape weaving machine, suitable for processing thermoplastic composite tapes. The machine must support the production of woven thermoplastic composite fabrics and must meet the technical and functional requirements set out in the Program of Requirements (Annex 2). The selected supplier shall be responsible for the delivery, installation, commissioning and training associated with the equipment.

The intended operational start date is Q4 2026. Tenderers shall propose a realistic delivery and commissioning schedule. The proposed lead time will form part of the award criteria.

## 1.4 Scope of the assignment

The scope of this procurement comprises:

- The supply of industrial tape weaving equipment suitable for processing thermoplastic composite tapes;
- Packaging, Shipment and Installation of the equipment at the production facility of Cato Composites in Rheden, the Netherlands;
- Commissioning and testing of the equipment;
- Training of Cato Composites operational and technical personnel.

An optional component within the scope concerns the supply of a creel system. The creel is described functionally in the Program of Requirements and will be requested as a separately priced item. The detailed technical and functional requirements are set out in the Program of Requirements (Annex 2).



The creel is described in functional terms in the Program of Requirements. No specific technical design or solution is prescribed.

### **1.5 Estimated value**

The estimated value of this procurement has been determined based on internal budgeting and available funding. Tenderers cannot derive any rights from the estimated value, and Cato Composites is not obliged to award the contract.

### **1.6 Applicable procedure**

This procurement concerns a supply contract for industrial tape weaving equipment. The procedure is organized in accordance with the principles of transparency, proportionality, equal treatment and non-discrimination. Although Cato Composites is not a contracting authority within the meaning of the Dutch Public Procurement Act 2012, this procurement procedure is conducted in accordance with the principles and procedural structure of the Dutch Public Procurement Act 2012 and Directive 2014/24/EU.

### **1.7 Contractual framework**

The Agreement shall enter into force upon signature by both parties and shall remain in effect until successful delivery, installation and final acceptance of the equipment in accordance with the acceptance procedure described in the Agreement. Any applicable warranty obligations shall remain in force in accordance with the provisions of the Agreement. The General Government Procurement Conditions for the Supply of Products (ARIV-2018) shall apply to the Agreement. By submitting a tender, the Tenderer accepts the applicability of the ARIV-2018 without reservation. Optional service or maintenance arrangements may be agreed separately.



## 2 Tender Procedure

### 2.1 European open procedure

This procurement is conducted as an open European tender procedure. Although Cato Composites B.V. is not a contracting authority within the meaning of the Dutch Public Procurement Act 2012, the procedure follows the structure of an open procedure in order to ensure transparency, equal treatment and non-discrimination. The contract will be awarded on the basis of the Best Price–Quality Ratio (BPQR), as specified in the tender documents.

The following CPV codes apply to this assignment:  
CPV42994200-2 – Machines voor het bewerken van kunststoffen.

### 2.2 Schedule

Item	Date
Publication of the Tender	09-03-2026
Deadline for Submission of Questions (1st round)	27-03-2026
Publication of Clarifications (Nota of Information) No. 1 (target date)	03-04-2026
<b>Deadline for Submission of Tenders</b>	<b>Monday 20-04-2026 12:00 noon CET</b>
Notification of Intended Award	01-05-2026
Deadline for Submission of Supporting Documents (provisional winner)	08-05-2026
Standstill Period (20 calendar days)	20 calendar days
Final Award Decision	21-05-2026
Start of Implementation Phase	June 2026 (indicative)
Commencement of Services	Q4 2026

#### Note to this schedule:

- The deadline and time for submitting questions is stated in the above schedule and is considered a deadline. After this date, Cato Composites is not obliged to consider any questions.
- The closing date and time for tendering is stated in the above schedule and is considered a deadline. Tenders submitted late or otherwise than as prescribed in these guidelines will not be assessed and are invalid.
- The other time periods mentioned are indicative.



- The vault in TenderNed closes automatically at the time specified in TenderNed; no tenders can be uploaded thereafter. The Tenderer is responsible for making all documents available to Cato Composites on time.

### **2.3 Communication medium**

The tender procedure takes place via TenderNed. To participate in the tender, you must be registered in TenderNed. For this, see the [website of TenderNed](#).

- All correspondence relating to this tender procedure must be submitted in writing via the 'Berichten' (Messages) module in TenderNed (use the option "Verstuur een bericht over deze aanbesteding naar Cato Composites B.V." (Send a message about this tender to Cato Composites B.V.)). Correspondence sent by any other means will not be accepted for handling. For the process of information exchange, see also sections 3.3 and 3.5.
- Questions in the context of this tender can only be submitted via TenderNed and will be answered via TenderNed.
- If the information from TenderNed and these guidelines and related appendices differ, the text in TenderNed will prevail. Parties are requested to report inconsistencies to Cato Composites immediately via the 'Berichten' (Messages) module of TenderNed.
- Cato Composites will only provide tender documents digitally by TenderNed. If both a pdf version and a native version of a file have been supplied, the pdf version will prevail over the native version.
- Cato Composites accepts no responsibility for the inability to submit a tender due to automation or telephone problems of the Tenderer.
- If TenderNed is not accessible on the deadline for receipt of tenders due to a malfunction of TenderNed, Cato Composites may, depending on the situation and consequences, decide to postpone the deadline for receipt of tenders. In that case, Cato Composites will announce the modified deadline for receipt of tenders via TenderNed under 'Rectificatie' (Rectification) as soon as possible.
- Contact can be made with the tender manager if necessary. The tender manager for this tender is Jeroen Schoonderwoerd ([schoonderwoerd@hollandinkoopprofessionals.nl](mailto:schoonderwoerd@hollandinkoopprofessionals.nl)) . However, only correspondence via TenderNed can affect (the course of) this tender procedure.

### **2.4 Exchange of information (Memorandum of Information)**

Substantive questions regarding the tender may only be submitted via the Q&A module on the TenderNed platform. Each question must be submitted individually, i.e., one question per input field.

In the Memorandum of Information (Nota van Inlichtingen), the contracting authority will also state any amendments to the tender documents. The Memorandum of Information forms an integral part of the tender documentation.

### **2.5 Tender costs allowance**

Cato Composites will not award a tender costs allowance within the scope of this tender procedure.



## 2.6 Term of validity

The tender shall remain valid for a period of sixty (60) calendar days following the closing date for submission of tenders.

If a party institutes preliminary relief proceedings against the preliminary award decision, the term of validity of your tender will be (automatically) extended until four (4) weeks have elapsed after judgment has been given in the relevant preliminary relief proceedings.

Also, in the event that the preliminary relief proceedings are withdrawn, the term of validity will be extended until four (4) weeks have elapsed after the preliminary relief proceedings have been withdrawn.

## 2.7 Submission of tender

Your tender must be fully and validly signed before the closing date and time. Alternative tenders are not permitted. Tenders submitted late or in a manner other than prescribed in these guidelines (see also section 3.3) will not be assessed and will be considered as not submitted. The Tenderer is responsible for making all necessary tender documentation available to Cato Composites in a timely manner.

To submit your tender, go to 'Mijn inschrijving' (My tender) in TenderNed.

- The requested documents relating to the grounds for exclusion and suitability requirements must be submitted in the section 'Eisen beantwoorden' (Compliance with requirements).
- The documents for the purpose of the tender must be completed in the section 'Gunningscriteria beantwoorden' (Compliance with award criteria), under the tab 'Criteria'.
- The Tenderers must check the box at 'Dit criterium is beantwoord' (This criterion has been complied with) for all criteria.
- After answering all the award criteria, complete the 'Inschrijving op de aanbesteding' (Submission of tender) step to submit your tender.

**Note: if not all points have been completed, your tender has not been submitted and cannot be processed by Cato Composites.**

The vault in TenderNed closes automatically at the time specified in TenderNed; uploading documents/tenders is not possible after that.

## 2.8 Exclusion from the procedure

Failure by the Tenderer to comply with these guidelines can result in exclusion from the procedure.

It is further emphasised that statements, which subsequently (after verification or otherwise) turn out to contain inaccuracies, or commitments that are not (or cannot be) fulfilled, may be construed by Cato Composites as false statements. This may result in exclusion from this and further Cato Composites tender procedures.



Exclusion may also follow if a Tenderer maintains contacts with Cato Composites regarding the present tender procedure outside the prescribed communication medium (see section 3.3), or if it is found that the Tenderers maintain contacts among themselves regarding this tender procedure.

During the procedure, Tenderers shall refrain from collusive behaviour or improper communication that may affect fair competition.

## **2.9 Validity of tender**

By submitting its tender, the Tenderer agrees to all provisions in the tender announcement and tender documents.

A tender containing conditions or reservations is not allowed and will be declared invalid by Cato Composites.

## **2.10 Forfeiture of rights**

All tender documents have been compiled with the utmost care. Nevertheless, the documents may contain ambiguities, imperfections and/or contradictions. Cato Composites requests interested economic operators to report ambiguities, imperfections and/or contradictions as soon as possible. Cato Composites expects a proactive attitude from interested economic operators, which means that any ambiguities, deficiencies and/or inconsistencies in the tender documents will be reported to Cato Composites as soon as possible and at such time that these ambiguities, deficiencies and/or inconsistencies can as yet be corrected.

Interested economic operators must timely report all questions and/or objections within the scope of this tender procedure with a request for information.

After expiry of the deadline for submitting tenders, interested economic operators can no longer object to any ambiguities, imperfections and/or inconsistencies in the tender documents. Consequently, after that deadline, interested economic operators forfeit the right to as yet object to (the consequences of) any violations of (procurement) law, insofar as such would be contained in the tender documents, and interested economic operators will be deemed to have fully and unconditionally agreed to the contents of those documents.

By submitting a tender, the Tenderers declare their full and unconditional agreement to the tender documents including any adjustments as a result of information provided.

## **2.11 General questions or comments**

If you have general questions, comments or complaints about Cato Composites 's tender policy, or proposals for its improvement, please address them to [schoonderwoerd@hollandinkoopprofessionals.nl](mailto:schoonderwoerd@hollandinkoopprofessionals.nl) or via the message module in TenderNed.

## **2.12 Cato Composites complaints procedure**

Complaints or objections regarding this specific tender procedure can be addressed to the complaints desk. The complaints desk can be reached at [meldpuntaanbestedingen@hollandinkoopprofessionals.nl](mailto:meldpuntaanbestedingen@hollandinkoopprofessionals.nl)



### **2.13 Language**

The main language for this tender procedure is English. The tender documents (tender/ bid) should be completed and submitted in English.

### **2.14 Appeal procedure**

Parties are entitled to start an appeal procedure at the Midden-Nederland District Court if they deem it necessary.



### 3 Suitability of supplier

#### 3.1 Introduction

With the suitability test, Cato Composites assesses whether you, as an economic operator, are suitable to perform the present assignment. It is important that no grounds for exclusion apply to you and that you meet the specified requirements (minimum requirements). Any own knowledge of Cato Composites regarding the Tenderer will not be included in the assessment.

You can submit a tender as:

1. An independent tender (see section 4.2.1)

A tender together with other parties:

2. As a group (see section 4.2.2)
3. With reliance on the capacity of third parties (see section 4.2.3)
4. A tender as a joint-venture – such as a general partnership (see section 4.2.4)

#### 3.2 European Single Procurement Document (ESPD)

##### 3.2.1 Independent tender

Although Cato Composites B.V. is not a contracting authority within the meaning of the Procurement Act 2012, this procedure follows the European procurement system and therefore applies the European Single Procurement Document (ESPD) methodology.

The answers in the European Single Procurement Document (ESPD) and the supporting documents submitted serve to verify that no grounds for exclusion apply and that you, as the Tenderer, are suitable for performing the work.

When entering the tender in TenderNed, the ESPD must be completed, signed and uploaded by the Tenderer under the requirement 'European Single Procurement Document (ESPD)'.

Supporting documents Requirement 1 in TenderNed (immediately with tender):

- Completed and signed ESPD as per Appendix 0.

Supporting documents Requirement 2 in TenderNed (immediately with tender)

- The requested supporting documents for the grounds for exclusion. These concern the grounds for exclusion in sections 3.3 and 4.4.

##### 3.2.2 Tender as part of a group

An economic operator participating in this tender procedure in a group with one or more other economic operators – including temporary joint ventures – shall submit its own completed and signed ESPD, as well as a separate ESPD for each group member, completing the information requested in Parts II to VI. If there are several group members, a separate ESPD must be submitted for each of them.

In addition to the ESPD(s), the group members shall submit the following supporting documents:

1. From all group members a completed and signed ESPD in accordance with Appendix 0. Note that:



- The option 'yes' must be ticked in each ESPD under Part IIA, on page 3 of the ESPD under 'type of participation'.
  - Each ESPD must state the role of the economic operator within the group as well as the identity of the other group members (company name).
2. Of the group members together:
- A completed and signed Group Contract (Appendix 3) in which the group members:
  - Include an organisational chart and division of activities showing at least which company is responsible for which activities and a declaration that, if the assignment is awarded, the division of activities included in the group agreement will actually be observed; and
  - declare their acceptance of joint and several liability should the assignment be awarded.

Supporting documents Requirement 2 in TenderNed (immediately with tender, of each individual group member):

- The requested supporting documents relating to the grounds for exclusion as referred to in sections 4.3 and 4.4 of this Tender Guideline.

### 3.2.3 Tender with reliance on capacity of third party.

An economic operator who participates independently or in a group and relies on the capacity of one or more other entities (for technical or professional competence and/or financial and economic capacity) must submit its own ESPD together with the ESPD of the third party on whose capacity it relies, along with the relevant information. If there are several third parties, a separate ESPD must be submitted for each of them.

In case of a tender involving reliance on the capacity of third parties, in addition to the ESPD, all documents (declarations/agreements) applicable to the situation in question must be submitted by the Tenderer as a supporting document.

Supporting documents Requirement 1 in TenderNed (immediately with tender)

1. All completed and signed ESPDs in accordance with Appendix 0. Note that:
  - the main contractor (and possibly the group member) must tick the 'yes' option under 'information on reliance on capacity of other entities' in Part IIC of the ESPD. The nominated subcontractor can tick the 'no' option there.
  - The Tenderer's ESPD must include the identity of the third party (company name) whose capacity is being relied upon.
2. A completed and signed declaration of reliance on third parties (Appendix 4) in which:
  - In the event that the technical ability and professional competence of a third party is relied upon:
    - the contractor declares that it has at its disposal the means necessary for the execution of the assignment; and
    - includes an organisation chart showing at least which company will be responsible for which activities; and
    - a declaration that if the assignment is awarded this division of activities will also be observed; and/or
  - In case of reliance on the financial and economic capacity of a third party, it is declared that the third party accepts joint and several liability for the performance of the



assignment in the event that the assignment is awarded to the relevant economic operator.

Supporting documents Requirement 2 in TenderNed (immediately with tender, of both the main contractor and the nominated subcontractor).

- The requested supporting documents for the grounds for exclusion. These concern the grounds for exclusion in sections 3.3 and 4.4.

### **3.2.4 Tender as a joint venture - such as a general partnership**

In the case of a joint venture - such as a general partnership - it is important to consider whether the capacity of the separate entities within the company is being relied upon.

If the Tenderer is a general partnership and has to rely on the resources and/or competence of the individual partners in its tender, it is regarded as a tender relying on the capacity of third parties (see section 3.2.3), whereby the tendering general partnership is obliged<sup>1</sup> to comply with the ESPD procedure enumerated in section 3.2.3 (tender with reliance on the capacity of third parties (natural or legal persons)) and submit the corresponding additional documents.

If the general partnership can perform the assignment using only own personnel and equipment, in other words with the resources transferred to it by its joint partners in accordance with the partnership agreement and freely available to it, it is sufficient for the general partnership to submit an own ESPD and the partnership agreement (see section 3.2.1).

### **3.3 Mandatory grounds for exclusion**

This tender process is subject to all mandatory grounds for exclusion as stated in Section 2.86 Procurement Act 2012. The aforementioned grounds for exclusion are also selected in the ESPD.

#### **Supporting documents Requirement in TenderNed**

**Tenderers shall declare by means of the European Single Procurement Document (ESPD) that none of the applicable exclusion grounds under the Dutch Public Procurement Act 2012 apply.**

**The supporting documents relating to the exclusion grounds (such as certificate of conduct for procurement, extract from the trade register and declaration of compliance with tax obligations) **do not have** to be submitted with the tender.**

**These supporting documents **will only be requested** from the Tenderer who is provisionally awarded the contract.**

1. Certificate of conduct for procurement that is not older than two years at the time of submission of the tender.  
If you do not already have it, bear in mind that the application procedure has a long lead time!
2. Extract from the trade register not older than 6 months at the time of submitting the tender;  
The extract must show that the person signing the ESPD is authorised to do so. In some



cases, it may be necessary to provide several extracts to prove this. If the signatory is not registered as authorised to represent the company, a written power of attorney showing authority must be submitted.

3. Declaration of compliance with tax obligations by Tax and Customs Authorities that is not older than 6 months at the time of submission of the tender.

These are the supporting documents referred to in Section 2.89 Procurement Act 2012. Foreign companies must submit an equivalent form from the country where the Tenderer is based. If this document is not available, it can be replaced by a sworn or solemn declaration. The foreign company makes this declaration before a competent judicial or administrative authority, a notary public or a competent professional body of that country.

### **3.4 Ground for exclusion: Russia Sanctions Package**

With the Fifth EU Sanctions Package of Friday 8 April 2022, the member states agreed to prohibit contracting authorities and special sector companies from awarding new contracts to Russian parties based in the Russian Federation, including European Union-based subsidiaries controlled or directed by those parties. As a result, Cato Composites has decided to require the Tenderers to provide an additional The Tenderer's Statement Russia Sanctions Package regarding the prohibition on awarding public contracts to Russian parties. The (mandatory) model The Tenderer's Statement Russia Sanctions Package can be found as Appendix 6 to the Tender Guidelines.

#### **3.4.1 The Tenderer's Statement Russia Sanctions Package in case of independent tender**

The Tenderer's Statement Russia Sanctions Package must be completed by the Tenderer and submitted to the tender manager by email within 48 hours (on working days) of Cato Composites 's request to do so.

#### **3.4.2 The Tenderer's Statement Russia Sanctions Package in case of tender by a group**

An economic operator participating in a tender procedure in combination with one or more other economic operators - including temporary joint ventures - must submit both its own The Tenderer's Statement Russia Sanctions Package and the group member's separate The Tenderer's Statement Russia Sanctions Package. If there are several group members, a separate The Tenderer's Statement Russia Sanctions Package must be submitted for each of them.

#### **3.4.3 Invalidity**

If it follows from any of the Tenderer's Statements Russia Sanctions Package that Cato Composites is prohibited from awarding the assignment to the relevant the Tenderer(s) pursuant to Regulation EU/833/2014 as amended by Regulation EU/2022/576, the relevant the Tenderer(s) will be excluded from further participation in this tender procedure. If any of the Tenderer's Statements Russia Sanctions Package - also after the remedy procedure described below - is not delivered (in full), Cato Composites may declare the tender invalid.

In the event of a defect in, or failure to deliver any The Tenderer's Statements Russia Sanctions Package within 48 hours, Cato Composites will give the relevant economic operator the opportunity to remedy the defect. Repair of defects will take place within 48 hours (on working days) of Cato Composites 's request. If defects are not remedied within this 48-hour period (on



working days) or if the defect is not remedied by the response (within an additional 24-hour period), Cato Composites may declare the tender invalid.

In the event of invalidity, the Tenderer(s) will be informed thereof with the motivated reason for this rejection.

### **3.5 Suitability Requirements**

The Tenderer shall declare, by means of the European Single Procurement Document (ESPD), that none of the applicable exclusion grounds under the Dutch Public Procurement Act 2012 apply.

#### **Suitability Requirement 1: Technical and organisational competence - Experience**

The Tenderer must demonstrate that it possesses the necessary technical and organizational competence to deliver the requested tape weaving equipment, including installation and commissioning in an industrial production environment.

The Tenderer shall demonstrate this by submitting:

- At least one (1) verifiable reference project carried out within the past five (5) years concerning the delivery and commissioning of an industrial weaving machine that is technically comparable in complexity and functionality to the equipment requested under this tender.
- Supporting technical documentation and/or visual evidence (e.g. video material) demonstrating that such comparable machine is operational in an industrial production environment.
- A description of the available technical capacity within Europe for installation, commissioning, after-sales service and maintenance.

Cato Composites reserves the right to request additional technical verification from the tenderer who is provisionally awarded the contract, if deemed necessary to verify the declared competence.

#### **3.5.1 Reference requirements – Appendix 5 (Reference form)**

The Tenderer shall submit the reference using Appendix 5 – Reference Form.

The reference project must have been completed or become operational within the past five (5) years prior to the tender deadline.

The reference must relate to the delivery and commissioning of an industrial weaving machine that is technically comparable in complexity and functionality to the equipment requested under this tender.

The Tenderer shall submit a verifiable reference statement, including at least:

- Name and location of the client.
- Description of the delivered equipment.
- Scope of the assignment (including installation and commissioning).
- Date of completion or commissioning.
- Contact details of a representative of the client for verification purposes.

The reference must demonstrate that the equipment is operational in an industrial production environment. The reference should preferably relate to equipment used for processing technical, industrial or composite materials, including thermoplastic-based materials or comparable advanced production applications. Cato Composites reserves the right to contact the referenced client directly to verify the accuracy of the submitted reference.

If the Tenderer performed the assignment as a subcontractor, the Tenderer must clearly indicate its role and scope of responsibility in the project.



## 4 Award requirements and criterion for the assignment

### 4.1 General description and purpose

Cato Composites will use the award criterion to assess your tender for the present assignment. The objective is to arrive at a ranking of all tenders submitted.

### 4.2 Requirements

The Tenderers must meet all the requirements below in this section.

#### 4.2.1. Registration requirement 1: Purchase and supply contract (ARIV 2018)

The Tenderer agrees to the terms stated in the draft Contract, which is attached to these guidelines as Appendix 1 including the amendments from the Summaries of Additional Information and Changes.

Supporting documents:

- By submission of your tender, you declare to comply with this requirement.

#### 4.2.2. Registration Requirement 2: Program of Requirements (Annex 2)

In order to be eligible for further award, the tenderer must meet all the requested minimum requirements as specified in Annex 2 – Program of Requirements without any form of reservation.

Supporting documents:

- By submission of your tender, you declare to comply with this requirement.

### 4.3 Award criteria

The award criterion is the most economically advantageous tender on the basis of the Best Price-Quality Ratio (BPQR).

*Calculation Example:*

<i>Description</i>	<i>Amount</i>
<i>Price for example:</i>	<i>€ 10,000</i>
<i>Fictitious Quality Discounts:</i>	
<i>- Quality Criterion 1 ([..] - max € 1,500)</i>	<i>€ 1,000 -/-</i>
<i>- Quality Criterion 2 ([..] - max € 1,500)</i>	<i>€ 1,000 -/-</i>
<i>- Quality Criterion 3 ([..] - max € 1,000)</i>	<i>€ 500 -/-</i>
 <i>Total Fictitious Discount (max. € 4,000)</i>	 <i>€ 2,500 -/-</i>
-----	
<i>Evaluation Price (Ranking Price)</i>	<i>€ 7,500</i>



Award Criteria	Maximum Quality Value (fictitious)	Explanation
Price		Total amount based on fixed prices per service, based on the estimated volume in the Pricing Sheet (Annex 4 – Pricing Sheet).
QC-1: Technical Quality & Robustness	Max. Amount in Euros € 40.000	Fictitious quality discount based on the score for the qualitative award criterion QC-1
QC-2: Productivity & Operational Performance	Max. Amount in Euros € 35.000	Fictitious quality discount based on the score for the qualitative award criterion QC-2
QC-3: Lead Time & Implementation Planning	Max. Amount in Euros € 15.000	Fictitious quality discount based on the score for the qualitative award criterion QC-3
QC-4: Warranty & Service Organization	Max. Amount in Euros € 20.000	Fictitious quality discount based on the score for the qualitative award criterion QC-4

#### 4.3.1 Quality Criterion 1 (QC1) – Technical Quality & Robustness

**Objective:** To select a technically superior and robust solution capable of long-term, stable, and reliable operation under industrial 24/7 production conditions, demonstrably contributing to consistent product quality.

**Questions to be addressed:**

- Describe the technical construction of the offered tape weaving machine and explain how it contributes to stability, reliability, and durability during continuous use.
- Describe the design choices made to minimize downtime, wear and tear, and susceptibility to malfunctions.
- Demonstrate (with references, experience, or technical substantiation) why the offered solution is suitable for long-term industrial use under the conditions described in the Program of Requirements.

#### 4.3.2 Quality Criterion 2 (QC2) – Productivity & Operational Performance

**Objective:** To select a solution that demonstrably contributes to efficient, stable, and predictable production of thermoplastic tape fabrics, ensuring optimal capacity utilization and minimal unplanned downtime.

**Questions to be addressed:**

- Describe the maximum achievable (stable) production speed (picks per minute) under realistic production conditions and explain how this can be realized stably.. Provide evidence and/or assumptions and criteria for this speed.



- Describe the measures taken to detect and mitigate production errors (such as tape rupture or quality deviations).
- Describe the measures taken to run the equipment with minimal operator involvement.
- Explain how the offered machine contributes to efficient changeovers, minimal downtime, and consistent output quality.
- Explain how the equipment guarantees the quality of the produced products under process conditions allowing for maximum production speed.
- Describe the size of the equipment and how it contributes to efficient use of floor space.

#### 4.3.3 Quality Criterion 3 (QC3) – Lead Time & Implementation Planning

**Objective:** To select a supplier capable of delivering, installing, and operationally handing over the machine within a realistic and manageable timeframe, with minimal disruption to the existing production environment.

**Questions to be addressed:**

- Provide a detailed planning from contract signing through to successful SAT and acceptance, including key milestones.
- Describe the main risks within the planning and which mitigation measures are in place to prevent delays.
- Explain how the packaging, transport, installation and commissioning are organized to enable trouble free start of utilizing the equipment.

#### 4.3.4 Quality Criterion 4 (QC4) – Warranty & Service Organization

**Objective:** To select a supplier that can guarantee adequate warranty, technical support, and availability of spare parts throughout the machine's lifespan, ensuring business continuity.

**Questions to be addressed:**

- Describe the warranty terms (duration, coverage, and exclusions) and explain how these contribute to risk management for Cato Composites.
- Describe the service organization within Europe, including response times, costs and availability of technical support.
- Explain how the availability of spare parts is guaranteed for a period of at least 10 years.

#### 4.3.5 Award criterion 5: Price

The Tenderer shall submit a fixed total price for the full mandatory scope of the assignment as described in the Program of Requirements (Annex 2). All prices shall be stated in euros and exclusive of VAT. The submitted price shall be a lump sum covering the complete delivery and implementation of the tape weaving equipment, including installation, commissioning and training, as further specified in the tender documents. No separate compensation will be granted for costs not included in the submitted Pricing Sheet. Tenderers cannot derive any rights from internal estimates of the Contracting Entity.

##### 4.3.5.1 Pricing Sheet

The Pricing Sheet shall clearly specify the price components as set out in Annex 4, including:

- Main tape weaving equipment;
- Delivery, packaging and transport;



- Installation;
- Site Acceptance Test (SAT) and commissioning;
- Training;
- Optional components (if applicable).

The price of the optional creel shall be stated separately.  
The optional creel:

- Is not a mandatory requirement;
- Is not subject to qualitative assessment;
- Will not be included in the price comparison or ranking of tenders.

Cato Composites reserves the right to decide after contract award whether the optional creel will be included in the final Agreement. The Pricing Sheet must be duly signed by an authorized representative of the Tenderer.

#### **4.3.5.2 Price Evaluation**

For the purpose of determining the ranking of tenders, only the fixed total price for the mandatory scope of the assignment will be taken into account.

The separately stated price for the optional creel will not be included in the calculation of the economically most advantageous tender.

#### **Documents to be submitted with the tender**

The Tenderer shall submit the following documents via TenderNed:

- A fully completed and duly signed Pricing Sheet (Annex 4 – Pricing Sheet)
  - (Excel and PDF)

Failure to submit one or more of the required documents may result in the tender being declared invalid, subject to the remedy provisions set out in this Tender Guideline.

The Subtotal Mandatory Scope as stated in the Pricing Sheet will be used as the basis for the application of the fictitious discounts under the award methodology.

#### **4.4 Evaluation Method Quality Criteria (QC1 – QC4)**

Cato evaluates the Plan of Approaches. In the Plan of Approaches, it must be demonstrated and substantiated why the approach described by you actually contributes to achieving the objective.

In a general sense, the following applies:

- The more concrete the bidder is in their response, the higher the score assigned;
- The better it is demonstrated that the offered approach actually contributes to achieving the objective, the higher the score assigned;
- The better the achievement of the intended result or performance of the offered approach is substantiated, the higher the score assigned;
- The more factually the effect of the offered approach is demonstrated and reported during the implementation phase, the higher the score assigned.

Cato evaluates the substantiation based on the following four evaluation elements:

1. **Extent to which the bidder is concrete in the response:** An answer is concrete if the approach is formulated clearly and enforceable and contains no contradictions.
2. **Extent to which the bidder is relevant in the response:** An answer is relevant if the offered approach is supplementary to the starting points, requirements, and constraints in the Demand Specification and appropriate within the context of the project.



3. **Extent to which the bidder has substantiated the achievement of the intended result or performance of the offered approach:** A measure can be substantiated by, for example, making use of:
  - Own (demonstrable) experience;
  - Methods and techniques common in the market;
  - Best practices and/or standards;
  - Theoretical or otherwise logical substantiation.
4. **Whether the bidder makes the effect of the offered measures demonstrable:** The effect of the approach is made demonstrable by reporting periodically on the actual result or performance.

One of the following scores can be assigned to the Plan of Approach:

score	Judgement	Maximum Quality Value
7	<b>Very good:</b> the approach contributes well to achieving the objective. Also, all four evaluation elements (concrete, relevant, substantiated, demonstrable) are well addressed. Finally, at least one positive, surprising, and innovative measure is offered that provides added value for Cato above the minimum requested.	100% of max quality value
3	<b>Good:</b> the approach contributes more than sufficiently to well to achieving the objective. Also, all four evaluation elements (concrete, relevant, substantiated, demonstrable) are well addressed.	80% of max quality value
1	<b>Sufficient:</b> the approach contributes sufficiently to achieving the objective. One of the evaluation elements (concrete, relevant, substantiated, demonstrable) is insufficiently addressed.	25% of max quality value
0	<b>Neutral:</b> the approach contributes little to nothing to achieving the objective. Due to insufficient fulfilment of the evaluation elements (concrete, relevant, substantiated, demonstrable), the measures can only be partially evaluated.	€ 0,00
NR	<b>Disadvantageous and/or risky:</b> the approach is disadvantageous compared to the objectives and/or introduces significant risks.	-50% (addition) of max quality value

#### 4.4.1 Evaluation Methodology and consensus

The evaluation of each qualitative award sub-criterion (other than sub-criteria five (5)) will be performed by the evaluation committee, consisting of three (3) members. Cato Composites reserves the right to change the composition of the evaluation committee in the event of force majeure or unforeseen circumstances (e.g., illness or termination of employment).

All members will individually evaluate the submitted anonymous tenders and complete the score sheet for the specific sub-criterion. The score for each sub-criterion can range from NR-0-1-3-7 points.

During the evaluation of the quality criteria, the bidders' price information will remain unknown to the members of the evaluation committee. Items or services offered as options that do not form part of the core tender will not be taken into account. The individual evaluations will be brought into a plenary



meeting of the evaluation committee. The purpose of this meeting is to reach a consensus regarding the final evaluation for each award sub-criterion.

The final score per sub-criterion will be used to calculate the Best Price-Quality Ratio (BPQR).

## 5 Assessment process

After the tenders have been received and the vault in TenderNed is opened, the following steps will be completed:

- Step 1: Provision of Tender Report
- Step 2: Check submitted documents and remedy of defects
- Step 3: Assessment
  - a) ESPD
  - b) Quality criteria
  - c) Price
  - d) Request for clarification
- Step 4: Ranking
- Step 5: Communication of award decision

### 5.1 Step 1: Check submitted documents and remedy of defects

After the tender is submitted, Cato Composites will check whether all required documents are attached to the tender and whether those documents comply with the specified requirements. Partly based on the outcome of the assessment of the supporting documents, it will be determined whether the tender is valid or not.

The schedule below shows which defects can be remedied and which defects cannot be remedied. Defects must be remedied within 48 hours (not including weekends and national holidays) after Cato Composites 's request to do so. If the defect is not remedied by the response, the Tenderer will be given a further period of 24 hours to as yet fully comply with the remedy request. If even after this second deadline the defect has not been remedied by the reply, Cato Composites will declare the tender invalid.

With regard to defects not included in the schedule below, Cato Composites may, at its discretion, offer the tenderer the opportunity to remedy such defect, provided that such remedy does not result in a material modification of the tender or in the submission of a new tender.

Description of defect	Explanation
The Tender Form has not been signed (or has not been validly signed)	Remedy is not possible.
The ESPD absent or submitted late	Remedy is not possible.
The identity of the group member/third party is not indicated on the ESPD of the Tenderer and	Remedy is not possible.



Description of defect	Explanation
the ESPD of the group member/third party has not been submitted	
Certificate of conduct for procurement is absent	Remedy is possible.
Declaration by Tax and Customs Authorities absent	Remedy is possible.
Trade register extract absent	Remedy is possible.
Power of attorney accompanying trade register extract absent (signature defect)	Remedy is possible provided that the date on the document precedes the tender deadline.
Reference with respect to requirement absent or insufficient	Remedy is possible unless, by means of the new reference, reliance is made on a third party not previously relied on.
Group Contract	Remedy is possible provided that the date on the document precedes the tender deadline.
Documents regarding group/subcontracting: Declaration of joint and several liability	Remedy is possible provided that the date on the document precedes the tender deadline.
Documents regarding group/subcontracting: Declaration regarding division of tasks	Remedy is possible provided that the date on the document precedes the tender deadline.

## 5.2 Step 2: Assessment

### a) Assessment of ESPD and related documents

The ESPD and the Tender Form are checked for completeness and valid signature. A substantive check of the ESPD is also carried out against the stipulated regulations, grounds for exclusion and requirements. Also see Chapter 4.2.

### b) Assessment of quality criteria

The submitted documents will be assessed against the award criteria as stated in section 4.3.

### c) Assessment of price

The estimated price will be assessed on the basis of the award criterion as stated in section 5.3.1. During the evaluation of the quality criteria, the price information of the Tenderer remains unknown to the members of the assessment committee.

### d) Request for clarification

If Cato Composites finds ambiguities in the tender, a request for clarification can be sent to the Tenderer. The Tenderer will respond to this request adequately, and within the time limit specified in the request for clarification.



### **5.3 Step 3: Ranking**

The ranking is determined on the basis of the award criteria as described in Chapter 5.3.

### **5.4 Step 4: Communication of award decision**

After assessing the tenders, Cato Composites will announce the results by sending a provisional award decision. This provisional award decision is subject to objection and may be challenged in accordance with the appeal procedure described in this Tender Guide and applicable Dutch law.

If no objection is made within the stipulated period, Cato Composites may proceed to final award. Cato Composites is not obliged to proceed to (final) award. If the last day of a period referred to in this Tender Guide falls on a Saturday, Sunday or a recognised public holiday in the Netherlands, the relevant period shall be extended until the next working day.

### **5.5 Step 5: Submission of supporting documents and other documents**

The tenderer who has submitted the most economically advantageous tender will receive a request from Cato Composites to submit the required The Tenderer's Statements Russia Sanctions Package within 48 hours (excluding weekends and national holidays) via the communication channel specified in section 3.3.

The tenderer who is provisionally awarded the contract shall, upon request of Cato Composites, submit the supporting documents demonstrating that none of the exclusion grounds apply.

These supporting documents may include:

- Certificate of conduct for procurement (or equivalent document);
- Extract from the trade register;
- Declaration of compliance with tax obligations;
- Any other supporting documents necessary to verify the declarations made in the ESPD.

If the provisional winner fails to provide these supporting documents within the specified time period, Cato Composites reserves the right to exclude the tenderer and request the documents from the next ranked tenderer.



## **6 After the tender procedure**

### **6.1 How next**

When, after assessment of the tenders, it is possible to proceed with the award of the assignment, Cato Composites will, if it wishes to proceed with the award, complete the Contract based on the winning tender and provide it to the winning the Tenderer. In consultation with the contact of this tender procedure, an appointment will be made for signing the contract.

Cato Composites may enter into a 'waiting room arrangement' with the Tenderer finishing as number two in rank, which will take effect after it has been established that the Contract with the first contractor is or has been terminated or annulled.

### **6.2 Evaluation**

Cato Composites is keen to learn from experiences of participating parties in the context of a tender procedure. Cato Composites may therefore approach these parties for an evaluation. With a view to being able to further improve its tenders, Cato Composites hopes for everyone's cooperation.



## **7 Appendices/Annexes**

Annex 1 – ARIV2018

Annex 1.1 – Explanatory notes purchasing conditions ARIV2018

Annex 2 – Program of Requirements

Annex 4 – Pricing Sheet

Appendix 0 – ESPD

Appendix 1 – Checklist of documents to be submitted

Appendix 2 – Purchase and supply contract ARIV2018

Appendix 3 – Group Contract

Appendix 4 – Declaration of reliance on third parties

Appendix 5 – Reference Form

Appendix 6 – Candidates Statement Russia Sanctions Package

