



Market consultation VTS simulator

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1 Introduction

This document presents the market consultation regarding VTS simulation. The Nationale Nautische Verkeersdienst Opleiding (hereinafter: NNVO), together with its partners, is conducting this consultation to gain a clear understanding of the opportunities and limitations within the market.

1.1 Client: Nationale Nautische Verkeersdienst Opleiding

NNVO is the leading training institute for the nautical sector. We work on behalf of port authorities, Rijkswaterstaat, provinces, and municipalities. With a team of 20 professionals, we coordinate and organize training courses for, among others, nautical traffic controllers (VTS operators) and bridge and lock operators. NNVO prepares trainees for a professional practice that demands high-quality (specialized) knowledge. In addition, we facilitate collaboration and knowledge exchange between waterway managers.

NNVO is a non-profit foundation and, like regular educational institutions, is exempt from VAT.

More information can be found at www.nnvo.nl

1.2 Background

NNVO currently has a VTS simulator that is due for replacement. Together with our stakeholders, namely Rijkswaterstaat, Port of Rotterdam, Port of Amsterdam, Royal Navy, North Sea Port, Groningen Seaports, and the Port Authority of The Hague, a program of requirements has been drawn up.

Initially, NNVO intends to carry out a tender independently. It is possible that additional parties may join the tender at a later stage.

Purpose of NNVO's use

NNVO uses the simulator as an integral part (learning tool) of the training of trainees becoming VTS Operators (initial training), as well as for examinations and competency tests. Our education is based on the 4C/ID model, which focuses on teaching complex learning tasks (and therefore practical skills) and automation of basic skills. NNVO uses a fictitious training area in the simulator, where the emphasis lies on realistic traffic scenarios essential for learning and automated skill acquisition.

NNVO will also use the simulator for potential research purposes and as a learning tool within an evolving educational context. This includes AI-driven educational innovations, increased flexibility, and personalized learning.

Stakeholder Use Purpose

Stakeholders will also use the simulator for initial training, examinations, and refresher training. In addition, they will use the simulator for sector training, which primarily involves practice within the stakeholder's explicit area, and which must therefore be set up completely realistically. Some stakeholders will also wish to use the simulator for specific purposes within their mandates and responsibilities.

1.3 Purpose of market consultation

The purpose of this market consultation is to gain a broader insight into:

- *The feasibility and possibilities of realizing the VTS simulator based on the stated requirements and wishes.*
- *The (estimated) lead times for the purchase and delivery of a VTS simulator.*
- *The (estimated) costs of a VTS simulator .*

The responses provided by the market parties will serve as input for shaping the potential assignment.

In addition, NNVO and its partners will also use the insights from the market consultation to determine whether and in what composition a potential tender will be issued.

We thank you in advance for your efforts in this market consultation. With all the answers, NNVO hopes to conduct a more effectively tendering process.

2 The intended assignment

2.1 Description

NNVO and its partners are considering purchasing one or more simulators. These simulators will be used for training course participants, provide further training for field staff, administer exams, and simulate real-life operational scenarios.

For the requirements, please refer to Appendix 1: Concept Program of Requirements.

2.2 Planning

Activity	Date
Publication of market consultation	Monday, March 23, 2026
Submit requests for information note	Monday, March 30, 2026 before 4:00 PM
Answering questions regarding the information note	Tuesday, April 7, 2026
Submit response to market consultation questionnaire	Monday, April 13, 2026 before 10:00 AM
Dialogue (by invitation)	Tuesday, April 20, 2026

3 Market consultation procedure

3.1 Description of the procedure and working method

NNVO wishes to limit the effort required from market parties for this market consultation as much as possible. Therefore, NNVO has chosen to include a short questionnaire for interested market parties to answer. The questionnaire is included in Chapter 4.

Written response

If you wish to participate in this market consultation, we request that you submit your written response via TenderNed no later than 13 April 2026 at 10:00 AM .

You can use the Questions and Answers form (Appendix 2) to answer.

Dialogue round

NNVO will analyze the written responses. Based on this analysis, three (3) parties will be invited for an in-depth dialogue.

3.2 Market Consultation Report

A summary of the market consultation findings is compiled into an anonymized market consultation report. Information that can be traced back to a specific provider or (unique) product will not be shared.

3.3 Contact person

Mr. D. Van Etten is the contact person during the market consultation. You can reach him via the messaging module in TenderNed .

3.4 Information note

You can submit questions and suggestions regarding this market consultation until the deadline for submitting questions.

3.5 Terms and Conditions

The following conditions apply to participation in the market consultation:

- This document is not a tender and cannot in any way be interpreted as a contract.
- NNVO does not reimburse any costs for participation in this market consultation;
- Parties may not derive any rights from participation in any way;
- The parties shall in no way be favored or disadvantaged in the context of a tendering procedure yet to be initiated;
- In the event of a potential tender, NNVO will ensure a level playing field for the market. The Client will share relevant information exchanged during the market consultation with bidders for a tender;
- NNVO will not disclose information to the extent that in the exchange it has been designated as confidential by a participant in the market consultation;
- The information provided by NNVO during the market consultation may differ from the information provided later in the event of a tender.

4 Questionnaire

1. Organization

- a) Could you describe the extent to which your organization has experience with the development of realistic as well as unpredictable (AI) training simulators?
- b) What is your experience with organizations such as (semi-)government and educational institutions?
- c) In what way does your organization distinguish itself in the market?
- d) Is your organization capable of carrying out this assignment independently or through a collaboration?

2. Organizational

- e) What is your view on the desire of NNVO and its partners to jointly purchase one or more simulators? Specifically address whether it is wise to purchase jointly in view of fluctuating demand.
- f) Do you see other solutions to meet the needs of NNVO and its partners?
- g) If so, which one?

3. Time

- h) In your opinion, what is the lead time for the purchase of what NNVO and its partners desire (based on the information available in this Market Consultation)?
- i) Which phases would you distinguish in such a project?
- j) If you have other proposals, what is the lead time after purchase?

4. Costs

- k) Could you provide an indication of the costs of construction, maintenance, and any modifications required upon purchase of what NNVO and its partners desire?
- l) What information do you need to submit a price for the tender?
- m) Could you indicate which uncertainties in this project might drive up prices?
- n) Is a lease arrangement open for discussion for you?
- o) If you have other proposals, what are the estimated costs?

We will of course treat the answer to this question confidentially, and we understand that the answer depends on the exact demand.

5. Tendering

- p) Which award criteria would you advise the NNVO and its partners to use?
- q) Do you have use cases that you can already demonstrate (we consider the assessment of a use case as part of the award criteria)?
- r) What are important aspects for your organization to decide whether or not to participate in the tender?

6. Format & operation in practice

- s) Do you have any suggestions, additions, or comments regarding the presented program of requirements?
- t) Do you see opportunities for independent training, in addition to training with an instructor?

- u) Do you see other possibilities to optimize the deployment of instructors without losing sight of the learning objectives?
- v) What is your view regarding the space occupied by the simulator?
- w) What are the possibilities for a mobile simulator and/or working from the Cloud?

5 Attachments

Appendix 1: Draft Program of Requirements

Appendix 2: Answer form