

General information

Tender: Financial Advisory Services Provider
Contracting authority: Nucleaire Energie Organisatie Nederland B.V.
Reference: PID26051

Question and answer

Ref. no. **Document**
Q1 Appendix C – Reference Statement

Chapter or appendix
Appendix C – Reference Statement

Question:
Appendix C - Reference Statement includes a section to be completed by the reference client. We request that "Comments:", "Signature confirming agreement with the content of the reference:" and accordingly "Place and date:" be considered optional / not required. From our experience, it is very difficult / in some cases not possible to get a signature (for instance, the primary client contacts may not have signatory power / require legal review, etc). We therefore request to include only client contact details (or a different type of confirmation if requested) thus enabling NEO NL to reach out as needed for its confirmatory processes. Could you please confirm that you accept this?

Answer:
Partially agreed. At the Selection Phase, it is sufficient to provide the contact details of the reference client. The sections “Comments”, “Signature confirming agreement with the content of the reference” and “Place and date” may therefore be left blank at this stage.

Candidates invited to the Tender Phase must, upon request, submit a fully completed and signed Reference Statement within five (5) working days. The invitation to tender is currently scheduled for 31 August 2026.

Phase:
Selection Phase

Answer round:
Answer round 1

Answered on:
July 24, 2026

Ref. no. **Document**
Q2 Appendix C – Reference Statement

Chapter or appendix
Appendix C – Reference Statement

Question:
For Appendix C - Reference Statement, we request that an email address can be included in place of the telephone number for the reference client. Could you please confirm that you accept this?

Answer:
Agreed. An email address may be provided instead of a telephone number for the reference client.

Phase:
Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q3

Document

Appendix C – Reference Statement

Chapter or appendix

Appendix C – Reference Statement

Question:

Could you please confirm that the four dot points listed under each of the three Suitability Requirements in Section 4.4.3 of the Selection Guide are the "core competencies"? If so, is it the case that "Suitability Requirements" should be stated in place of "Core Competencies" in Appendix C page 1 and 3?

Answer:

Confirmed. The four bullet points listed under each of the three Suitability Requirements in Section 4.4.3 of the Selection Guide constitute the relevant core competencies.

For consistency, the term "Suitability Requirements" should be used instead of "Core Competencies" in Appendix C, on pages 1 and 3.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q4

Document

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix

4.5

Question:

In the text under Section 4.5, it reads as though a single reference assignment does not need to cover all four core competencies listed under the relevant Suitability Requirement in order to be deemed "suitable" / taken into account for Section 4.4.3 and in the scoring under Section 4.5. Could you please confirm that is correct?

Answer:

No. A reference assignment will only be considered suitable and taken into account under the Selection Criteria in Section 4.5 if it meets all requirements set out for the corresponding Suitability Requirement in Section 4.4.3, including all four listed core competencies.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q5

Document
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix
4.4.3 & 4.5

Question:

It is mentioned under Section 4.4.3 of the Selection Guide that a maximum of one reference assignment may be submitted per core competency. Could you please clarify/elaborate what is meant by this considering the criteria under Section 4.5 rewards the respondent for submitting more than one reference assignment for each Selection Criterion?

Answer:

For the Suitability Requirements referred to in Section 4.4.3, a maximum of one reference assignment may be submitted per Suitability Requirement.

For the Selection Criteria referred to in Section 4.5, Candidates may submit multiple reference assignments per Selection Criterion, in accordance with the scoring methodology set out in that section.

The limitation in Section 4.4.3 therefore applies only to demonstrating compliance with the Suitability Requirements and does not apply to the Selection Criteria.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q6

Document
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix
4.5

Question:

If more than 3 parties fulfill all requirements and achieve 15 points for the Selection Criteria (Section 4.5), how will you rank them to come to the specified maximum of 3 parties to proceed to the tender phase?

Answer:

If Candidates meet all requirements and achieve an equal score for the Selection Criteria, the ranking will be determined by the score obtained for Selection Criterion 1. If Candidates remain tied, the score obtained for Selection Criterion 2 will be decisive. If the tie still remains, the final ranking will be determined by drawing lots.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q7

Document
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix
4.4.3 & 4.5

Question:

Could you please confirm that, if the reference assignment demonstrates that it meets the criteria listed under Section 4.4.3 of the Selection Guide and demonstrates that the experience matches the relevant core competency specified, it is considered a "suitable reference assignment" for the purpose of scoring points under the Selection Criteria, or are there further considerations?

Answer:

Confirmed. A reference assignment will be considered a suitable reference assignment for the purpose of the Selection Criteria if it meets the requirements set out in Section 4.4.3 and demonstrates experience relevant to the applicable core competency. No additional requirements apply.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q8

Document
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix
4.4.3 & 4.5

Question:

The document states that the provided information can be verified with the contact person. In the reference document provided (Appendix C) you also ask for a signature from the reference client to verify the provided information. Do we understand it correctly that the reference document provides you the contact details and that this signature can be provided upon request after submission date? Given the number of references and the vacation period, this would lower our tender efforts significantly.

Answer:

Please refer to the answer to Question 1. At the Selection Phase, the contact details of the reference client are sufficient. A fully completed and signed Reference Statement must be provided within five (5) working days upon request if the Candidate is invited to the tender stage.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q9

Document
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix

4.4.3

Question:

The suitability requirements are clearly described. Each suitability requirement covers several competencies described in the corresponding paragraph. Do we understand it correctly that all competencies described for that suitability requirement need to be demonstrated in one assignment for one client? Or is it possible to use more client references to demonstrate the required Suitability requirement?

Answer:

All competencies listed under a particular Suitability Requirement must be demonstrated through a single reference assignment for one client. It is not permitted to combine multiple reference assignments to demonstrate compliance with one Suitability Requirement.

A single reference assignment may, however, be used to demonstrate compliance with more than one Suitability Requirement, provided that it meets all applicable requirements.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q10**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

Chapter or appendix

4.5

Question:

Do we understand it correctly that: (1) we need to bring in references to meet the suitability requirements stated in 4.4.3. This could be enough to be selected if there are only three candidates that meet these requirements. (2) if we meet the suitability requirements, the selection criteria in 4.5 are applied on the additional references (3) these additional references need to cover one or more of the competences mentioned in the suitability requirements. Do we understand it correctly that this additional experience can be limited to one of the competences required as part of the suitability requirements?

Answer:

Your understanding is partly correct:

1. Candidates must first demonstrate compliance with the Suitability Requirements set out in Section 4.4.3. If no more than three Candidates meet all requirements, those Candidates may be invited to the Tender Phase.
2. If more than three Candidates meet all requirements, the Selection Criteria set out in Section 4.5 will be applied to determine which three Candidates will be invited to the Tender Phase. Reference assignments submitted to demonstrate compliance with the Suitability Requirements may also be used for the Selection Criteria, provided that they meet the requirements of the relevant Selection Criterion. Additional reference assignments may also be submitted in accordance with Section 4.5.
3. Each reference assignment submitted for a Selection Criterion must demonstrate the experience specified under that Selection Criterion. It is therefore not sufficient for a reference assignment merely to relate to one individual competency listed under the

relevant Suitability Requirement, unless this demonstrates compliance with the relevant Selection Criterion as a whole.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026

Ref. no.
Q11

Document

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Chapter or appendix

4.5

Question:

Do we understand it correctly that the maximum number of points that can be obtained by submitting 3 (or more) additional references for each of the selection criteria. This would then end up on 15 points.

Answer:

Yes. A maximum of 5 points may be obtained for each Selection Criterion by submitting three or more suitable reference assignments. As there are three Selection Criteria, the maximum total score is 15 points.

Phase:

Selection Phase

Answer round:

Answer round 1

Answered on:

July 24, 2026