

## General information

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

## Question and answer

**Ref. no.** **Document**  
**Q12** Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

### Chapter or appendix

4.4.3. Evidence of technical and professional ability / 4.5 Selection criteria

#### Question:

Subchapter 4.4.3 mentions that: 'a maximum of one reference assignment per core competency' can be handed in

Subchapter 4.5 elaborates on scoring participants in case >3 hand-in their 'request to participate' to come to ultimately 3 parties that will receive the RfP. it mentions specifically: 'Candidates may be awarded points for submitting additional relevant and suitable reference assignments that demonstrate experience comparable to the assignment'

Please elaborate how you want parties to handle the two above (seemingly contradictory) statements? We could think of a form that you (1) ask participants to hand-in only the 3 (or less) reference statements (2) hand-in a separate 'qualification document' with a full overview of qualifying engagements for the 3 suitability requirements. In this document parties can 'earmark' which of the suitability requirements (and core competences) are included in that assignment and provide a short description of each assignment + year that the assignment is executed.

We suggest this approach because this tender is running in the holidays period and the suggested approach would reduce the administrative burden and higher success rate given holidays of both client and colleagues that would be required to populate full references (compared to the qualification document). Additionally, our suggested approach would drive down the evaluation time required at NEO for this request to participate phase

#### Answer:

The Contracting Authority understands why the provisions in Sections 4.4.3 and 4.5 may appear contradictory. However, they serve different purposes and are therefore not contradictory.

In practical terms, candidates may submit more than one reference assignment in relation to each Suitability Requirement, provided that the additional reference assignments are submitted for the purpose of scoring under the Selection Criteria in Section 4.5.

For the purpose of demonstrating compliance with the Suitability Requirements in Section 4.4.3, a maximum of one reference assignment may be submitted per Suitability Requirement. A single reference assignment may be used for more than one Suitability Requirement, provided that it meets all requirements applicable to each relevant Suitability Requirement.

For the purpose of the Selection Criteria in Section 4.5, Candidates may submit additional relevant and suitable reference assignments. This means that, for the purpose of scoring under the Selection Criteria, more than one reference assignment may be submitted in relation to each Suitability Requirement. These additional reference assignments will be taken into account when scoring and ranking candidates if more than three candidates meet all requirements.

Candidates must clearly indicate for each reference assignment which Suitability Requirement and/or Selection Criterion it is intended to demonstrate. The prescribed Appendix C must be used for each submitted reference assignment.

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

As clarified in the answer to Question 1, the reference client's signature is not required at the Selection Phase. A separate qualification document as proposed is therefore not required.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.  
Q13**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL and Question Round 1

**Chapter or appendix**

4.4.3. Evidence of technical and professional ability / 4.5 Selection criteria and Nvl Q3 & Q5 & Q10

**Question:**

We want to prevent getting into potential semantic discussions at evaluation of the current tender. We interpret the following: you ask for 3 references (or less if one reference can cover more suitability requirements). The reference should be for one (or more) suitability requirements. Each suitability requirement consists of 4 core competencies (begin the bullet points in 4.4.3).

Can you confirm that you want to receive 1 reference per 'suitability requirement' (or less if one reference can cover more suitability requirements)? This reference should encompass all of the core competencies mentioned under the suitability requirement (the four bullet points). Thus, specifically you do not want to receive 12 references (i.e. one for each core competence)

**Answer:**

Confirmed. For the purpose of demonstrating compliance with the Suitability Requirements in Section 4.4.3, Candidates must submit a maximum of one reference assignment per Suitability Requirement. Therefore, a maximum of three reference assignments is required, or fewer where one reference assignment demonstrates compliance with more than one Suitability Requirement.

Each reference assignment must demonstrate all four requirements listed under the relevant Suitability Requirement. Candidates should therefore not submit 12 separate reference assignments, i.e. one for each individual bullet point.

Additional reference assignments may only be submitted for the purpose of scoring under the Selection Criteria in Section 4.5.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.  
Q14**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

#### 4.5 Selection criteria

**Question:**

Please approve that a 'qualification document' containing an overview of assignments that meet the suitability requirements (and corresponding core competences) is missing in the table. Please approve that such a document can be handed in and will be formal part of evaluating 4.5 selection criteria?

**Answer:**

A separate qualification document containing an overview of all reference assignments that meet the applicable requirements may be submitted as part of the Request to Participate.

The qualification document may be used to provide a structured overview of the submitted reference assignments and to indicate the Suitability Requirement(s) and/or Selection Criterion or Criteria to which each assignment relates.

For the substantive assessment of the reference assignments under Sections 4.4.3 and 4.5, however, Appendix C must be completed and submitted for each reference assignment that the Candidate wishes NEO NL to take into account. The qualification document does not replace Appendix C.

Only the information included in the completed Appendix C forms will be used for the assessment of the reference assignments.

For each reference assignment submitted, Candidates must use Appendix C. In Appendix C, Candidates may specify the relevant Suitability Requirement and/or Selection Criterion by replacing the wording “Core Competency 1”, “Core Competency 2” or “Core Competency 3” with the applicable Suitability Requirement and/or Selection Criterion.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q15**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.4.1 Evidence of Financial and Economic Standing – Coverage of Liability

**Question:**

Our insurance policy is confidential. Generally a certificate provided by our insurer is also acceptable as evidence in tender procedures. Can you confirm we can provide a certificate as evidence.

**Answer:**

Confirmed. A certificate issued by the insurer may be submitted instead of the full insurance policy, provided that it clearly confirms:

- the types of insurance held;
- the applicable coverage amounts per claim and per insurance year;
- the validity period of the insurance; and
- that the insurance meets the requirements set out in Section 4.4.1.

At the Selection Phase, candidates are not required to submit a copy of the insurance policy or an insurance certificate. By signing the ESPD, the candidate declares that it has, or will maintain, the required insurance cover throughout the term of the agreement.

**Phase:**  
Selection Phase

**Answer round:**  
Answer round 2

**Answered on:**  
August 4, 2026

**Ref. no.**  
**Q16**

**Document**  
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**  
4.6 Documents and Supporting Evidence to be Submitted

**Question:**  
A number of requirements are listed that are not described under 4.4 Suitability Requirements. Can you confirm that these requirements are not applicable:

- Quality management system
- Environmental management system
- Information security management system
- Business continuity management system
- Availability guarantee
- Occupational health and safety management+ system

**Answer:**  
Confirmed. The following requirements are not applicable to this procurement procedure, as they are not included in Section 4.4 of the Selection Guide:

- Quality management system;
- Environmental management system;
- Information security management system;
- Business continuity management system;
- Availability guarantee; and
- Occupational health and safety management system.

**Phase:**  
Selection Phase

**Answer round:**  
Answer round 2

**Answered on:**  
August 4, 2026

**Ref. no.**  
**Q17**

**Document**  
Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**  
5.4

**Question:**  
With reference to Article 5.4 - English Language, we acknowledge the need to prepare the Candidate Reference Statement and Cover Letter in English. Is it acceptable for the remaining supporting documentation to be submitted in Dutch, in the cases where the original document has been prepared in Dutch? Examples include the ESPD (UAE) generated from TenderNed (automatically in Dutch) and the GVA (should it be requested).

**Answer:**

Confirmed. The Candidate Reference Statement, Cover Letter and all substantive documents and responses must be submitted in English.

Supporting documents that were originally issued or generated in Dutch, such as the ESPD generated through TenderNed and, if requested, the Conduct Certificate for Tenderers (GVA), may be submitted in Dutch. An English translation of such supporting documents is not required.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q18**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.3.4

**Question:**

Pursuant to Article 4.3.4 (Paragraph: Certificate of conduct for legal persons), the Client may request that Contractor Personnel provide certificates of good conduct (VOGs). We consider this provision unreasonable in light of applicable privacy legislation. Furthermore, all of our employees have already been subject to extensive screening in accordance with our internal pre-employment screening policy.

We therefore kindly request that the paragraph on Certificate of conduct for legal persons (Article 4.3.4) be declared inapplicable. Would you be willing to accommodate this request?

**Answer:**

No, this request is not accepted.

Article 4.3.4 does not require Certificates of Conduct for individual Contractor Personnel. It concerns a Certificate of Conduct for Legal Persons (Verklaring Omtrent het Gedrag voor Rechtspersonen, VOG RP) relating to the Candidate as a legal entity.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q19**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

3.3

**Question:**

Could NEO verify whether differentiation between specialist in hourly rates are allowed? For example: different hourly rates of a manager for tax services and a manager for corporate finance services?

**Answer:**

The exact pricing structure and price evaluation methodology will be set out in the TenderGuide and the accompanying pricing schedule.

As stated in the Selection Guide, the price proposal is expected to include hourly rates per team role and the costs of a flexible pool of resources. Whether, and under what conditions, differentiation between specialisms within the same team role will be permitted will be clarified in the tender documents.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q20**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

5.5

**Question:**

Contractor is aware of the articles described in chapter 5.5. However, as more information will come available in the procurement procedures (next step to Tender phase and Q&A publication), is it allowed to propose an (additional) subcontractor to strengthen the Contractor setup after submission of the request to participate. This is: when the Contractor already covered all required selection criteria. And the (additional) subcontractor is only proposed to enhance the quality based on further information on the tender.

**Answer:**

Yes. An additional subcontractor may be proposed during the tender phase, provided that the candidate independently meets all applicable Suitability Requirements and Selection Criteria on the basis of its Request to Participate.

NEO NL must be informed in advance of any subcontractor(s) the Candidate intends to involve. In addition, the conditions set out in the Selection Guide remain applicable.

The Selection Guide stipulates that, after submission of the Request to Participate, the composition of the main contractor and one or more subcontractor(s) may only be changed with the prior written approval of NEO NL.

It is not permitted to engage a subcontractor to whom a ground for exclusion applies, unless NEO NL explicitly permits this for one or more of the reasons referred to in Sections 2.86a, 2.87a and 2.88 of the Dutch Public Procurement Act 2012. At NEO NL's request, the Candidate must provide evidence demonstrating that no grounds for exclusion apply to the proposed subcontractor(s).

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q21**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.4.3

**Question:**

Under Suitability Requirement 1 'Cost estimates' (second bullet) is stated. Contractor would assume this does not relate to cost engineering and, for example, estimating specific cost of hardware of the project, but relates to being able to comprise all financial input into total costs / project costs / LCOEs etc. Could NEO verify this?

**Answer:**

Confirmed. The reference to “cost estimates” does not require the Candidate to perform or review detailed cost engineering activities, such as estimating the costs of specific project hardware or technical components.

It concerns the ability to use, assess and consolidate available cost information as input for financial and commercial analyses, including the development of the financing structure, business case, project cost assessments, LCOE calculations and risk analyses.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.  
Q22****Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.5

**Question:**

Are reference projects that cover the 3 Suitability requirements under 4.4.3. seen as the 'first' reference project for the Selection Criteria under 4.5. Hence, the 0 points awarded for the first suitable reference assignment and maximum of 12 reference projects would be required to obtain the maximum score of 15?

**Answer:**

Confirmed. A reference assignment submitted to demonstrate compliance with a Suitability Requirement under Section 4.4.3 will also be regarded as the first suitable reference assignment for the corresponding Selection Criterion under Section 4.5, provided that it meets all requirements of that Selection Criterion.

The first suitable reference assignment does not result in the award of points, as it is required to demonstrate compliance with the relevant Suitability Requirement. Points are awarded for additional suitable reference assignments in accordance with the scoring methodology set out in Section 4.5.

To obtain the maximum score of 5 points for each Selection Criterion, a Candidate must therefore submit three additional suitable reference assignments in addition to the first qualifying reference assignment. This could result in a maximum of twelve reference assignments across the three Selection Criteria. However, fewer than twelve reference assignments may be sufficient where a single reference assignment qualifies for more than one Suitability Requirement and/or Selection Criterion, provided that this is clearly indicated and all applicable requirements are met.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**

**Q23**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.3.3

**Question:**

The Selection Guide requests printing before signing the ESPD. We request that an electronically signed ESPD also be acceptable to NEO NL - could you please confirm?

**Answer:**

Confirmed. An electronically signed ESPD is acceptable, provided that it is signed by a person authorised to represent the candidate and that the electronic signature can be verified.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**

**Q24**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.3.3

**Question:**

Paragraph 4.3.3 states that the ESPD must be completed online in TenderNed. At the same time, Appendix B – European Single Procurement Document has been included in the procurement documents.

Where a tenderer intends to engage one or more foreign subcontractors, we understand that these subcontractors may complete the ESPD using Appendix B and that the completed document may be uploaded in TenderNed, without using the online ESPD functionality in TenderNed. Could you please confirm that this interpretation is correct?

**Answer:**

Your interpretation is correct. Foreign subcontractors that are unable to use the online ESPD functionality in TenderNed may complete Appendix B – European Single Procurement Document (ESPD) instead. The completed and signed ESPD may then be uploaded to TenderNed as part of the tender submission.

A separate ESPD is only required for subcontractors on whose technical or financial capacity the Candidate relies in order to meet the Suitability Requirements and/or Selection Criteria.

Please ensure that the ESPD is completed in full and signed by the relevant subcontractor.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q25**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.3.4

**Question:**

In paragraph 4.3.4 states "In accordance with Section 2.89(4) of the Dutch Public Procurement Act 2012, the Contracting Authority will also accept from an undertaking established in another Member State of the European Union, information and documents from that Member State that serve an equivalent purpose to the evidence listed below or that demonstrate that the relevant grounds for exclusion do not apply to that undertaking".

One of our proposed subcontractors is established in the United Kingdom. Can you confirm that equivalent documents as used in the UK will be accepted?

**Answer:**

Yes. The Contracting Authority will accept equivalent evidence and documents issued in the United Kingdom, provided they serve the same purpose as the documents requested and demonstrate that the relevant exclusion grounds do not apply to the subcontractor.

Where appropriate, the Contracting Authority may request additional information if clarification is required regarding the equivalence of the submitted documents.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q26**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.3.4

**Question:**

Paragraph 4.3.4 requests a certificate of conduct for legal persons ('VOG rechtspersonen'). We intend to engage one or more foreign subcontractors. The document VOG rechtspersonen is a typical Dutch certificate which is not standard/common in all foreign countries and alternatives can be quite disproportionate in terms of effort / costs. Could you confirm that it is sufficient that only the main contractor is providing this certificate?

**Answer:**

No. If a subcontractor is required to provide supporting evidence, the Contracting Authority will also require equivalent evidence from foreign subcontractors.

This requirement only applies to subcontractors on whose technical or financial capacity the Candidate relies in order to meet the Suitability Requirements and/or Selection Criteria.

As the VOG RP is a Dutch-specific certificate, the Contracting Authority will accept an equivalent document issued by the competent authority in the subcontractor's country of establishment, provided that it serves the same purpose and has an equivalent effect. If no such document exists, the Contracting Authority will accept another appropriate form of equivalent evidence in accordance with the applicable procurement rules.

The Contracting Authority recognises that obtaining a VOG RP or an equivalent foreign document may involve a lengthy processing period. Therefore, during the selection phase, evidence that the relevant document has been applied for will be sufficient. The VOG RP or equivalent document must, however, have been obtained before the main contractor or subcontractor commences any work under the Contract.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026

**Ref. no.**  
**Q27**

**Document**

Selectieleidraad EA Niet Openbare Procedure Financieel Adviseur NEO NL

**Chapter or appendix**

4.1

**Question:**

As a global connected firm we work under the same brand name, however our work is legally contracted with local national entities with the same brand name. For this assignment we draw upon our international knowledge / people and would also use international project references for selection in this tender process. For selection in this tender, we would like to subscribe as Dutch entity of our firm. Do these local foreign entities qualify as a sub-contractor or are these entities accepted as part of the entity of the main contractor?

**Answer:**

The Contracting Authority assesses tenderers on the basis of their legal entity.

If the Dutch legal entity intends to rely on the resources, experience, or personnel of another legal entity, including an affiliated entity within the same international network, that entity is considered a third party for the purposes of this procurement. Where applicable, the requirements relating to subcontractors or third parties on whose capacity the tenderer relies must therefore be met.

The fact that the entities operate under the same brand name does not in itself mean they are considered a single legal entity.

**Phase:**

Selection Phase

**Answer round:**

Answer round 2

**Answered on:**

August 4, 2026