

1. Introduction / Enexis

Enexis operates regional electricity and gas distribution networks in the Netherlands. The organisation manages nearly three million electricity connections and more than two million gas connections across several provinces. Its regional networks bring together conventional and renewable energy flows, requiring Enexis to balance supply and demand and to distribute energy safely and reliably. More than 670,000 connections currently feed sustainably generated energy back into the regional network.

The energy system is changing rapidly. End users are becoming increasingly active participants through decentralised energy generation, while demand for additional network capacity continues to grow. In 2025, Enexis and its partners installed more than 1,600 kilometres of low- and medium-voltage cables and constructed 670 medium- and low-voltage stations. These activities formed part of investments of nearly EUR 2 billion. Further growth in network investments and construction activities is expected as grid congestion and the energy transition increase pressure on the distribution network.

One of Enexis' strategic priorities is to expand its networks in a safer, more efficient and smarter way while maximising customer value. The Smart Design Solution, or SDS, is considered a critical enabler of this ambition. It is the digital realisation of Enexis' vision for the future of engineering and asset registration, in which data forms the foundation of an end-to-end process from assignment and design through execution and as-built documentation. The ambition is to establish a continuous digital thread across the asset lifecycle and to enable network designs to become the basis for further automation in work preparation, execution and as-built processes.

2. Smart Design Solution Scope

The draft requirements contain sensitive and security-relevant information and are therefore not publicly discussed. Candidates can obtain access after signing a non-disclosure agreement. The expected business outcomes included in the selection guideline are important throughout the tender process and will form part of the assessment. Enexis is looking for a strategic partner that can deliver significant value at go-live and is committed to jointly developing the solution further after implementation.

The primary target groups for SDS are Enexis engineers, technical support engineers and contractors involved in engineering and work preparation. Contractors are performing an increasing share of these activities, which makes external accessibility and collaboration an important consideration for the solution.

SDS is intended to address several bottlenecks in the current engineering and work preparation process:

- Information is distributed across a highly fragmented application landscape.
- Information is frequently recreated, manually re-entered or transferred between systems.
- Engineering activities still require considerable manual effort and offer limited automation.
- Different systems use different data structures and information models.
- Information does not always flow efficiently across the end-to-end process, limiting collaboration between parties.

SDS is envisioned as the central engineering platform and digital backbone for engineering and work preparation. It is not intended to replace every existing engineering application, although it may replace some applications. Its main functional scope includes:

- Route, location and asset determination: Supporting engineers in identifying suitable routes, locations and asset configurations for low-voltage, medium-voltage and gas infrastructure.

- Engineering and design: Providing modern drawing and engineering capabilities for creating, modifying, validating and automatically generating designs.
- Information modelling and data reuse: Supporting standardised information models and enabling the continuous enrichment, management and reuse of engineering information.
- Collaboration and integration: Enabling internal and external parties to collaborate within the engineering process and integrating effectively with surrounding business applications.

The meeting also clarified what SDS is not:

- It is not an asset registration system. Existing asset registration systems will remain in place, while SDS should provide relevant design information as input.
- It is not project management or ERP tooling.
- It is not an Object Type Library or Activity Type Library, although it should consume information from such libraries.
- It is not a dedicated network calculation or simulation tool, although integrations with network calculation applications are expected.
- It is not a 3D Building Information Modelling tool.

3. Procedure

Enexis has selected a competitive dialogue procedure. The intended outcomes are clear, but the best implementation approach has not yet been fully determined. The dialogue allows Enexis to engage with suppliers, refine the procurement documents and give candidates the opportunity to propose their preferred approach.

The procedure consists of three phases:

1. Selection phase

A maximum of five candidates will be selected for the dialogue phase. Selection at this stage is based on the candidate organisation rather than the proposed solution. The intended selection decision is followed by a 15-day standstill period, during which non-selected candidates can assess the reasons given and may submit complaints or initiate legal proceedings.

2. Dialogue phase

This phase will start with an information session covering the second and third phases in more detail. Following the first dialogue meeting, the number of candidates will be reduced to a maximum of three. Candidates will receive a written decision stating the reasons, followed by another 15-day standstill period.

3. Tender and award phase

After completion of the dialogue, the remaining candidates will receive the final and complete procurement documents. They may then prepare and submit their final tenders. The phase will include an opportunity to submit questions, after which Enexis will evaluate the tenders and award the contract to one party.

Candidates were asked to pay particular attention to the following administrative requirements:

- Download the largely pre-filled European Single Procurement Document, or ESPD, from TenderNed, complete the required sections and upload the signed document.
- Submit the relevant Chamber of Commerce documentation so Enexis can verify that the signatory is authorised to act on behalf of the organisation.
- If joint authorisation applies, all required authorised persons must sign.
- Ensure that all requested information is explicitly included in the core competence forms.
- Reference organisations do not need to sign the core competence forms at submission, although signing is permitted and may be requested later for verification.
- A single reference may support multiple core competences, provided that the information is clearly separated and linked to the relevant competence.

The memorandum of information should be used to request clarification and propose improvements. Candidates are encouraged to identify the specific requirement concerned, explain why it creates a problem and, where possible, provide a concrete alternative. Questions raised during the meeting will also be answered through the memorandum of information.

Finally, all TenderNed deadlines are strict. Late questions or submissions cannot be accepted, even if the delay is only a few seconds. Candidates should therefore complete and upload their applications sufficiently in advance of the applicable deadline.