



Ministerie van Infrastructuur
en Waterstaat

European tender
Competitive dialogue
Temperature sensors KNMI

Selection Guidelines for European Tenders	
Type Procedure	Competitive dialogue in accordance with the Public Procurement Act 2012
Client	Royal Netherlands Meteorological Institute
Contracting Authority	State of the Netherlands, Ministry of Infrastructure and Water Management
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ATTACHMENTS:

- Appendix 1 General Government Procurement Conditions 2026 (ARIV 2026)
- Appendix 2 Self-declaration (ESPD)
- Appendix 3 Model Reference Commands
- Appendix 4 Model Warranty
- Appendix 5 Questionnaire

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1 INTRODUCTION

The Contracting Authority hereby invites you to submit a Request to participate in the European tender for the supply of Temperature Sensors for the Royal Netherlands Meteorological Institute (KNMI). In this Selection Guide, including appendices, you will find all the information you need for this tender.

1.1 Contracting authority

The Contracting Authority is the State of the Netherlands, Ministry of Infrastructure and Water Management. The tender is being carried out by the Directorate of Finance and Procurement (FenI) on behalf of the Royal Netherlands Meteorological Institute.

Royal Netherlands Meteorological Institute

The KNMI contributes 24/7 to a safe and liveable Netherlands by providing society with independent knowledge, advice and warnings about risks in the field of weather, climate and seismology.

The climate is changing, the weather is becoming more erratic, the soil is shaking. Keeping the Netherlands safe and liveable is becoming an increasingly challenging task. That is why the KNMI wants to gain more insight into the influence of weather, climate, seismology and other geophysical phenomena on society, in the short and long term. In collaboration with our social partners and from a solid position in a strong international network, we generate and combine the best observations, scientific analyses and high-quality technology to inform, advise and warn the Netherlands in a timely manner. More information can be found on the following website: [KNMI - Royal Netherlands Meteorological Institute](https://www.knmi.nl).

1.2 The procedure

The procedure used for this is the competitive dialogue from the Public Procurement Act 2012. A more strategic tendering approach is taken for the structural replacement and further development of the temperature sensors, focusing on quality, innovation and using the expertise of the vendors. Based on previous experience and the desired outcome by the KNMI, the tendering procedure follows the competitive dialogue.

Substantiation:

- The dialogue offers room for consultation and better coordination in advance;
- In a dialogue, mutual understanding can be achieved, addressing the desires of both the contracting authority and the tenderers;
- Limited flexibility for new sensors and little room for innovation are overcome with this procedure, because extension clauses and innovation budgets can be discussed in advance;
- Furthermore, the procedure makes it possible to enter into discussions with the market in phases in order to arrive at a fitting technical solution and service;
- In addition, this procedure makes it possible to make the necessary and complex validation process part of the tender.

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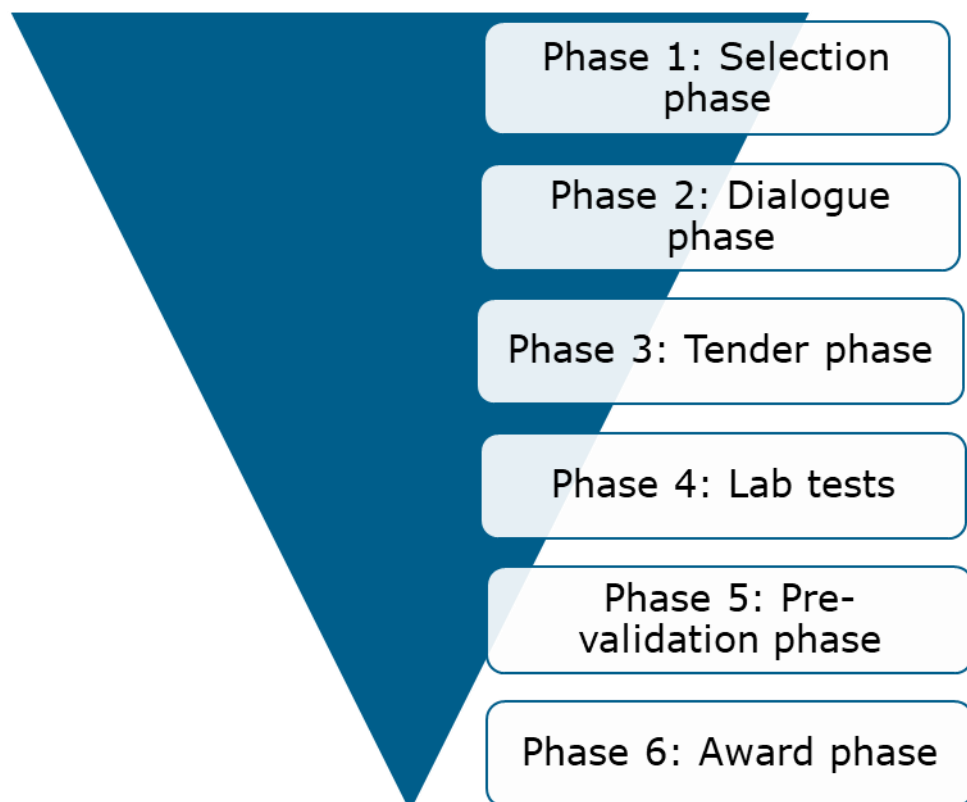
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The KNMI sees the following phasing of the tendering process:

- Fase 1. Selection on the basis of suitability of the tenderer (see Chapters 3 and 4);
- Fase 2. Dialogue phase with a maximum of three (3) Tenderers. Two (2) interviews will take place between the Contracting Authority and Tenderers on the basis of the problem definition/main objective and sub-objectives (see paragraph 2.1.3). The conversations lead to a concrete offer: the Registration;
- Fase 3. Registration phase with a concrete offer based on the needs of the KNMI (see paragraph 5.8), assessing quality and price;
- Fase 4. Lab tests with the three (3) Registrants to test whether the offered sensors are sufficient. Based on the lab tests, a go/no-go decision will take place;
- Fase 5. Pre-validation (assessment of the sensor) with the tenderers/sensors (depending on the outcome of the lab tests) at the KNMI test field;
- Fase 6. Final award based on the best value for money and contracting (Q3/Q4 2027): Follow-up validation with the winning Tenderer's sensor during the rest of the year, with expansion to multiple locations.



The procedure is fully electronic via the online tendering platform TenderNed. Further information about the use of TenderNed can be found [here](#).

More information about the procedure can be found in Chapter 5.

Information meeting

The Contracting Authority is organising an (online) information meeting on Thursday 1 October 2026. During this meeting, an introduction is given about the tender and the procedure of the tender. The date is in the schedule included in Chapter 5 and on TenderNed.

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1.3 Structure of this document

This document is structured as follows:

- Chapter 1 provides an introduction and information about the Contracting Authority and the procedure;
- In chapter 2 you will find information about the scope of the assignment;
- In chapter 3 you will find which requirements you, the Tenderer, must meet;
- In section 4 you will find the requirements that your Request to Participate must meet and the criteria against which it will be assessed;
- In chapter 5 we discuss the process: the planning, asking questions, and the assessment process;
- In chapter 6 you can read all about legal protection.

At the end you will find the glossary. This may be supplementary to the definitions in the Public Procurement Act 2012. In the body of the text, defined terms are always capitalized.

2 THE ASSIGNMENT

2.1 Description of the assignment

2.1.1 Scope

KNMI intends to issue a tender with the aim of contracting a manufacturer/supplier that supplies temperature sensors. As part of the purchase of new sensors, an extensive validation process is necessary. This process is intended to carefully substantiate any differences within the measurement data compared to the current situation to internal and external customers who use the data for climate studies, issuing warnings, numerical weather models and presentation in weather apps, among other things.

The validation process must cover all seasonal and location influences and therefore has a lead time of at least one (1) year.

2.1.2 Out of scope

The installation of the temperature sensors and preventive and corrective maintenance (1st and 2nd line maintenance) are outside the scope of this contract. The KNMI will carry out the 1st and 2nd line maintenance internally as explained in more detail below.

First-line maintenance (carried out at the observation site) is carried out regularly or earlier in the event of a warning or malfunction. This includes:

- Inspection of the sensor, cables, and connectors for signs of wear or damage;
- Inspecting the environment for factors that may affect the performance of the sensor;
- Periodic cleaning of the sensor (third parties can be called in for cleaning with appropriate tools and instructions);
- Retrieving sensor data and status to verify correct operation;
- Replacement of the sensor as part of routine 2nd line maintenance or in response to a malfunction.

The second-line maintenance (performed at KNMI) follows the maintenance plan at the end of the calibration period or earlier if there is a warning or malfunction. The maintenance interval of second-line maintenance varies by sensor and is currently between 12 and 36 months. This includes:

- Analysis of the malfunction to determine if third-line maintenance is required;
- Thorough cleaning of the entire sensor;
- Inspection of the mechanical components, such as connections and fuses;
- Performing preventive plug-and-play replacements of parts;
- Uploading new software versions released by the manufacturer/supplier;
- Adapting sensor software, settings and configuration to the KNMI standards;
- Verify and adjust the sensor calibration.

2.1.3 Result and objective

The intended result of this tender is an agreement with one (1) manufacturer/supplier for the supply of temperature sensors and long term third-line maintenance.

Problem/Main objective:

For the KNMI, investing in a **state-of-the-art sensor network** is of primary importance. Without the **best equipment and associated services**, it is not possible for the KNMI to guarantee its most important **core task**, continuity and reliability of meteorological observations, in support of the KNMI's core task: 24/7 monitoring, advising and informing about weather, climate and seismology for safety and quality of life in the Netherlands.

Sub-objectives:

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The KNMI believes it is important that manufacturer/supplier of sensors for KNMI's sensor network are continuously improving and renewing. **Innovative strength** is a basic attitude of our manufacturers/suppliers. Looking to the **future creatively** but also **critically** in a professional way **with the KNMI**.

Caring for the KNMI as Contracting Authority and providing peace-of-mind **supporting processes** (maintenance of equipment/speed of partial deliveries/communication) are principles that lead to a healthy and **sustainable collaborative relationship**.

The KNMI understands that there is a range of sensors that meet the needs of the KNMI, even across national borders.

The contract is not divided into lots. This choice is based on:

- Risks of compatibility issues or defects at different suppliers for interdependent parts;
- Preventing discussions about the question of blame in the event of failures by appointing a single main contractor;
- Managing multiple sub-suppliers leads to unworkable operational pressure.

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2.2 Duration and scope of the assignment

2.2.1 Duration of the assignment

The agreement is concluded for a period of ten (10) years, with two (2) times a possibility to extend the agreement by ten (10) years.

The climatological time series of temperature observations of the KNMI is very long. Continuity of these time series is very important for the services of the KNMI in the field of meteorology and climatology. Validation studies are extensive (1 to 2 years). A replacement operation of the sensors for new types of sensors is drastic and requires a lot of care in preliminary studies. The estimated technical useful lifetime for a temperature sensor is fifteen (15) years.

Therefore, a long contract period with extension options is important to ensure continuity in the climatological time series.

2.2.2 Scope of the contract

The scope of the contract concerns:

- The purchase of an initial number of 220 temperature sensors;
- Purchase of any follow-up batches will be done in mutual agreement, with the condition that a minimum order never exceeds fifty (50) pieces;
- Third-line maintenance:
 - o Providing advice and expertise on the application of the sensors at the KNMI and in first- and second line maintenance;
 - o Analysis of malfunctions that cannot be solved under second-line maintenance, including reporting the rootcause of the malfunction;
 - o Repair of the sensor, including reporting of the fault and solution;
 - o Delivery of a replacement sensor in case the sensor is beyond repair;
 - o For newly delivered sensors, configuring the software and hardware so that they meet the KNMI specifications;
 - o Provision of software/firmware updates, including a detailed description of the changes.

The financial size is estimated at:

- € 220,000.00 excluding VAT for the purchase of 220 temperature sensors;
- € 22,000.00 excluding VAT for the annual periodic third-line maintenance.

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The estimated value over the term of the agreement including extensions is €1,500,000.00 excluding VAT. The estimated value takes into account:

- The long-intended duration, useful technical lifetime of the sensors and thus replacement of the sensor network;
- Indexations;
- Possible extensions.

The Contracting Authority has made the most accurate estimate possible of the scope of the agreement. The actual purchase is not guaranteed.

2.3 Draft agreement and contractual terms

The agreement is exclusively governed by the General Government purchasing conditions 2026 (ARIV 2026) as general terms and conditions. See Appendix 1.

The applicability of the general terms and conditions of delivery of the Candidate and third parties is expressly excluded.

Waiting room agreement

The Client also wishes to conclude a Waiting Room Agreement with a maximum of two Tenderers who have been awarded second and third place in the ranking. The purpose of this is to establish that, in the unlikely event that the contract awarded to the first Tenderer has to be withdrawn within the verification phase, the contract can still be awarded to the Tenderer second in ranking. In the unlikely event that the contract to the Tenderer second in ranking has to be withdrawn within the verification phase, the contract can still be awarded to the Tenderer third in ranking. The draft for this Waiting Room Agreement is attached to the award guidelines (the phase after further selection and the phase of the dialogue). By submitting a tender (bid), the Candidate declares that he is willing to enter into the Waiting Room Agreement if he has finished in second or third place in the ranking.

Service Level Agreement

The Tenderer will draw up a Service Level Agreement (SLA) within ten (10) working days after the provisional award, which complies with the Programme of Requirements and Wishes. This SLA will become part of the agreement after approval by the KNMI.

2.4 Functional and/or technical specifications

The functional and/or technical requirements for the performance of the contract are published with the award criteria and guidelines (see phase 2 and 3, paragraph 1.2).

2.5 Sustainability and Corporate Social Responsibility

The central government encourages Corporate Social Responsibility (CSR). This is a business concept in which, in addition to the profit factor, the factors of people and the environment are also included in the business decisions and in the assessment of the business results. This tender does not include any requirements and criteria in the field of CSR.

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2.6 Provisions on taxation, environmental protection, employment protection and working conditions

Candidates can obtain information about obligations regarding taxation, environmental protection, employment protection and working conditions that apply in the Netherlands via <http://www.rijksoverheid.nl> under 'Ministries':

- with regard to taxes in the Ministry of Finance;
- with regard to environmental protection at the Ministry of Economic Affairs and Climate Policy;
- employment protection and working conditions at the Ministry of Social Affairs and Employment.

By submitting a Request to participate, the Candidate guarantees to comply with all obligations regarding taxes, environmental protection, employment protection and employment conditions that apply in the Netherlands.

3 REQUIREMENTS FOR CANDIDATES

This chapter sets out the grounds for exclusion and suitability requirements that you as a Candidate must meet in order to qualify for the tender. For each requirement, it will be indicated whether and which documents you must include as part of your Request to Participate.

3.1 Submit a one-time Request to participate – independently or as a partnership

A company may only submit a Request to participate once. This can be done independently, as an individual company or in a partnership, i.e. with one or more other companies. A partnership counts as one Candidate.

If a company submits a Request to participate independently and as a member of a partnership, the Contracting Authority will only assess the Request to participate of the partnership. The independent Request to participate is then excluded from the tender.

One (1) Request to participate may be made from a group of companies unless the various Applicants can demonstrate that they have prepared their Request to participate for this assignment independently of each other. If this cannot be demonstrated, or cannot be sufficiently demonstrated, all Requests to participate from members of this group or group will be excluded.

3.1.1 Independent request to participate

If you choose to submit a Request to participate independently, you must complete and submit a Self-Declaration (also known as the ESPD). You will then complete sections A and B of Part II, Part III, Part IV, Part V and Part VI of this declaration. You must also submit the requested supporting documents after a written request from the Contracting Authority.

Please note:

- The ESPD has been completed by the Contracting Authority itself and attached as Annex 2 to the contract notice. It must be completed by the Candidate, signed by a legally authorised official and submitted. For more information on how to fill in the ESPD, see the PIANOo website: <https://www.pianoo.nl/nl/regelgeving/uniform-europees-anbestedingsdocument/interactieve-pdf-uea>.

If you participate independently and do not rely on the financial capacity of a third party (see paragraph 3.2.1) to meet the eligibility requirements, you only need to submit one (1) Self-Declaration. If you rely on the ability to pay of a third party, you must ensure that in addition to your Self-Declaration, the Self-Declarations of the companies on which you rely are also submitted.

3.1.2 Partnership

You may also submit a Request to Participate together with one or more other companies; as a partnership. If you participate in the tender procedure together with other companies, you must indicate this in the Self-Declaration. You must also indicate what your role is within the partnership (for example, that of secretary – which allows you to act as a responsible representative during the term of the agreement – or that you are responsible for specific tasks).

All participants in the partnership must complete and submit a Self-Declaration separately. They then complete sections A and B of Part II, Part III, Part IV, Part V and Part VI of this declaration. Each participant must also submit the requested supporting documents at the written request of the Contracting Authority.

The participants in the partnership are both jointly and severally liable for the performance of the agreement.

Please note: It is not possible to change the partnership during the tendering procedure.

If the partnership relies on the financial capacity of one (or more) third parties(ies) (see paragraph 3.2.1), in addition to the Self-Declarations of the various participants, the Self-Declaration(s) of the company(ies) on which the support is based must also be submitted.

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3.2 Subcontracting

3.2.1 Appeal to the ability of third parties

If, in order to meet the suitability requirements, you want to rely on the financial capacity of a third party (the holding company of which you are a part, another legal entity or a natural person), you must indicate this in the Self-Declaration. Your Request to Participate must also indicate the eligibility requirement for which you are relying on a third party.

The subcontractor that is called upon must also complete a Self-Declaration and you must submit it as a Candidate via TenderNed. The subcontractor completes sections A and B of Part II, Part III and Part VI of this Self-Declaration. This shows that the third party can be deployed for the assignment and that no ground for exclusion, as referred to in part III of the Self-Declaration, applies.

The main contractor (Candidate) provides – at the request of the Contracting Authority – all requested supporting documents, also on behalf of the subcontractor (third party).

If you want to rely on the financial capacity of a third party for the financial and economic capacity, this third party must also sign the Model Guarantee (appendix 4). This shows that the third-party acts as guarantor.

Please note: If you call on the knowledge and experience of a third party for a part of the assignment, this third party must actually perform this part of the assignment. By signing the Self-Declaration, the parties agree to this.

The cooperation with a subcontractor does not affect the liability of the winning Tenderer, as the main contractor, for the execution of the assignment.

3.2.2 Other subcontractors

In addition to the above-mentioned third parties, other companies may also be used to carry out parts of the contract during the term of the agreement, subject to the permission of the Contracting Authority. These are subcontractors that you do not rely on to meet the eligibility requirements.

It is not mandatory, but if you want to let it be known in your Request to participate that you want part of the assignment to be carried out by one or more subcontractors, you can indicate this in the Self-Declaration in Part II D. You must indicate which parts of the assignment are concerned and, as far as known, which subcontractors you propose.

You must only submit a Self-declaration of the third parties mentioned in your Self-Declaration, as referred to above, at the request of the Contracting Authority. In this case, this subcontractor fills in sections A and B of Part II, Part III and Part VI of the Self-Declaration. The main contractor (Candidate) provides the Self-declaration and any further requested supporting documents on behalf of the subcontractor – after a written request from the Contracting Authority.

The contract can only be performed by the subcontractor(s) concerned if no ground for exclusion, as referred to in part III of the Self-Declaration, applies and the Contracting Authority has given permission for this.

The cooperation with a subcontractor does not affect the liability of the winning Tenderer, as the main contractor, for the execution of the assignment.

3.3 Mandatory grounds for exclusion

In the Self-Declaration, you declare that the grounds for exclusion as referred to in Part III of the Self-Declaration (Article 2.86, first paragraph AW) do not apply to your company. To do this, you must complete Sections A and B of Part III of the Self-Declaration.

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If you are eligible for selection, you must submit the legal supporting documents within 10 working days of the request of the Contracting Authority to demonstrate that the exclusion grounds do not apply to you and, if applicable, your subcontractor(s) and third party(ies).

For Dutch entrepreneurs, the legal supporting documents consist of:

Ground for exclusion	Evidence
A statement from the Tax and Customs Administration (art. 2.89 paragraph 3 AW)	This statement may not be older than 6 months, counting from the time of submission of your Request to participate
Declaration of conduct for tendering (art. 2.89 sub 2 AW)	It must not be older than 2 years from the time of submission of your Request to Participate

Please note: The application and processing time for these documents may take some time. Therefore, apply for them in time.

Evidence may vary from country to country. In [e-Certis](#) (a database of the European Commission) you will find an overview of the supporting documents from European member states.

However, if no equivalent document exists in the country of establishment, a declaration on oath or a written declaration from a competent authority may also be submitted.

3.4 Optional grounds for exclusion

3.4.1 General

In the Self-Declaration, you also declare that the optional grounds for exclusion that have been declared applicable as referred to in Part III C of the Self-Declaration (Article 2.87 AW) do not apply to your company.

Please note: In Part III C of the Self-Declaration, the answer must first be 'yes' or 'no' as to whether the ground for exclusion applies to you as a Candidate. Depending on the answer, the additional questions in this part of the Self-Declaration must be answered.

If you are eligible for selection, you must also submit these legal supporting documents within ten (10) working days of the written request from the Contracting Authority to demonstrate that the optional exclusion grounds do not apply to you – and your subcontractor, if any.

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If the relevant optional ground for exclusion has been declared applicable, this evidence for Dutch entrepreneurs will include:

Ground for exclusion	Evidence	Explanation
Bankruptcy or liquidation (Article 2.87(1)(b) of the AW)	An extract from the commercial register	It must not be older than 6 months from the time of submission of your Request to Participate
Optional ground for exclusion: Grave professional misconduct and grave misconduct (art. 2.87(1)(c) and (d) AW)	Declaration of conduct for tendering (also referred to in section 3.3)	The Statement of Conduct must not be older than two years from the time of submission of your Request to Participate
Optional ground for exclusion: Payment of taxes or social security contributions (Article 2.87(1)(j) of the AW)	A statement from the Tax and Customs Administration (art. 2.89 paragraph 3 AW) (also referred to in paragraph 3.3)	This statement may not be older than 6 months, counting from the time of submission of your Request to participate
Other optional grounds for exclusion: breach of obligations based on environmental, social or labour law ¹ , distortion of competition, conflict of interest, inside information, past performance and/or false declarations, influence on the decision-making process (Article 2.87(1)(a), (d), (e) and/or (f) and/or (g) and/or (h) and/or (i) AW)	If applicable, you must submit supporting documents relating to the relevant optional ground for exclusion declared applicable. These supporting documents are free of form.	

Evidence may vary from country to country, see [e-Certis](#). However, if no equivalent document exists in the country of establishment, a declaration on oath or a written declaration from a competent authority may also be submitted.

3.4.2 Council Regulation (EU) 2022/576 on Russian companies

It follows from the fifth package of sanctions of the Council of the EU that Russian parties are no longer allowed to participate in European tenders. This measure was introduced by [Council Regulation \(EU\) 2022/576 of 8 April 2022](#) and is directly applicable in the Member States.

This also means that you can rely on the financial capacity of a third party or use a third party from Russia to a very limited extent.

By submitting a Request to Participate, you represent that you are not in violation of the Regulation.

¹ You can obtain information about obligations with regard to the provisions regarding taxation, environmental protection, employment protection and working conditions that apply in the Netherlands through <http://www.rijksoverheid.nl>.

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3.5 Eligibility Requirements

The following suitability requirements are set:

1. Professional competence;
2. Financial and economic capacity;
3. Technical and professional competence.

In Part IV of the Self-Declaration, you declare whether or not you meet the suitability requirements.

3.5.1 Professional competence

You must be registered in the professional or trade register. You must submit the proof of registration. In the Netherlands, this is an extract from the Chamber of Commerce. Other countries have similar registers. This extract must not be older than six (6) months from the time of submission of your Request to Participate.

If the Candidate consists of a partnership, all participants in the partnership must submit the relevant extract.

Please note! With this extract, you must also prove that the person signing the Self-declaration is registered in the trade register as authorised representative of the company. If it is stated in the trade register that two or more persons are only jointly authorised to represent them, the signature will also have to be made by those two or more persons. If restrictions are included in the authority to represent the company, this must be taken into account.

Please note! An electronically submitted digital certified extract counts as a legally valid piece of evidence. A printed or scanned version of a digitally certified extract is also accepted, provided that the original electronic version can be shown on request.

3.5.2 Technical and professional ability: references

You must demonstrate that you have the following (core) competencies in order to be able to carry out the present assignment:

Core competency 1: Supply and support of temperature sensors to an organization within the meteorological field;

Core competence 2: Delivery of at least 132 temperature sensors within a time frame of three (3) years.

You can demonstrate that you meet the (core) competencies by submitting reference assignments, fulfilling the conditions stated under a to e.

Core Competence 1: You shall demonstrate Core Competence 1 with one (1) reference assignment.

Core Competence 2: You shall demonstrate Core Competence 2 with one or a maximum of three (3) reference assignments.

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Conditions for reference statement:

- a. If use is made of an assignment that has not yet been (entirely) completed, only the actual result of the assignment may be stated and a prognosis of the expected result will not suffice;
- b. The reference assignment must not be older than (not more recently completed than) three years from the closing date for the submission of the Request to participate (selection phase);
- c. The reference assignments you submit have been carried out satisfactorily, professionally, on time and in a regular manner. The latter can be checked with the specified contact person of the reference;
- d. If you call on a third party, this must be completed in section 4a of the Appendix 3 Model Reference Assignments. The third party mentioned above must also be deployed for this assignment (see paragraph 2.2.1);
- e. If the reference assignment was carried out by a partnership, you must indicate which work was carried out by whom. You indicate this in section 4b of Appendix 3 Model Reference Assignments. The reference assignment must show that you, independently or with the help of a third party, meet the required core competence.

Reference assignments that do not meet the above (core) competencies and conditions are invalid and will not be included in the assessment.

For each core competence, you complete the model reference assignments (appendix 3) and submit it together with your Request to participate. By submitting a reference, you authorise the Contracting Authority to verify the reference(s).

If the Contracting Authority is not able to verify the reference (e.g. because access is not gained to the referee and you are unable to demonstrate the execution and completion of the reference contract by means of other documents), the reference provided will not be included in the assessment.

3.5.3 *Technical and professional competence: quality management*

You demonstrate that you have taken sufficient measures in the field of quality assurance. The activities of the assignment specified in this guideline must fall within the scope of the quality assurance system. To demonstrate this, submit quality assurance certificates based on ISO 9001 (or similar).

The quality assurance system must cover all parts of the contract as specified in paragraph 2.1. The proof of quality assurance must be submitted from the person(s) who will carry out the work in question (part of the assignment).

The participants in a partnership (and/or subcontractor) who carry out part of the assignment must have a quality assurance system that relates to the work to be carried out.

If you are eligible for selection, you must submit the relevant quality assurance certificate within ten (10) working days of the Contracting Authority's written request. The Quality Assurance Certificate must be valid at the time of the closing date of the submission of a Request to Participate.

If your company does not have a quality assurance system in place in accordance with the ISO 9001 standard, but has implemented equivalent quality assurance measures, you must prove this within the stipulated period of ten (10) working days by submitting a declaration from an independent accredited body. This statement must describe the measures taken. This statement must then also be submitted as evidence.

If you do not have a statement from an independent accredited body, you must provide a comparable/equivalent certification, or a description of the management system used by the Candidate to establish quality policies, context analysis, processes and procedures including; how he complies with laws and regulations and customer requirements; how the measurement, analysis and improvement of business operations is structured; how the measurement of customer

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satisfaction is organized and how he performs internal audits and with a description of the process of management assessment of the quality management system.

The results of this description are checked for equivalence by quality employees of the Contracting Authority. In case of doubt, an external expert is called in to check the equivalence.

By signing the ESPD form, the Candidate confirms that he meets this requirement.

If the Candidate is a Combination, this requirement must be met by all members of the Combination.

The Contracting Authority reserves the right to request additional information/evidence regarding the quality management system during the verification.

Verification document(s):

- Description of its quality management system (free of form) drawn up by the Candidate, with (at least) specification of parts a) to f), as described above. If the Candidate has an ISO-9001 certificate, that will suffice.

3.6 Exclusion or rejection of a Candidate

If one or more of the grounds for exclusion apply to you, a member of your partnership or your subcontractor, you will in principle be excluded from participation in the tendering procedure. In that case, the Request to participate will be set aside.

You will first be given the opportunity to prove that you have taken sufficient measures and adjusted your business operations with regard to this ground for exclusion. It is up to the Contracting Authority to determine whether the measures taken and/or the evidence are sufficient. The Contracting Authority may also refrain from applying the ground for exclusion for other reasons, if, for example, exclusion would be manifestly unreasonable.

The possibility of demonstrating reliability (also known as the proportionality test) does not apply to the exclusion ground 'false declaration'. In that case, the Contracting Authority has the right to immediately set aside the Request to participate.

Even if you do not meet one or more of the suitability requirements, you will be excluded from participation in the tendering procedure. In this case, your Request to Participate will be set aside and will not be further assessed.

Failure to provide the requested supporting documents on time or incompletely may also lead to the exclusion and/or rejection of your Request to participate. Section 4.2 contains a table that indicates what must be submitted and when.

4 REQUIREMENTS FOR THE REQUEST TO PARTICIPATE

4.1 Further selection

Further selection criteria have been drawn up for this tender in order to reduce the group of suitable Candidates who meet the exclusion grounds and suitability requirements to a maximum of three (3) Candidates. This shortlist of Candidates will be determined on the basis of further selection criteria according to the methodology below:

Candidates will have to substantiate by means of references or by means of an elaboration of a case that they are suitable to carry out the assignment (evidence). The evidence is assessed on the basis of an objective measurement scale, after which a ranking is established. The three (3) most suitable Candidates will proceed to the dialogue and award phase.

4.1.1 Selection Criterion – Case: Technical Support and Support

Purpose:

By answering the case questions, the Contracting Authority wants to get a realistic picture of the core competencies of Candidates, whereby the Candidate answers the questions based on the actual service provision.

The case:

Various situations can occur during the life cycle of a sensor. The KNMI is initially trying to assess for itself what is going on and what the possible consequences may be. In addition, the KNMI is looking at whether the problem can be solved independently. However, it is realistic that we will seek support from you as a supplier/manufacturer. To give an idea of these situations and the type of support that the KNMI may need, a case study has been written. The case described five situations, with a concrete request for support. We ask you to go through the case and substantiate how you would approach these requests for support. Keep in mind that the requests for support are theoretical for now, but that the answers you give serve as an indication of what the KNMI can expect from you.

1. Prior to validation in the field, we will test your sensor in controlled settings (laboratory tests). During the lab tests (for verification) of your sensor, the KNMI finds out that all sensors supplied by you show a bias at temperatures lower than 0 °C (within the requested measurement uncertainty). The KNMI asks you what could be the cause? This section falls under the assessment aspects "**Technical Support**" and "**Transparency**".
2. The next part of the validation is that a number of your sensors are placed on the KNMI test field in De Bilt. To log the sensor measurements and possible additional information, the KNMI uses a predetermined logger. The KNMI develops its own data collection software to make this logging possible. After implementation of the technical solution with sensor and logger, the interaction between the two appears to be unstable. The KNMI will ask you for advice. How do you go about this? This part falls under the assessment aspect "Being proactive".
3. Your sensor passes validation and is rolled out at all our measurement locations to replace the old one. After one (1) year of operation on Bonaire, the sensor turns out to be defective due to corrosion of the electronics. After determining the extent of this issue by the KNMI, this appears to be the only sensor that has this problem. The KNMI will contact you to find out the cause. Describe your approach. This part falls under the assessment aspects "**Technical Support**", "**Transparency**" and "**Learning capacity**".
4. Five (5) years after your sensor has been put into use by the KNMI, you release a firmware update. At that time, the KNMI does not have the capacity to investigate the consequences of this firmware update for the measurements and corresponding data products, and to inform the stakeholders about the impact. What is your advice to the KNMI? This part falls under the assessment aspect "**Being proactive**" and "**Support**".

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5. After eight (8) years of use of your sensor by the KNMI, drift appears to occur at 50% of the temperature sensors in the KNMI sensor pool. This subset needs to be significantly adjusted annually. The KNMI will inform you about this issue via the original contact person/expert, but this person no longer appears to be working for you. What happens? What is your advice to the KNMI? This section falls under the assessment aspect "**Support**".

The Selection Criterion is assessed on the basis of the following assessment aspects:

Selection criterion 1	Assessment aspect	Total points to be achieved
Selection criterion 1 – Case: technical support and support	Your elaboration will be assessed on the following aspects:	1000 points
	Technical Support: The extent to which it becomes clear that the Candidate has (access to) the necessary knowledge and expertise to support the KNMI when necessary. Example: how to work with the sensor, interaction with the sensor (data communication) and error analysis/quality control.	300
	Transparency: The extent to which Candidate is willing to share internal business and/or sensor processes in the event that this is applicable. Examples: in case of production error, explain how this has been improved. Or, in the event of deviations in sensor data, give an insight in the data processing of the sensor, so that the KNMI can understand what caused these deviations.	300
	Being proactive: The extent to which the Candidate can offer technical support or troubleshooting solutions and help identify possible causes. This can be about both the use of the sensor and the interaction between sensor and logger.	200
	Support: The extent to which the Candidate is able to inform the KNMI about important information for maintaining sensor functionality. The KNMI wants to be actively informed about any changes to the sensor or parts thereof that affect the measurement and data quality. Examples are: firmware updates and corresponding release notes, including an assessment of the risk if the KNMI decides not to roll them out immediately; or hardware updates, if the replacement of sensors parts can affect the measurement, etc.	150

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	Learning ability: The extent to which the Candidate can translate the knowledge gained from incidents into structural solutions. For example: improvement of the manual based on questions asked by KNMI; or improvement of the work instructions / manufacturing process when a manufacturing defect comes to light.	50
	Maximum number of pages You can support your description by means of concrete, appealing (practical) examples, in which you explicitly demonstrate the added value for the KNMI. When answering the questions, the Candidate may add relevant elements/aspects that offer added value with regard to this Selection Criterion at its own discretion. The elaboration is a maximum of three (3) pages A4 size. This maximum number of pages applies to the main text (in a readable font size, not less than 9 points) including tables, figures and images, but excluding the cover page. Exceeding the prescribed maximum number of pages will not invalidate the Request to Participate, but the review team will not include the excess pages in the review.	

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The assessment of your elaboration will take place on the basis of the following measuring scale:

Verdict	Description	Score
Very good	In the opinion of the assessment committee, the answer fits in very well with the question. All aspects and details are described convincingly and realistically. The answers offer added value and, where relevant, are substantiated by concrete (practical) examples with experience(s) that benefit the KNMI. The answer forms a consistent and logical whole that creates a lot of trust.	100%
Good	In the opinion of the selection committee, the answer fits in well with the question. All aspects and details are described convincingly and realistically. The answer is valuable and, where relevant, is partially substantiated by concrete (practical) examples with experience(s). The answer is a consistent and logical whole that creates trust.	70%
Sufficient	In the opinion of the selection committee, the answer is largely in line with the question. The answer addresses the question and goes into sufficient detail. All aspects are described sufficiently and realistically. The answer forms a fairly consistent and logical whole that creates sufficient trust.	40%
Moderate	In the opinion of the selection committee, the answer is only partially in line with the question, or does not address all the aspects mentioned, or the desired level of detail has not been provided, or no realistic picture has been painted, or the answer is not clear and unambiguous. The answer does not give much confidence to the assessment committee.	10%
Insufficient	In the opinion of the selection committee, the question has not been answered, or the answer has been judged to be irrelevant, or is not in line with the question. The answer does not give confidence to the assessment committee.	0%

You fill in part V of the Self-Declaration. The maximum of three (3) Candidates with the highest score will be invited to the award phase (read: dialogue phase).

If two (2) or more Candidates end up in a tie and this affects the determination of the Candidates with the highest total score, the Candidate(s) with the highest score on the further selection criterion 'Technical Support' will be ranked higher.

If the score is also equal on this further selection criterion, the Candidate(s) of the equally scoring Candidates with the highest score on the further selection criterion 'Transparency' will be ranked higher.

If the score is also equal on this further selection criterion, the Candidate(s) of the equally scoring Candidates with the highest score on the further selection criterion 'Proactivity and thinking along' will be higher in the ranking.

If the score remains the same on this further selection criterion, a draw will be made to determine which Candidate will end up higher in the ranking.

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4.2 Documents to be delivered

The table below summarises which documents must be submitted and when.

What	When			
		Independent Request to participate	Partnership	Third party(s) (section 2.2) (Partnership/independent Candidate submits the documents on behalf of a third party)
Self-declaration (ESPD) Completed and signed	Request to participate	X	X	X
Self-Declaration (ESPD) of other third parties, completed and signed (section 2.2.2)	Request to participate		X	X
Model Reference Commands	Request to participate	X	X	
Model warranty and/or holding statement	On request (and if applicable)	X	X	X
Declaration of Conduct for Tendering (GVA)	On request	X	X	X
Statement from the Tax and Customs Administration	On request	X	X	X
Registration in the national professional and trade register	On request	X	X	X
Elaboration of the case (4.1.1)	Request to participate			
Supporting documents, if any, relating to other optional grounds for exclusion	On request (and if applicable)	X	X	X
Quality assurance	On request	The person(s) who performs the work in the execution of the agreement		

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4.3 Notification of selection decision

All Candidates will be notified simultaneously by the Contracting Authority of the selection decision. This notice contains the relevant reasons for the selection decision and information on the standstill period. In any case, the notification of the selection decision will be sent via TenderNed.

The Contracting Authority may always decide to withdraw or revise the selection decision.

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5 PROCEDURAL PROVISIONS

This section sets out relevant terms and conditions that the Contracting Authority imposes on your Request to Participate. The procedure is fully electronic via the online tendering platform TenderNed. Further information about their use can be found [here](#).

5.1 Planning

For the requests to participate, the Contracting Authority uses the TenderNed platform. Your Request to participate, including all requested information and documents, must therefore be submitted or uploaded in TenderNed.

The Contracting Authority strives to meet the deadlines according to the schedule below but reserves the right to adjust this schedule in the interim. Apart from the minimum periods imposed by law, no rights can be derived from this planning. All times in the schedule are indicated in local Dutch time.

Activity	Date
Phase 1 Selection phase	
Sending the request to participate via www.TenderNed.nl	Friday, 18 September 2026
Information meeting	Thursday, 1 October 2026, starting 14.00 – 15.30 CET. See paragraph 5.4.2. Information meeting to register before 30 September 2026, 23.59 CET
Closing date for asking questions via www.TenderNed.nl (first round).	Friday, 2 October 2026, 12.00 CET
Publication of the information notice via www.TenderNed.nl .	Thursday, 8 October 2026
Closing date and latest receipt Requests to participate via www.TenderNed.nl.	Thursday, 15 October 2026, 12:00 CET
Opening Requests to participate via digital safe TenderNed.	Thursday, 15 October 2026, 12:01 CET
Review submitted Requests to Join.	Week 43 2026
Notification of the selection decision via TenderNed.	Thursday, 29 October 2026
Standstill period (expiry period)	Thursday, 5 November 2026
Submission of required supporting documents (see section 4.2)	Thursday, 12 November 2026
Phase 2 Dialog phase	
Receipt of tender documents relating to the award phase (award guidelines and appendices)	Thursday, 26 November 2026
Closing date for asking questions via www.TenderNed.nl (second round).	Thursday, 10 December 2026, 12.00 CET
Publication of the information notice via www.TenderNed.nl .	Monday, 21 December 2026
Dialogue round 1	Week 3 2027
Dialogue round 2	Week 5 2027
Phase 3 Tender Phase	
Closing date and latest receipt tender (bid) via www.TenderNed.nl .	Thursday, 11 February 2027, 12.00 CET
Assessing tenders on 'quality'	Week 7 and week 8 2027

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Phase 4 Labtesten	
Invitation to supply sensors for lab tests	Week 7 2027
Lab tests: go/no go decision as a result of the lab tests	Week 8 and week 9 2027
Phase 5 Pre-validation	
Pre-validation (assessing sensor)	From week 10 2027
Phase 6 Gunningsphase	
Notification of the intention to award the contract via TenderNed	After completion of pre-validation assessment: mid-September 2027
Standstill period	20 calendar days
Planned date of signature of the Agreement, date of award.	Q4 2027
Entry into force of the Agreement	Q4 2027

The closing date and deadline for receipt of your Request to Participate by the Contracting Authority shall be the date in the table above. The digital requests are opened via TenderNed's digital safe. You cannot be present at the opening.

Please note: The closing date and time is a fatal date. After the deadline has passed, no Requests to participate can be submitted. Any delay in uploading is at your expense.

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5.2 Communication

All communication in this selection phase goes through TenderNed. The contact person for this tender has also been included in TenderNed. Only in the event of a malfunction at TenderNed may the contact persons be contacted in a different way:

- Victor van der Wal: victor.vander.wal@minienw.nl
- Destiny Medina: destiny.medina@minienw.nl

Please note: During the tender procedure, it is not permitted to contact employees of the Contracting Authority other than the aforementioned contact persons about this tender, unless explicitly stated otherwise in the Tender Documents. Failure to comply may lead to exclusion.

5.3 Language

All Tender Documents are in the English language. The working language in the Tender Documents, the tender procedure itself and the performance of the agreement is English. Documents to be submitted by you must be in the English language. If the requested information is an official document that is not available in English, a Dutch or English translation must be attached in addition to the original document.

5.4 Questions, objections and information

5.4.1 Questions and objections

If you have any questions about the Tender Documents, have identified contradictions or if you wish to object to (parts of) the Tender procedure, you must make this known as soon as possible, but no later than the date specified in the planning, using the questionnaire attached as Appendix 5.

Only questions and comments that are submitted in a timely and correct manner will be answered. Answers are made by means of an anonymised Information Notice.

In the event that you wish to ask a commercial or confidential question, you may request that your question be asked individually. The Contracting Authority assesses this request. If the Contracting Authority accepts the request, the response will not be published and will only be sent to you. If the Contracting Authority cannot or may not answer the question individually, you are requested to ask the question by using the questionnaire attached as Appendix 5 and the question will be answered in the Information Notice.

Please note:

If there are any contradictions, ambiguities or imperfections in the Procurement Documents, the Entrepreneur must report this as soon as possible - in any case before the closing date of the last round of questions. The Contracting Authority expects economic operators to adopt a proactive attitude so that the Contracting Authority can effectively repair the Procurement Documents. If the entrepreneur does not report contradictions, ambiguities or imperfections or does not report them in time, the right to complain about them and/or raise objections at a later time lapses. If, after taking note of the Information Notice(s), the economic operator still believes that there are contradictions, ambiguities or imperfections, he/she must submit a complaint to the Contracting Authority. See the complaints procedure in section 6.2. If the Economic Operator believes that the complaint has not been dealt with satisfactorily, he/she must initiate summary proceedings at least five (5) calendar days before the closing date for the submission of the Tender by serving a summons on the Contracting Authority, failing which it will be forfeited.

By submitting a Request to Participate, you agree to all the terms and conditions of the Procurement Procedure and the related documents.

In the event of any discrepancies between the Information Notice(s) and this Guideline (including annexes), the most recent Information Notice shall prevail.

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5.4.2 Information meeting

The Contracting Authority shall organize an information meeting. The date is set out in the schedule set out in section 5.1 of this guideline. The information meeting takes place via Microsoft Teams and an invitation is sent after registration.

During this meeting, an explanation is given of the assignment and the procedure of the tender. You will also receive tips that can help you submit a (form) error-free Request to participate. A report of the meeting in the form of a PowerPoint presentation will be published as soon as possible after the information meeting. Substantive questions are answered by means of an anonymised Information Memorandum.

Interested parties must register via the TenderNed messaging module for the information meeting on **1 October 2026 starting 14:00 and ends at 15:30 CET**. This message must include:

- Name:
- Job title:
- Email address:

The attendee(s) will receive a Microsoft Teams invitation at the provided email address(es).

If you wish to register multiple attendees, please include the name, job title, and email address for each person in the same message in TenderNed.

You can register for this information meeting until **30 September 2026, 23:59 CET**, allowing us sufficient time to send out the Teams links to all registered participants.

5.5 Suspension / termination of tender

The Contracting Authority reserves the right to suspend or terminate the procurement procedure at any time. A reason for breaking off may be, for example, that political support and/or funding is lost. You will receive a message from the Contracting Authority about the suspension or termination of the procurement procedure. In exceptional cases, there may be a tender cost allowance upon termination. In that case, the Contracting Authority will contact you.

5.6 Expense reimbursement

The Contracting Authority shall have a tender cost allowance available to meet the costs of supplying temperature sensors in the award phase to the Tenderers who are not awarded the contract. More information about this will be included in the award guidelines.

5.7 Confidentiality

Any information you receive from the Contracting Authority during this procedure must be treated confidentially and may not be disclosed to third parties.

This does not apply to information that is already publicly available or to information that is required to be disclosed due to a legal obligation. Of course, you may provide confidential information to your employees, advisors or contractors, possibly under the imposition of a confidentiality clause.

Conversely, the Contracting Authority will treat your Request to participate and any subsequent Tender as confidential, unless the information is required to be disclosed on the basis of a legal obligation.

The confidentiality referred to in this paragraph will also be maintained if the tendering procedure does not lead to the conclusion of an agreement.

The exchange and data processing of personal data during the tender process is carried out in accordance with the General Data Protection Regulation (GDPR).

The intellectual property of the Procurement Documents is vested in the Contracting Authority.

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5.8 Assessment of you and your Request to participate

Assessment of the Candidate and the information/documents submitted by the Candidate will take place step by step.

Step 1. In the first step, the Contracting Authority shall check whether one or more of the following situations arise:

- The Request to participate was not submitted via the online tendering platform TenderNed or not on time;
- The requested information and documents have not been provided, or have not been provided in full, with reservations, under conditions or incorrectly;
- the Request to Participate was not submitted with the correct documents or the Applicant changed the documents provided;
- the Self-Declaration is not signed by the legally authorised person(s);
- The requested information was not submitted in the prescribed language.

If one or more of the above situations occur, your Request to Participate will be declared invalid. An invalid Request to Participate will not be reviewed and set aside.

If you have not validly signed the Self-Declaration, but another document such as an offer letter has, this is no reason to declare the Registration invalid. The signature under the cover letter therefore counts as signing the Self-Declaration.

Step 2. In the second step, the Contracting Authority assesses the grounds for exclusion and requirements as set out in Chapter 2.

Step 3. The third step of assessment is about the further selection criteria, which are included in Chapter 4.

The Contracting Authority may ask you to clarify your Request to Participate or give you the opportunity to rectify minor defects. You will usually be given a maximum of five (5) working days to do so.

5.9 Award criterion and sub-award criteria

Selected Candidates will be invited to submit a Tender in the Award Phase. Tenders will be assessed on the basis of the award criterion of best price/quality ratio.

Award criteria		Weighting
Quality , consisting of:		
Quality: - Conformity with Program of Requirements; - The sensor: service life, modularity, data processing and diagnostics; - Delivery, maintenance and support: delivery time, maintenance, software and firmware updates, calibration, repair and support; - Innovation and sustainable cooperation.	Maximum 450 points	45%
Lab-tests	Go/no go	Knock-out criterium
Pre-validation	Maximum 450 points	45%
Price	Maximum 100 points	10%
Total points to be earned	Maximum 1000 points	100%

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6 LEGAL PROTECTION

You can submit a complaint during the duration of the tender procedure if you do not agree with the tender procedure or the selection decision.

6.1 Contact person

Before submitting a complaint to the complaints hotline, you must first use the questions module to make your complaint known to the contact person of the Contracting Authority. If you believe that the response of the Contracting Authority is not satisfactory, you can submit a complaint to the complaints hotline.

6.2 Complaints hotline

- During the procedure, you can submit a complaint to the complaints hotline, e-mail address: klachten.inkoop@minienw.nl with a message in cc to victor.vander.wal@minienw.nl and destiny.medina@minienw.nl. You must clearly and substantiate which aspect of the tender your complaint relates to. We ask you to indicate the following in your complaint:
- name and contact details of your company; name and reference of the present call for tenders;
- a description of the complaint and your request with a proposal for a solution;
- any additional annexes.

The complaint will be dealt with as soon as possible by an independent expert within the Ministry of Infrastructure and Water Management.

6.3 Committee of Procurement Experts

If you do not agree with the complaint handling of the complaints hotline, it is possible to submit the complaint to the Committee of Procurement Experts. For more information on the Commission's working methods, please visit www.commissievanaanbestedingsexperts.nl. A complaint does not lead to the suspension of the procedure.

6.4 Summary proceedings

If you object to the selection decision, you must institute summary proceedings within a period of twenty (20) calendar days after the notification of the selection decision has been sent. This must be demonstrated by the sending of the initiation of summary proceedings by serving a summons to the Contracting Authority to the contact person of this tender. In that case, the Contracting Authority will suspend the procurement procedure until a judgment has been rendered in summary proceedings.

The period of twenty (20) calendar days is an expiry period. This means that if you do not file summary proceedings during this period, your rights to appeal against the selection decision will lapse. If no Candidate has filed summary proceedings within the aforementioned period, the Contracting Authority is free to start the next phase of this tender by making the award guidelines available to the selected Candidates.

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DEFINITIONS AND ABBREVIATIONS

DEFINITIONS

Contracting authority

The State of the Netherlands, Ministry of Infrastructure and Water Management;

Tender documents

All documents in a procurement procedure that have been introduced into the procedure by the Contracting Authority.

Public Procurement Act 2012

Act of 1 November 2012, containing new rules regarding tenders, Stb. 2012, 313, as last amended on 22 June 2016, Stb. 2016, 241 (i.w.tr. 01-07-2016).

Combination

Partnership of entrepreneurs formed with the aim of providing the supplies and/or services requested in this tender. A Combination shall submit one joint Request to Join/Enrolment.

Self-declaration

A statement as referred to in Article 2.84, first paragraph of the AW.

Candidate

An entrepreneur who has requested to be admitted to the procedure when applying the competitive dialogue.

Information note

Document containing the answers to questions from Candidates and Tenderers, and/or any clarifications of the Tender Documents. The Information Memorandum is an integral part of this tender.

Program of requirements and wishes

Appendix containing requirements and wishes with regard to the requested delivery(s) and/or service(s). An Entry that does not meet a requirement is invalid.

Selection criteria

The requirements and conditions used by the Contracting Authority to assess whether a company is suitable for the contract and to arrive at a ranking for the dialogue and award phase.

Request to participate

A Request to participate submitted by a Candidate on the basis of the selection guidelines as published on TenderNed.

Waiting room agreement

An agreement that the Contracting Authority concludes with the party that finished second and/or third in the tender.

ABBREVIATIONS

GDPR	General Data Protection Regulation
AW	Public Procurement Act 2012
ESPD	European Single Procurement Document (Self-Declaration as referred to in Article 2.84, first paragraph AW)

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7 Appendices

7.1 Appendix 1 General Government Procurement Conditions

7.2 Appendix 2 European Single Procurement Document

7.3 Appendix 3 Model Reference Commands

7.4 Appendix 4 Model Warranty

7.5 Appendix 5 Model Questionnaire