



ENEXIS
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MARKET CONSULTATION

Threat Intelligence Platform

20 October 2026

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1. GENERAL

1.1 Why a market consultation?

Before (potentially) publishing a tender, we start with a market consultation.

The purpose of this market consultation is:

1. Gathering information

We want to gather information on available products, services, technologies and/or market practices. This will help us develop our procurement strategy and formulate clear specifications and requirements.

2. Gaining insight into the market

This allows us to better analyse the market structure, identify potential suppliers and assess whether there is sufficient competition and capacity in the market.

3. Receiving feedback

From the market on possible solutions, risks, costs and other relevant aspects. This helps us refine our project plan and identify potential challenges.

4. Promote dialogue and cooperation between Enexis and the market

It enables both parties to communicate openly, ask questions and discuss possible solutions. This leads to a better understanding of each other's needs and finding innovative solutions.

In short: through this market consultation, we hope to maximise the value and effectiveness of our anticipated tender.

1.2 Our Communication Platform: TenderNed

We use the TenderNed platform for the publication of our market consultations, tenders, the submission of Tenders and all information that is further exchanged during a tender. If you have any questions about the use of TenderNed, please contact the service desk:

- Telephone: 0800-TenderNed (0800-8363376).
- E-mail: servicedesk@TenderNed.nl.
- Website: You can also check the extensive Frequently Asked Questions (FAQ) on the website for quick answers.

2. DESCRIPTION OF THE SITUATION

2.1 Background

At Enexis we are improving the maturity of our Security Operations Centres (SOC). We have both a dedicated IT- and OT-SOC. These SOC's share a common Cyber Threat Intelligence (CTI) program. As the world around us is changing rapidly, and the cyber threat landscape changes just as quickly, we want to supply our CTI team with the tools needed to keep track of this fast-changing environment.

2.2 Current situation

The CTI team consists of 4 SOC analysts with CTI as their focus area. This is a 50/50 effort between both SOC's. As the quality of their work improves, and the amount of sources the CTI team wants to combine grows rapidly, the need for a platform that serves as their central workplace grows as well.

2.3 Desired situation

Enexis wants to provide its CTI team with a platform which enables them to go through the entire intelligence lifecycle without needing to switch tools as much as possible. As we focus on automation within our SOC's, we also strive to a high level of integration with other security tooling and are looking for (near) complete integration with feeds from external threat intelligence providers. While we aim to embrace new technologies like AI, we do want to focus on improving analyst skills. This is why we

view AI as a “nice to have” that can improve productivity, but don’t see it as a focal point for new security tooling we onboard.

We consider our future Threat Intelligence Platform (TIP) to be the central workspace for our CTI analysts.

3. QUESTIONS ENEXIS

As an outcome of the consultation, responses are requested to as many of the questions below as possible. We ask you to provide well-reasoned answers and keep your answers concise in order to make them easier to process. If you include annexes, please describe as much as possible in concrete terms which passages of the annexes you refer to and why.

In your written response, in addition to answering the questions, we would like to receive the name and brief description of your company.

Questions to the suppliers:

1. What deployment models does your TIP offer?
2. What is the licence model for your TIP (seats, integrations, deployment models, etc)? We are currently considering SaaS or Cloud deployments but we’d like to get a complete picture of what options are available and their impact on pricing.
 - a. If there is a pricing difference between deployment options, could you elaborate?
 - b. Can you provide a ball park figure of the one-off and recurring yearly costs?
3. What Threat Intelligence Providers can your solution natively integrate with?
4. How can your solution support the analyst in data-deduplication between multiple intelligence sources?
5. How can your solution support the analyst in structuring non-technical (IOC) data (eg: Threat-actor reports, incident writeups or governmental publications)?
6. How does MITRE ATT&CK integrate with your solution?
7. How does your solution support other SOC functions (threat Hunting, detection engineering, etc)?
8. What SIEM/SOAR solutions can be (natively) integrated into your solution?
9. Can your solution integrate with MISP, and if so, how?
 - a. What (IOC) standards does your solution support (e.g. TAXII, STIX)
10. Can your solution be used to create reporting and briefings? If so:
 - a. Does your product support custom layouts?
 - b. Does your product support TLP protocol and can your product support custom data-markings (eg: Enexis Confidential)?
11. How does your solution support the intelligence lifecycle?
12. What training can be offered to our analysts so they can effectively utilize your product?
13. What do you consider to be an appropriate term for the contract, taking into account Enexis situation and the best possible commercial terms?
14. Our Enexis Purchasing Conditions 2025 apply: www.enexisgroep.com/media/r1vpeasl/enexis-purchasing-conditions-2025.pdf.
Are these terms and conditions (in general) acceptable to you? Which supplier terms and conditions would you like to apply? (financial, legal, operational, etc.)

15. What qualitative award criteria would you advise us to use to highlight the differences between suppliers?
16. What further information do you need in order to submit a suitable proposal?

4. PROCEDURE MARKET CONSULTATION

4.1 Planning

Step	Topic	Dates
1	Publication Market Consultation and invitation of the suppliers	20-10-2026
2	Deadline for submission of questions following consultation paper	29-10-2026
3	Publication Memorandum of Information	04-11-2026
4	Deadline for submission of written response to consultation paper	11-11-2026
5	Optional: follow up discussion sessions	Week 47 & 48

4.2 The process

Ask questions

During this market consultation, you can request further information in TenderNed. By clicking on 'Questions and Answers' in TenderNed, you can ask your questions. This can be done no later than the date referred to in paragraph 4.1.

Questions will not be answered in substance if, for example, the following cases apply:

- the question is not relevant to this market consultation and/or possible assignment;
- answering the question is (potentially) contrary to procurement regulations, including procurement principles (such as the principle of equality).

Responses to the market consultation paper

You will submit the answers to our questions via Mercell. It is possible that one or more questions will be added in the Memorandum of Information to which a response from you is requested. In that case, these additional questions will also be included on Mercell.

Follow up discussion sessions

Once responses to the market consultation have been received, Enexis will consider holding face-to-face meetings with a selected number of market participants. Enexis decides which parties are invited to these sessions.

After the market consultation

The results of this market consultation will be taken into account in determining the final strategy and, where necessary or possible, in drafting the tender documents. If Enexis decides to launch a tender, we will prepare a summary of the responses received in this market consultation. We will publish this together with the remaining tender documents.

4.3 Legal aspects

1. This consultation is not a call for competition in any (European) tender, nor does it seek to achieve (pre)selection of (market) parties.
2. Parties are free to participate or not in the market consultation. Participating does not give the party concerned a better or worse position compared to a party not participating.
3. The information described in this document is non-binding and preliminary.
4. With regard to information that can be traced to an individual participant in the consultation, Enexis shall observe confidentiality.
5. Enexis shall ensure that a level playing field is guaranteed. No information will be shared on the basis of which one or a few parties could gain a relevant knowledge advantage with regard to the tender. Enexis will include all relevant information relating to the tender in the tender documents. If necessary, this information will first be anonymised.
6. The participant in the consultation agrees that the information not covered by confidentiality as referred to under point 4 may be used and disclosed in the context of a European Tender to be held (or possibly to be held).
7. Costs incurred by you for this market consultation will not be reimbursed.

By participating in this market consultation, you agree to the above legal conditions and what is further described in this consultation document