# Market Consultation – Accompanying Document

Exploration of the options available for:

**GENETIC ANALYSES OF WOLF DNA**

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# CHAPTER 1 INTRODUCTION

## 1.1 Background to the market consultation

This market consultation is being conducted in advance of a possible tender procedure, but does not form part of that procedure. BIJ12 wishes to explore the options available on the market for carrying out genetic analyses of traces left by wolves.

The objective of the tender procedure is to award a contract to one or more parties to carry out genetic analyses and/or post mortem examinations for the purpose of monitoring wolves and awarding compensation for livestock depredation, for a period yet to be determined. Depending on the outcome of this market consultation, the intended term of a framework agreement may range from 12 to 48 months.

The purpose of this market consultation is to establish whether there are parties willing and able to participate in such a tender procedure and to gather the information required from the market.

The information gathered through this market consultation may be used to inform subsequent decision-making regarding the tender procedure.

All companies are warmly invited to contribute their views. No rights may be derived from participation in or contributions to this market consultation.

## 1.2 Guide to this document

This document is intended for interested parties. It explains the market consultation process and sets out a number of questions that BIJ12 wishes to put to interested market parties.

Chapter 2 describes the purpose, procedure, schedule and conditions of the market consultation.

The questions that BIJ12 wishes to put forward during this market consultation are included in the appendices.

# CHAPTER 2 APPROACH, PURPOSE, SCHEDULE AND CONDITIONS

## 2.1 Approach to the market consultation

The consultation consists of a written part and an oral part (held at the premises of participating parties or via Microsoft Teams). Interested parties can familiarise themselves with the contract on the basis of the appendices accompanying this document.

BIJ12 has drawn up a number of questions. These questions are included in Appendix A to this document. This appendix also serves as the response form in which interested parties can provide their answers. Under this procedure, interested parties may submit written questions before submitting the response form. The deadline for doing so is set out in the schedule below.

Parties that have provided substantive responses to the questions, and have indicated that they would welcome a meeting with BIJ12 for further explanation and discussion, may be invited by BIJ12 to a bilateral consultation meeting. The project team will determine at a later stage how many and which parties will be invited. BIJ12 appreciates the efforts made by interested parties to take part in this consultation,but cannot commit itself in advance to responding individually to every submission. BIJ12 also does not reimburse any costs related to this consultation.

## 2.2 Target group for the market consultation

Through this market consultation, BIJ12 directly addresses market parties that are interested in carrying out the project.

## 2.3 Market consultation schedule

| Activity | Date and time (CET) |
|---|---|
| Publication of the market consultation notice and the market consultation document, including appendices, on TenderNed and e-mail | 5 November |
| Deadline for participating parties to submit questions | 10 November before 17:00 |
| Responses to questions received | 17 November |
| Submission of responses by parties (via the messaging module on TenderNed or e-mail) | 27 November before 17:00 |
| Bilateral consultation meetings with parties | Week 50 – 2026 |
| Publication of the market consultation report | Week 2 – 2027 |

## 2.4 Market consultation report

Following the market consultation, BIJ12 will prepare a final report that will be published on TenderNed. The report will provide an aggregated, high-level overview of the information and insights obtained in relation to the various components of the project. The information obtained by BIJ12 will be presented in the market consultation report in anonymised form only. Commercially sensitive or confidential business information will not be published. For the sake of transparency, a list of participants in the market consultation will be appended to the report.

### 2.5 Conditions of the market consultation

The following conditions apply to this market consultation:

1. Participation in the market consultation is entirely voluntary and non-binding for all parties involved;
2. Participation in the market consultation will not, in any way, place a party in an advantaged or disadvantaged position vis-à-vis other parties in the tender procedure;
3. Parties may not derive any rights from the information provided for the purposes of the market consultation;
4. Claims regarding the internal use of information or confidentiality, or requests for compensation in connection with the market consultation, will not be accepted;
5. Information provided in the context of the market consultation may differ from the information provided during the tender procedure;
6. BIJ12 is not bound by the outcomes of the market consultation;
7. No compensation will be paid to participants in this market consultation;
8. This market consultation document has been prepared solely for the purposes of this market consultation;
9. Neither this document nor participation in or contributions to the market consultation constitute an invitation to tender for the European tender procedure(s) relating to this project, nor may any rights be derived from them;
10. BIJ12 reserves the right to amend the schedules set out in this document in the interim;
11. This market consultation will be conducted exclusively in Dutch and/or English.

By participating in this market consultation, parties indicate their unconditional agreement to these conditions.

### 2.6 Market consultation contact details

BIJ12 coordinates the market consultation. BIJ12 staff should not be contacted directly. BIJ12 does not welcome unsolicited sales approaches in connection with this market consultation.

### 2.7 Correspondence

All correspondence must be conducted via TenderNed or by email to inkoop@bij12.nl. This means, among other things, that:

a) All documents will be made available free of charge in digital form via TenderNed or email;
b) Questions must be submitted using the questions and answers function on TenderNed or by email to inkoop@bij12.nl;
c) The market consultation questionnaire may only be submitted digitally via the messaging module or by email to inkoop@bij12.nl;
d) In principle, all further correspondence must also take place via the TenderNed messaging module or by email to inkoop@bij12.nl;

To make optimal use of the functionality offered by TenderNed, it is important that tenderers ensure their organisation is correctly registered and that, among other things, the appropriate authorisations for this tender procedure are granted to the relevant individuals. Registration is a one-time process and is free of charge.

Please note: A company will only receive certain automatic notifications, for example when the contracting authority adds tender documents, if it has clicked the green "Keep me informed about this tender" button in TenderNed. Simply downloading the tender documents is therefore not sufficient.

A wide range of guidance documents is available at www.TenderNed.nl/voor-ondernemingen/ondersteuning. If businesses experience technical problems or have questions about how TenderNed works, they should contact the TenderNed service desk directly, not the contracting authority. The service desk is available on working days from 08:30 to 17:00 at 0800-TenderNed (0800-8363376) or servicedesk@TenderNed.nl.[www.TenderNed.nl/voor-ondernemingen/ondersteuningservicedesk@TenderNed.nl](www.TenderNed.nl/voor-ondernemingen/ondersteuningservicedesk@TenderNed.nl)

# CHAPTER 3 DESCRIPTION OF THE CONTRACT AND PROBLEM STATEMENT

On behalf of the provincial authorities in the Netherlands, BIJ12 coordinates two main wolf related tasks:

- Monitoring of the Dutch wolf population in view of its status as a protected species, as laid down in European legislation and regulations;
- Awarding compensation for livestock depredation caused by wolves.

The information obtained through the above activities is also used by the provinces to shape their policies on wolves.

In recent years, BIJ12 has outsourced the work arising from these activities to the market through a tender procedure. A new tender procedure will take place in 2027. In doing so, BIJ12 wishes to make optimal use of the existing knowledge and expertise available on the market, as well as any new or innovative scientific and technological developments.

## 3.1 Purpose

BIJ12 wishes to contract one or more parties capable of using genetic analysis of non-invasive and/or invasive samples to determine:

- Whether these samples contain wolf DNA (preferably in a way that also provides an indication of the population of origin based on haplotype) (species identification)
- Which individual wolf the sample originates from, including determination of sex (individual identification)

In addition, BIJ12 would like to arrange for:

- Performing post-mortem examinations and/or ecological research on deceased wolves

Subject to agreement with the contractor(s), the contract may also include support with the communication with third parties and/or contributions to training and knowledge sharing with BIJ12 staff, livestock depredation assessors and/or monitoring volunteer.

## 3.2 Nature of the contract

The contract covers genetic analysis of samples collected by BIJ12 or by parties contracted by BIJ12. These include:

- Non-invasive type I samples (faeces, hair or blood);
- Non-invasive type II samples (swabs of mucus traces);
- Invasive samples (tissue, blood or bone);

Given the high mobility of wolves, it is preferable that the results of the genetic analyses are internationally interoperable with those of other European countries.

In addition, deceased wolves are subject to post mortem and ecological examinations. to determine the cause of death, and at least age, sex, reproductive status and, possibly, diet choice. Biometric measurements are also taken.

To make the best possible use of the specific knowledge and capabilities of market parties, the activities are divided into the following components:

*Genetic analyses*

| Component | Type of analysis | Type of sample | Analysis frequency and number of samples | Remarks |
|---|---|---|---|---|
| 1 | Species identification for monitoring purposes | Non-invasive type I samples | Four times a year, approx. 150–200 samples from monitoring activities | |
| 2 | Species identification to assess livestock depredation cases | Non-invasive type II samples | Monthly, approx. 200–300 samples relating to livestock depredation | |
| 3 | Species identification for monitoring purposes | Invasive samples (deceased wolves) | Approx. 50 samples spread throughout the year | Periodic analysis frequency to be determined (e.g. four times a year) |
| 4 | Individual identification for monitoring purposes | Non-invasive type I samples | Four times a year, approx. 150–200 samples from monitoring activities | Further division of work possible in cooperation with another laboratory |
| 5 | Individual identification for monitoring purposes | Non-invasive type II samples | Four times a year, approx. 300–350 samples relating to livestock damage | Further division of work possible in cooperation with another laboratory |
| 6 | Individual identification to assess problem wolves in relation to livestock depredation within fenced areas | Non-invasive type II samples | Approx. 200 samples spread throughout the year | Periodic analysis frequency to be determined (e.g. four times a year). From 2027 the number of samples may inmcrease. |
| 7 | Individual identification for monitoring purposes | Invasive samples (deceased wolves) | Approx. 50 samples spread throughout the year | Periodic analysis frequency to be determined (e.g. four times a year) |
| 8 | Individual identification to assess problem wolves in relation to livestock depredation | Invasive samples | Urgent analysis | This analysis must be carried out as soon as possible |
| 9 | Species and individual identification in case of wolf–human interactions | Non-invasive type I and/or type II samples, in some cases | Urgent analysis | This analysis must be carried out as soon as possible |

| | | | | |
|---|---|---|---|---|
| | | invasive samples | | |
| 10 | Species and individual identification in case of wolf–dog interactions | Non-invasive type I and/or type II samples, in some cases invasive samples | Urgent analysis | This analysis must be carried out as soon as possible |
| 11 | Determination of the level of hybridisation to detect wolf–dog hybrids | (Non-)invasive samples | Once a year, approx. 50 samples | Optional |
| 12 | Interpretation of laboratory results | | Depending on the numbers and frequency of components 1 to 10 | In this case, identification of individuals (in bulk) will be carried out by another laboratory, and you will interpret and contextualise the results |

*Deceased wolves*

| **Component** | **Type of analysis** | **Type of sample** | **Analysis frequency and number of samples** | **Remarks** |
|---|---|---|---|---|
| 13 | Post mortem and ecological examination of deceased wolves | Deceased wolves | Approx. 50 individuals per year; examination upon receipt of a deceased wolf | For genetic identification of species and individual |

*Other*

| **Component** | **Type of analysis** | | **Analysis frequency and number of samples** | **Remarks** |
|---|---|---|---|---|
| 14 | Training for livestock depredation assessors and monitoring volunteers | N/A | Three times a year | |
| 15 | Supply of DNA sampling kits | | | Optional |

The contracting authority wishes to gain insight into various topics by putting a series of questions to the market. The aim is to prepare tender documents that are aligned with what the market has to offer.

The document included as Appendix A (Excel file) is intended to be used as the response form for this market consultation. Having reviewed the documents provided to you, we ask you to answer the questions set out in it. In accordance with the schedule set out in Section 2.3, your answers may be submitted via the TenderNed messaging module or by email to inkoop@bij12.nl. In the messaging module, you can upload your answers in the Excel file (not as a PDF). When submitting your answers, we ask you to indicate which component in the table above your answers relate to. Your comments and/or additions may cover a range of subjects and may relate to any aspect of the contract, including financial, organisational, practical, technical and legal matters, as well as scheduling matters such as lead times and sequencing.

The information obtained by BIJ12 will be presented in the market consultation report in anonymised form only. Commercially sensitive or confidential business information will not be published (see section 2.4.) but only used internal for the preparations of the Tender.