

Selection Guidelines
for the European Tendering Process
in accordance with the 'Competitive Dialogue' procedure
for
Aircraft Rescue and Firefighting Vehicles
(Crash Tenders)

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1 DEFINITIONS

The following definitions are used in these Selection Guidelines:

Agreement	The agreement to be signed between the Contracting Party and the Contractor following the award of the Assignment, the draft version of which constitutes part of the Invitation to Tender.
Appendix(x)(ces)	Appendices to these Selection Guidelines.
Application	The Candidate's application/request to participate in the Tendering Procedure based on these Selection Guidelines.
ARN2016	<p><i>"Aanbestedingsreglement Nutssectoren 2016"</i>:</p> <p>Special sector companies in the Netherlands with their core business in the water, energy, transport and postal services, referred to as the "utilities business", are legally obliged to award contracts under the provisions of the AW2012. Schiphol Group is one of these special sector companies. Together, these special sector companies have identified common procurement rules; the Tendering Regulations for the Utilities Sectors (ARN2016). Those regulations apply to this tendering procedure. A digital copy of the ARN2016 will be provided as Appendix 1 to the publication of these Selection Guidelines.</p>
Assignment	The subject of the Tendering Process as described in greater detail in Chapter 3 of the Selection Guidelines.
AW2012	The Dutch Public Procurement Act 2012 (last update in 2016) that applies to this Tendering Procedure.
Candidate	A legal entity that submits an Application in compliance with the requirements as referred to in the Selection Guidelines.
Contracting Party	NV Luchthaven Schiphol (Schiphol Group), acting as representative of Amsterdam Airport Schiphol (Schiphol Nederland BV, SNBV), and possibly also Lelystad Airport (LA) and Rotterdam The Hague Airport (RTHA, also known as Rotterdam Airport BV, RABV). There is also a chance that Groningen Airport Eelde (GAE) will join the Tendering Process as well. If GAE will join the tender GEA will be a second contracting party.
Contractor	The Tenderer to whom the Contracting Party awards the Assignment based on the Tender with the best price-quality ratio.
Core Competency	Knowledge, experience and skills required for an essential part of the Assignment.
Exclusion Criteria	Exclusion Criteria as stated in these Selection Guidelines.
Invitation to Tender	An invitation issued by the Contracting Party to the selected Candidates to participate in the tender and award phase and to submit a Tender.

Lots	Simultaneously yet separately awarded sections of a contract, service or homogeneous delivery.
Minimum Requirements	Minimum Requirements as referred to in Article 8 of the ARN ²⁰¹⁶ .
Project/Service	The Project/Service as described in these Selection Guidelines.
Reference	A reference project, used by the Candidates to prove that they comply to the Minimum Requirements and/or the Selection Criteria as referred to in Article 2.92a AW2012.
Reserve Contractor Agreement	An agreement with the party ranked in second place in the results of the award phase, who will be eligible to supply the assignment in the event that the party in first place is unable to fulfil their obligations. This agreement will establish that the Tender (tender and contents of the contract) will be maintained for a specified period.
Selection Criteri(on)(a)	The criteria specified in the Selection Guidelines for the purposes of further selection of Candidates, which comply with the Minimum Requirements and to which the Exclusion Criteria do not apply.
Selection Guidelines	This document, which contains, amongst others, a brief description of the Services requested, the Tendering Procedure, the Exclusion Criteria, the Minimum Requirements and the Selection Criteria.
SNBV	Schiphol Nederland B.V., acting as representative of the other airports (Lelystad Airport (LA) and Rotterdam The Hague Airport (RTHA)) within NV Luchthaven Schiphol.
Syndicate Members	Members of a Syndicate (collaboration).
Syndicate	A collaborative venture between businesses as referred to in the ARN ²⁰¹⁶
Tender	The Application to be submitted by the Tenderer during the tender and award phase of the Tendering Process.
Tenderer	A Candidate who submits an Application and is selected by the Contracting Party to participate in the tender and award phase.
TenderNed	An electronic platform used for the execution of this European Tendering Process.
UEA	<p><i>"Uniform Europees Aanbestedingsdocument"</i>:</p> <p>The document for the declaration of the self-declaration as referred to in art . 3.64 jo. 2.84 AW2012 . A digital copy of the application form will be provided as Appendix 2 to the publication. This UEA document is also available in the Tendered application and is available in multiple languages.</p>

2 INTRODUCTION

2.1 Organisation and Background

N.V. Luchthaven Schiphol conducts its activities under the name Schiphol Group. Schiphol Group's primary activity is the operation of Amsterdam Airport Schiphol, although it is also the owner and operator of Rotterdam The Hague Airport and Lelystad Airport, and has a majority holding in Eindhoven Airport as well.

Schiphol Group's mission is Connecting the Netherlands: Permanently connecting the Netherlands to the rest of the world in order to contribute to prosperity and well-being in this country and elsewhere; Connecting to compete and to complete. We conduct our domestic and international operations in a balanced manner, and in doing so reflect our key values: reliability, efficiency, hospitality, inspiration and sustainability.

Schiphol Group has formulated *five long-term themes* to guide its strategy.

Top Connectivity

We want to service a comprehensive network of connections both in the air and over land. Sufficient capacity will be indispensable.

Excellent Visit Value

We want to be an airport that appeals to travellers, airlines and all other businesses and partners in and around Schiphol.

Competitive Marketplace

We aim to create a favourable climate for business, so that Schiphol can grow into a world-class location to work, do business and spend time.

Development of the Group

This relates to the development of our own organisation. We do this by means of investment in human capital, creating links between Mainport Schiphol and regional airports, and through our international participations and partnerships.

Sustainable and Safe Performance

This relates to two of the core principles that affect everything we do: safety and sustainability.

Schiphol Nederland BV

Amsterdam Airport Schiphol is a part of Schiphol Group. Amsterdam Airport Schiphol operates under the name of Schiphol Nederland BV (SNBV) and is the largest airport in the Netherlands.

Schiphol Nederland BV, together with its home carrier KLM, the other airlines and its business partners, has developed Schiphol into Europe's preferred airport and is proud of the fact that time after time, passengers rate Schiphol highly and consider it a preferred point of departure or transfer. Schiphol Nederland BV aims to be and remain Europe's preferred airport: the airport that is highly valued for its quality, capacity and vast network of destinations.

As one of the main hub airports in Europe, Schiphol facilitated 451,000 air transport movements in 2015, and the number of passengers transported rose to nearly 58 million, an increase of 6.0% compared to 2014. In addition, 1.6 million tonnes of cargo were processed. From Schiphol, passengers can take direct flights to 322 destinations.

We operate Schiphol as an Airport City: a dynamic metropolitan area offering passengers and airlines all the services they need, 24 hours a day. The Schiphol site alone accommodates some 500 companies that provide jobs for approximately 65,000 employees.

Rotterdam The Hague Airport

The ambition of Rotterdam The Hague Airport (RTHA) is to be the best regional airport in the Netherlands and to be amongst the best of its kind at the European level. Rotterdam The Hague Airport aims to be a shining portal to the cities of Rotterdam and The Hague and the surrounding regions. In concrete terms, this means that in addition to expanding the number of flight destinations, a large-scale redevelopment of the airport grounds is currently underway.

Rotterdam The Hague Airport contributes to the international accessibility of the Netherlands by increasing the availability of direct connections with cities and regions in and bordering Europe which are economically relevant (and thus also attractive to tourists). This is important to the south-east of the Netherlands, the southern wing of the Randstad and in particular the metropolitan region of Rotterdam-The Hague, and complements Schiphol's network of destinations.

In 2015, Rotterdam The Hague Airport facilitated 50,834 flights, of which 21,605 were in the large-aircraft (>6 tonne) category. The number of passengers to travel via Rotterdam The Hague Airport in 2015 was 1,692,000 (a slight increase on 2014).

Lelystad Airport

At the moment, Lelystad Airport is the largest airport in the Netherlands for general aviation. It is an ideal location for flying lessons, scenic flights, aircraft hire, aircraft maintenance and scores of other activities. A total of 18 people work at Lelystad Airport itself, while 300 people work in the entire airport grounds.

To sustain and bolster Schiphol's economic function, it has been agreed to selectively develop Lelystad Airport in the period up to approximately 2043. Development plans for Lelystad Airport entail building the required infrastructure and facilities in phases. The business plan established by Schiphol Group and Lelystad Airport provides for phased growth in two stages, with the first stage realising an increase to 25,000 air transport movements and the final stage realising an increase to around 45,000 air transport movements with passenger aircraft. Based on the growth forecast for Schiphol, the renovated Lelystad Airport must be operational by 2018.

More information on Schiphol Group can be found at www.schipholgroup.nl.

Groningen Airport Eelde

Over the next ten years, within the scope of its mission to 'connect worlds', Groningen Airport Eelde wants to develop itself into an important link in the international accessibility of the northern region of the Netherlands. The realisation of the runway extension in 2013 created the conditions for further growth of air traffic at Groningen Airport Eelde.

In 2014, nearly 200,000 passengers travelled to or from Groningen Airport Eelde and 38,951 air transport movements were registered (including 2,000 line and charter flights, as well as a great deal of flying lessons in particular).

3 ASSIGNMENT - REPLACEMENT CRASH TENDERS PROJECT

Based on international and national legislation (ICAO, EASA and RVGLT) the airports within Schiphol Group and Groningen Airport Eelde are obliged to facilitate aircraft firefighting. For this purpose, the airports have their own fire services. The Safety, Environment & Fire Brigade (A/SSE/SEF) Department is responsible for firefighting on the airport grounds of Schiphol.

At the moment, Schiphol is facilitating multiple ICAO Aerodrome Category 10 (Cat. 10) aircraft (length of 76-89m, maximum fuselage width of 8 metres). These aircraft at Schiphol are the A380 and the B747-800. In 2014, the number of air transport movements of Cat. 10 aircraft amounted to between 36-46 per week. It is expected that the number of air transport movements of Cat. 10 aircraft at Schiphol will increase to 150-185 per week by 2020.

Rotterdam The Hague Airport is classified as fire category CAT 7, and in the event of aircraft that increase the fire-risk category, the airport must be able to supply class 8 or 9 (on a 24 hours' notice). In addition, RTHA is a diversion airport for Schiphol.

Lelystad Airport is currently classified as CAT 3, but in 2018 (following expansion of the airport) and the years following, it must become CAT 7 in certain blocks. Depending on the time of day, Groningen Airport Eelde is classified as CAT 3, 5 or 7.

In order to ensure aircraft firefighting complies with legislation both now and in the future, Schiphol Nederland BV intends to replace its current fleet of crash tenders with 13 new crash tenders. Given the strategic nature of these vehicles, Schiphol Nederland BV intends to purchase them itself. The vehicles must be supplied in batches over the period April 2018 – end of 2019. A Tendering Process has been set up for this purpose, for which the selection phase is described in these Selection Guidelines.

In addition, Rotterdam The Hague Airport and Lelystad Airport have also indicated a need for new crash tenders. There is a chance that these parties will join the Tendering Process. A definitive decision on their participation will be announced in the Invitation to Tender. The same applies for the participation of Groningen Airport Eelde: this airport has also indicated the possibility that it will enter the Tendering Process.

Finally, Schiphol Group intends to centrally organise the management and maintenance of the new crash tenders in order to use them as efficiently as possible at Schiphol, Rotterdam The Hague Airport and Lelystad Airport. For this reason, Schiphol Group currently intends to purchase the same vehicles for all airports within Schiphol Group. This will enable central management of maintenance, training and consistent use of the vehicles, as well as minimisation of costs. If the decision is eventually made to purchase different types of vehicles for each airport, then this difference will be noted in the Invitation to Tender.

3.1 Project Ambitions

Based on its strategic themes, Schiphol Group has formulated the following specific ambitions for the Replacement of Crash Tenders Project:

1. At all times, the crash tenders must comply with international legislation relating to fire service coverage, with the goal of guaranteeing safe airport operations and therefore safeguarding the continuity of the operational process.
2. The crash tenders are largely an off-the-shelf product, based on proven technology as much as possible, but there is room for the implementation of innovation. They are not vehicles being designed entirely from scratch.
3. Schiphol Group wants to purchase vehicles that have been manufactured sustainably, are durable in use and for which attention has been paid to the application of reusable/recyclable materials.
4. All of the vehicles are robust, identical and equipped with the following features, amongst others:
 - a. ICAO level C fire-extinguishing foam.
 - b. Four driven axles (8x8) and other advanced functions to guarantee excellent on-site terrain mobility performance, fast emergency response times and safety to use,
 - c. Ability to penetrate aircraft fuselage.
 - d. Ability to extinguish fires in difficult-to-reach areas (e.g. via an HRET).
 - e. Functions to guarantee the safety and comfort of the firefighters.
5. The crash tender must have an LCC (life-cycle cost) that is as low as possible for a technical life cycle of at least 15 years.
6. Schiphol Group's intention is that the maintenance of the vehicles of SNBV, LA and RTHA will be conducted by the maintenance partner on the Schiphol grounds.

The airports involved expect these ambitions to result in further growth whilst maintaining and improving the perception of quality. Both now and in the future, airlines and passengers will be offered high-quality facilities in order to ensure that Amsterdam Airport Schiphol's status as Europe's preferred airport is maintained and to enable the other airports to achieve their quality objectives.

3.2 One Lot

The Assignment will be tendered based on one Lot. The Contracting Party has decided to base the Tendering Process on a single Lot in order to maintain integrality during the conduct of the Assignment. In the event that the Invitation to Tender specifies that different vehicle types (e.g. 6x6 rather than 8x8), will be purchased for different airports, then this does not mean that the Assignment will be split across multiple Lots.

3.3 Scope and Sections of the Assignment

Scope of the Assignment

The Assignment consists of the supply of at least thirteen (13) and at most twenty (20) aircraft rescue and firefighting vehicles (crash tenders). The eventual figure depends in part on a definitive decision of the other airports to join Schiphol in the Tendering Process. A definitive decision on their participation will be announced in the Invitation to Tender.

1. Schiphol (13 vehicles)
 - Nine operational vehicles.
 - Two stand-by vehicles to replace vehicles undergoing maintenance.
 - Two vehicles for training and practice (For everyday training supplemented to three vehicles by means of one of the stand-by vehicles).
2. Rotterdam The Hague Airport (3 vehicles)
 - Two operational vehicles.
 - One stand-by vehicle to replace vehicles undergoing maintenance and to supplement the two operational vehicles in the event of air traffic with a higher CAT level. This vehicle should also be present at RTHA.
3. Lelystad Airport (2-3 vehicles).
 - Two operational vehicles.
 - Maximum of one (1) stand-by vehicle to replace vehicles undergoing maintenance.
4. Groningen Airport Eelde
 - One operational vehicle.

In addition to the supply of the vehicles, the following factors are also included in the scope:

- The vehicles must include no less than a 5-year guarantee.
- The supplier (Contractor) will bear all costs of configuration-meetings and/or (mid-term) evaluations (FAT's, SAT).
- On-site training of employees in the operational service at the various airports.
- Training of the employees of the maintenance companies (Schiphol's partner company, and possibly also Groningen Airport Eelde's maintenance company).
- Supply of original/spare parts and related items for a period of 15 years.
- Guaranteed life-cycle cost for a period of 15 years.

The maintenance of Schiphol Group's crash tenders will be conducted centrally at Amsterdam Airport Schiphol by one of our partner companies. The current partner contract runs until 2018. Parallel to the Tender for the crash tenders, the assignment for maintenance of the entire fleet (including the crash tenders) will once again be put out to tender. In order to conduct an accurate calculation of the life-cycle costs, the required information will be provided to the Tenderers via the Invitation to Tender.

If Groningen Airport Eelde also joins the Tendering Process, then the relevant information relating to GAE will also be provided in the Invitation to Tender.

3.4 Assignment Schedule

The figure below gives a rough sketch of the time period within which the Tendering Process and the Assignment must be conducted. These dates are indicative and no rights can be derived from them.

Planning of the tendering procedure			
	Action	Actor	Date and time
Selectiefase	'Announcement of assignment' issued	SNBV	20-9-2016
	Announcement posted on TenderNed	SNBV	20-9-2016
	Questions regarding Selection Guidelines submitted before 17:00	Candidate(s)	3-10-2016
	Information Notice provided	SNBV	11-10-2016
	Candidate Applications submitted before 14:00	Candidate(s)	20-10-2016
	Intended Selection results announced	SNBV	14-11-2016
	Deadline for arrival of supporting documents for verification of UEA form before 12:00	Candidate(s)	25-11-2016
	Definitive Selection results announced	SNBV	6-12-2016
dialogofase	Start of dialogue round 1	both	12-12-2016
	Start of dialogue round 2	both	16-1-2017
	Submission of definitive reactions from supplier based on dialogue rounds 1 and 2	both	10-2-2017
Gunningfase	Sending of Invitations to Tender to selected Candidates	SNBV	20-2-2017
	Submission of questions based on Invitation to Tender	Tenderer(s)	7-3-2017
	Information Notice (1)	SNBV	13-3-2017
	Submission of questions based on Information Notice (1)	Tenderer(s)	20-3-2017
	Information Notice (2)	SNBV	27-3-2017
	Deadline for arrival of Tenders	Tenderer(s)	10-4-2017
	Assessment of Tenders	SNBV	1-5-2017
	Verification meetings	both	8-5-2017
	Announcement of intended award decision	SNBV	22-5-2017
	Definitive award and Assignment	SNBV	9-6-2017
	Start date of contract	SNBV / Winner	9-6-2017

The stated dates and times for the 'submission of' are fixed deadlines. Any questions submitted after the deadlines will not be processed. Any Applications that are received after the specified deadline will not be included in the assessment process.

3.5 Form and Duration of the Assignment

It is expected that the first two crash tenders must be supplied before April 2018. These first two vehicles must serve as verification vehicles and will be tested with regard to the wishes and requirements in the Programme of Requirements (PoR). If the vehicles are approved, then the production of the other vehicles can be initiated, with the supply of the vehicles taking place in batches over the period September 2018 - end of 2019.

Supply of original/spare parts for a minimum period of 15 years following delivery of the vehicles will be part of the contract conditions. The life-cycle-cost guarantee will be valid for 15 years following the delivery of all vehicles.

4 DESCRIPTION OF TENDERING PROCEDURE

4.1 Procedural Framework ARN2016

The Tendering Process will be a European Tendering Procedure. The Contracting Party expects to set a number of complex requirements for the crash tenders, and for this reason the Contracting Party wishes to employ a Competitive Dialogue to optimally benefit from the knowledge in the market in order to establish effective and definitive specifications. In this regard, during the dialogue phases the Tenderers will be given the chance to consult with the Contracting Party in order to contribute to an effective solution for the Contract Party that is technically feasible and financially interesting with regard to the market.

Firstly during this Tendering Procedure, the five most suitable Tenderers will be selected (selection phase) based on the participation Applications submitted by the Candidates. Subsequently, the selected Tenderers will be asked to individually contribute (dialogue phase) to the ideal configuration of the crash tenders for the Contracting Party. This dialogue will take place over two rounds. During these two rounds, the Contracting Party will consult with the Candidates regarding the technical aspects and a number of contractual matters.

Following the dialogue phases, the Contracting Party will provide the Candidates with a definitive Programme of Requirements (PoR). This definitive Programme of Requirements is based on the dialogues conducted with the Candidates. Here, the Candidates are asked to submit a Tender based on the Invitation to Tender sent by the Contracting Party (tender process). The Tender Process will eventually result in the award to the Tenderer with the best price-quality ratio.

This Tendering Procedure is being conducted in compliance with the 2016 Tendering Regulations for the Utilities Sectors (ARN²⁰¹⁶).

In the next paragraphs of this chapter, the Tendering Procedure is explained further.

4.2 Phases of the Tendering Process

The Competitive Dialogue comprises the following phases:

- Selection phase
- Dialogue phase
- Tender and award phase

Selection phase

During the selection phase, the Candidates' Applications are assessed based on Exclusion Criteria, Minimum Requirements and Selection Criteria, with the goal of selecting Candidates who will be invited to participate in the dialogue phase and the tender phase. The selection procedure, including the Exclusion Criteria, Minimum Requirements and Selection Criteria that will be used, is described in the next chapter of these Selection Guidelines. The goal of the selection procedure is to select a maximum of five (5) Candidates that will be invited to participate in the dialogue phase.

Dialogue Phase

The dialogue phase follows the selection of Candidates eligible for the award of the Tender. The dialogue phase consists of two rounds of discussions conducted individually with all selected parties. During the dialogue phase, the Contracting Party will consult with the Candidates regarding a number of subjects determined in advance by the Contracting Party. In addition, the Candidates will be provided with a provisional Programme of Requirements, based on which the Candidates will be asked to point out any technical discrepancies/impossibilities. The Candidates will also be given the opportunity to discuss any technical innovations that can be included. This will give the Contracting Party insight into the technical possibilities/impossibilities and enable the definitive end product and the definitive Programme of Requirements to be formulated more effectively. This increases the likelihood of a successful Tendering Procedure and the Contracting Party expects it to result in the purchase of a product that is better suited to the specific demand.

Award Phase

Following the dialogue phase, the Candidates will have the opportunity to submit a Tender. The Assignment will be awarded based on the Award Criterion of best price-quality ratio. This means that in addition to the price, quality criteria will also be a deciding factor in the award of the Assignment by the Contracting Party.

Following the award but prior to clearance being given to manufacture all vehicles, the contracted party will produce two verification vehicles (manufactured exactly in accordance with the designated specifications), that will be tested at the airports in question for a period of three months. If the test results are successful, then the supplier will be given clearance to supply the rest of the vehicles. However, if the verification vehicles do not comply with the specified requirements, then the Agreement can be terminated by the Contracting Party. In that case, the Reserve Contractor Agreement concluded between the Contracting Party and the second-ranked Tenderer could come into effect.

4.3 Preconditions

Language

English will be official language during the entire Tendering Procedure.

Note: all mentioned laws and law articles mentioned in this guideline or elsewhere during the procedure are exclusively available in Dutch on the internet and will not be provided (in English) during this Tendering Process by SNBV. This concerns the following documents:

- ARN2016
- AW2012
- UEA (as pfd in appendix 2, but available in English in the Tendered application)
- Other relevant Dutch law

Intellectual property

At all times, all intellectual property rights arising from the information provided by the Contracting Party belong to the Contracting Party. No part of these Selection Guidelines can be reproduced (other than for the purposes of submitting an Application) by means of printing, photocopying, scanning, microfilm or by any other means without prior written permission from the Contracting Party. Violation of this provision can result in immediate exclusion from the Tendering Procedure and can be deemed to be a circumstance as referred to in Section 22.2 ARN²⁰¹⁶. The provisions of this section do not prejudice SNBV's rights to damages.

Confidentiality

If the Contracting Party is aware or can reasonably be expected to be aware of the confidential nature of any information provided by the Candidate, then the Contracting Party will handle this information confidentially and will, in any event, take into account the legitimate interests (business or otherwise) of the Candidate.

Applicable Conditions

No other supply, payment and/or other terms and conditions apply to this Tendering Procedure and any Assignment stemming from it other than contractual and other conditions as established by the Contracting Party in the Selection Guidelines, Tendering Guidelines and the Agreement. The Agreement will include the terms and conditions of SNBV, which are included in Appendix six (6) of this document.

Any Applications or Tenders submitted under other conditions will be considered to have not been submitted. The Contracting Party explicitly rejects the applicability of any general terms and conditions that the Candidate/Tenderer may operate.

5 SELECTION PROCEDURE

The selection is made following assessment of the Applications based on (1) completeness, (2) applicability of Exclusion Criteria, (3) compliance with the Minimum Requirements, and if necessary, (4) the Selection Criteria. The goal of the selection procedure is to select a maximum of five (5) Candidates that will be invited to participate in the dialogue phase.

Assessment

All Applications will be assessed by a multidisciplinary assessment committee. The assessment committee consists of eight experts from the various airports involved: a purchasing expert (Schiphol), four operational experts (airports), one sustainability expert (Schiphol) and two technical experts. The members of the Assessment Committee will first conduct individual assessments. Subsequently, the individually assigned points will be discussed during a plenary meeting with the entire Assessment Committee. During this meeting, the members of the Assessment Committee will establish a definitive score (consensus). The result of the assessment will then be tested by a Schiphol Group lawyer, and finally approved by the Schiphol Group Tender Committee.

The assessment of the Applications will be conducted in accordance with the following steps:

Steps in the Selection Procedure
1. Punctuality/Completeness
2. Exclusion Criteria
3. Minimum Requirements
4. Selection Criteria
5. Intended Selection
6. Check of Supporting Documents
7. Definitive Selection

Explanation:

1. Firstly, it will be established that the Applications are complete and were submitted on time. If any declarations or documents are missing after the Application deadline has passed, then this can result in exclusion.
2. Secondly, an assessment will be made concerning whether Exclusion Criteria are applicable. If any Exclusion Criteria apply, then this can result in exclusion.
3. Thirdly, compliance with the Minimum Requirements will be assessed. If any Minimum Requirements are not complied with, then this can result in exclusion.
4. If more than five (5) Candidates remain following assessment of the Minimum Requirements, then this number will be reduced to five by means of the Selection Criteria. The Candidates with the highest number of points will be eligible to participate in the further course of the Tendering Procedure.

If two or more Candidates achieve an equal final score and this would result in more than the desired number of Candidates having to be selected for the tender phase, then the number of Candidates that will be invited to participate in the tender phase will be extended to six.

5. The provisional assessment results – the Provisional Selection – will be announced to all of the Candidates who submitted an Application. At the same time, a request will be made to the selected Candidates to provide the required supporting documents within ten (10) days.

6. If the assessment of the supporting documents identifies that one or more of the selected Candidates do not comply with all of the specified criteria, or if the supporting documents were received too late, then the Candidate in question will be excluded from further participation in the Tendering Procedure and their place will be filled by the next Candidate that would have been eligible based on the assessment but was provisionally eliminated based on the number of points.
7. In accordance with Article 13.4 of the applicable ARN²⁰¹⁶ there will be an objection period of five days following the announcement of the selection decision. Any objection that rejected Candidates wish to make must be submitted to SNBV in writing, including substantiation, within five (5) days following the date of the selection intention. SNBV will then inform the objecting Candidate of whether the original Selection Decision will be upheld. Following announcement of this decision, a term of ten (10) days will apply in which, if desired, interlocutory proceedings can be instituted in civil court in accordance with the provisions of Article 13.5 jo. Art. 21 of the ARN²⁰¹⁶. As soon as the objection periods expire, then the Selection Decision becomes definitive.

6 EXCLUSION CRITERIA

The following Exclusion Criteria apply to this Tendering Process:

6.1 Article 2.86 of the Public Procurement Act 2012 (AW2012)

All Grounds for Exclusion stipulated in Article 2.86 of the AW2012 are applicable.

As proof that the Candidate(s) is/are not in any of the circumstances mentioned in Article 2.86 of the AW2012, the Candidate must submit the *Uniform Europees Aanbestedingsdocument* (UEA) (see Appendix 2) in respect of Article 2.86 of the AW2012, on the basis of which it can be assumed that the Grounds for Exclusion do not apply to the Candidate(s). Furthermore, via this document, the Candidate(s) indicate that upon first request by the Contracting Party, the supporting documents as referred to in Article 2.86 of the AW2012 will be provided within ten (10) days.

Candidate has two options to fill in the UEA:

1. Preferably by using the Tendered application where the UEA is available in English and other languages.
2. By using the pdf file which is included in these Selection guidelines.

6.2 Article 2.87 of the Public Procurement Act 2012 (AW2012)

All Grounds for Exclusion stipulated in Article 2.87 of the AW2012 are applicable.

As proof that the Candidate(s) is/are not in any of the circumstances mentioned in Article 2.87 of the AW2012, the Candidate must submit the *Uniform Europees Aanbestedingsdocument* (UEA) (see Appendix 2) in respect of Article 2.87 of the AW2012, on the basis of which it can be assumed that the Grounds for Exclusion do not apply to the Candidate(s). Furthermore, via the document, the Candidate(s) indicate that upon first request by the Contracting Party, the supporting documents as referred to in Article 2.87 of the AW2012 will be provided within ten (10) days.

Candidate has two options to fill in the UEA:

1. Preferably by using the Tendered application where the UEA is available in English and other languages.
2. By using the pdf file which is included in these Selection guidelines.

6.3 Contact relating to the Assignment

In addition, any company will be excluded that has made or later makes contact of any kind – whether directly or indirectly via, for example, third parties – with existing or potential Candidates / Tenderers regarding the Assignment being tendered or the content of the Application or Tender, in particular the price that will be offered or the distribution of duties, with the exception of any necessary consultation regarding Syndication, if justified.

In the case of Applications made by Syndicates, the Syndicate in question will be excluded if one or more of the circumstances referred to above apply to one or more Syndicate Members.

7 MINIMUM REQUIREMENTS

7.1 Financial and Economic Capacity

The following suitability requirement applies with regard to financial and economic capacity:

7.1.1 *Bank Commitment Statement*

The Candidate shall provide a copy of a bank commitment statement of a reputable bank with an office in The European Union stating that the bank is willing to issue a bank guarantee ON DEMAND of 5% the contract value for the entire duration of the project.

7.2 Technical and Organisational Competence

The Candidate must be technically and organisationally capable of conducting the Assignment within the conditions set by the Contracting Party with regard to time, quality and costs. The required competence must be demonstrable by means of a Reference project in which a comparable Core Competency is required, a description of the Candidate's organisation, certificates and declarations.

7.2.1 *Demonstrating Core Competencies via Reference Projects*

The Contracting Party requests that by means of a Reference project, the Candidate proves that they possess the most important Core Competency as referred to in Article 2.92(a) of the AW2012. This Reference project must have taken place in the past three years (2013 and/or 2014 and/or 2015) in order to demonstrate that the Candidate possesses experience in relation to the Core Competency. A maximum of one Reference project can be provided for the Core Competency. The provision of the Reference is a Minimum Requirement. The Reference project must demonstrate that the Candidate complies with the following Core Competency:

1. In the past three (3) years, the Candidate has supplied three (3) newly manufactured crash tenders with four driven axles (8x8) to a commercial airport that has at least fire Category seven (CAT 7 or higher), in one (1) single project.

This must be demonstrated via a testimonial (including a drawing of picture and a brief description of the vehicle max one (1) A4) that has been signed by a legally authorised representative of the Candidate and that complies to Appendix 3. The Candidate(s) will, within ten (10) days after request by the Contracting Party, provide a legally signed statement from of the mentioned referent (airport) that proves the Reference to be authentic.

7.2.2 *Requirements Regarding the Organisation*

By means of a description of the organisation, the Candidate must demonstrate that their organisation (project organisation or otherwise) is sufficient for the execution of the Assignment, particularly for the development, production and maintenance of crash tenders, and that the organisation ties in with the objectives of SNBV.

Therefore the Candidate must provide an organisational description in which the following issues are addressed. Each of the issues must be described in a separate section of the organisational description. The total organisational description must be no more than five (5) sheets of A4 paper printed on one side only with font size 10.

- General organisational description including key figures (e.g. organisational chart, quality assurance system, percentage of sick leave, number of employees, scale of production plant).

- Description of a development department specifically for crash tenders including the following issues (amongst others): scale of the department in number of employees and years of experience, new developments over the years, which tests are carried out and quality standards.
- Description of the production department and production method for crash tenders, including the following issues (amongst others): % of in-house production (of parts), % outsourced, failure %.
- State of affairs regarding the development of:
 - 8x8 crash tenders
 - Functions to optimise on-site terrain mobility performance, fast emergency response times.
 - Functions to guarantee the safety and comfort of the firefighters.
 - Emission-free driving and use of hybrid and/or electric vehicles.
- The Candidate has demonstrable access to an extensive service network for customer support. The Candidate has access to a service network or service organisation that enables the service to be executed in the Netherlands on short notice (preferably within 24 hours). The Candidate must demonstrate this by giving a description of the service organisation and the service network, including available employees (in number and years of experience) and facilities.

7.3 Minimum Requirements: CR and Environmental Care

Schiphol Group operates with respect for people, the environment and its neighbours. For the Contracting Party, how we achieve our business goals is as important as achieving them. The Contracting Party stands for sustainable value creation and consciously weighing the interests of people, planet and profit. For the Contracting Party – a leading organisation with a strong sense of social awareness – Corporate Responsibility is about making our own choices for the future of the business, our surroundings and society as a whole.

The Contracting Party is interested in the vision of the Candidates with regard to the environment and Corporate Responsibility, as well as the Candidates' daily operations. How do the Candidates take people, planet and profit into account in their day-to-day operations?

For this reason, the Candidates must provide the following:

- A. A vision regarding the environment and/or Corporate Responsibility and the implementation of this vision into daily business operations. How are the COP21 climate agreements regarding the reduction of emissions implemented into daily business operations? This vision must not be more than half (0.5) a sheet of A4 paper printed on one side only with font size 10.
- B. An overview of the valid environment-related certificates possessed by the Candidate, such as:
 - a. ISO 14001 certificate; and/or
 - b. EMAS certificate; and/or
 - c. ISO 50001 certificate; and/or
 - d. ISO 26000 certificate.

Please use Appendix 4 to provide an overview of the certificates. The Candidate(s) will, upon first request by the Contracting Party, provide evidence that prove the certificates to be authentic within ten (10) working days.

7.4 Other Minimum Requirements

7.4.1 *Insurance*

Throughout the duration of the Delivery Agreement, the Tenderer must have liability insurance or a provision for liability for a minimum amount of €10,000,000 per event. Payment arrears with regard to this insurance are not permitted. Throughout the duration of the Delivery Agreement, the Supplier must be able to annually demonstrate, on request by the Contracting Party, that the Supplier is sufficiently insured (by means of an insurance certificate).

Candidates must add a formal statement, in which they agree to the insurance requirements

7.4.2 *Commercial Register*

A certificate of registration in the commercial or professional register (Chamber of Commerce), must be provided. The legal jurisdiction of the signatory of the Application needs to become evident from this registration.

7.4.3 *Description of the Legal Form and the Type of Ownership and Management*

The Candidate must provide a description of the legal form and the type of ownership and management of their business. If the Candidate or a Syndicate Member is part of a concern, then an overview of the concern in question must be submitted with the Application.

8 SELECTION CRITERIA

If the assessment of Grounds for Exclusion and Minimum Suitability Requirements establishes that more than five (5) Candidates are suitable, then the Contracting Party will rank the suitable Candidates in the manner referred to in Article 12 of the ARN²⁰¹⁶ in order to select the five (5) best scoring Candidates.

The ranking will be determined by the total number of points scored by the Candidates in relation to the various Selection Criteria. The Selection Criteria will be based on the issues that have already been addressed in the Minimum Requirements, and a number of supplementary Core Competencies will also be requested, which will then be assessed and weighted based on References.

All References need to contain a testimonial that has been signed by a legally authorised representative of the Candidate and that complies to Appendix 3. The Candidate(s) will, upon first request by the Contracting Party, provide a signed statement that proves the Reference to be authentic from a legally authorised representative of the mentioned referent (airport) within ten (10) days.

In total, the following matters will be requested:

- Reference projects with which the Candidate can demonstrate that they possess a number of important Core Competencies.
 - a. The Candidate has supplied new crash tenders with four driven axles (8x8).
 - b. The Candidate has supplied newly manufactured crash tenders equipped with facilities to enable the extinguishing of fires in difficult-to-reach areas.
 - c. The Candidate has supplied newly manufactured crash tenders equipped with facilities to enable the penetration of aircraft fuselage.
- Description of the organisation.
- CR and environmental care.

The summary below describes the weighting of the various Selection Criteria.

Selection Criteria, Weighting and Score	
Criterion	Weighting
Technical competence	60 %
Organisational competence	30 %
CR and environmental care	10 %
Total	100 %

Selection Criteria, Weighting and Score			
Criterion	Weighting	Max. points	Max. score
Technical competence	60%	45	27 points
Organisational competence	30%	45	13.5 points
CR and environmental care	10%	45	4.5 points
Total	100%		45 points

8.1 Technical Competence (Selection)

In order to rank the Candidates on technical competence, the Contracting Party wants to gain insight into the degree to which the Candidates possess the Core Competencies as referred to in the Minimum Requirements chapter, supplemented with a number of Reference projects. In general, the more experienced a Candidate is, the higher the score. Therefore, at this juncture, the submitted References will be assessed, weighted and supplemented with other Reference projects in order to enable assessment and weighting of supplementary Core Competencies.

In this chapter, four Selection Criteria will be added alongside the Selection Criteria formulated based on the Core Competencies in the Minimum Requirements chapter. These added Selection Criteria are:

- The Candidate has supplied newly manufactured crash tenders equipped with facilities to enable the extinguishing of fires in difficult-to-reach areas.
- The Candidate has supplied newly manufactured crash tenders equipped with facilities to enable the penetration of aircraft fuselage.
- Combinations of crash tenders with four driven axles (8x8), the ability to extinguish fires in difficult-to-reach areas and the ability to penetrate aircraft fuselage.
- Total number of crash tenders with the combination of four driven axles (8x8), the ability to extinguish fires in difficult-to-reach areas and the ability to penetrate aircraft fuselage.

A maximum of one (1) Reference can be included for each of these four added Selection Criteria. Consequently, a maximum of five Reference projects can be included in the entire Application. The Contracting Party will only value the best scoring Reference per Selection Criterion.

This means that if a Candidate submits one all-embracing Reference, that conforms to all Selection Criteria related to technical competence, then the Contracting Party will award the Candidate with the maximum number of points (45) for all Selection Criteria on technical competence on the basis of this single Reference. However, Candidates can also submit multiple References, which each relate to one or more different Selection Criteria. In that case, points will be awarded to the best scoring Reference. The examples under the Selection Criteria table elaborate on the scoring methodology.

All references need to contain a testimonial (including a drawing of picture and a brief description of the vehicle max one (1) A4) that has been signed by a legally authorised representative of the Candidate and that complies to Appendix 3. The Candidate(s) will, within ten (10) days after request by the Contracting Party, provide a legally signed statement from of the mentioned referent (airport) that proves the Reference to be authentic.

Selection Criteria	
Criterion	Weighting
<p>Four driven axles (8x8)</p> <p>Maximum of nine (9) points</p>	<ul style="list-style-type: none"> - 1 point if the Reference relates to the supply of at least three (3) 8x8 crash tenders to a CAT 7 airport. - 5 points if the Reference relates to the supply of at least three (3) 8x8 crash tenders to a CAT 8 or 9 airport. - 9 points if the Reference relates to the supply of at least three (3) 8x8 crash tenders to a CAT 10 airport.
<p>Extinguishing fires in difficult-to-reach areas</p> <p>Maximum of nine (9) points</p>	<ul style="list-style-type: none"> - 1 point if the Reference relates to the supply of at least three (3) crash tenders to a CAT 7 airport that are capable of extinguishing fires in difficult-to-reach areas. - 5 points if the Reference relates to the supply of at least three (3) crash tenders to a CAT 8 or 9 airport that are capable of extinguishing fires in difficult-to-reach areas. - 9 points if the Reference relates to the supply of at least three (3) crash tenders to a CAT 10 airport that are capable of extinguishing fires in difficult-to-reach areas.
<p>Penetration of the aircraft fuselage</p> <p>Maximum of nine (9) points</p>	<ul style="list-style-type: none"> - 1 point if the Reference relates to the supply of at least three (3) crash tenders to a CAT 7 airport that are capable of penetrating the aircraft fuselage. - 5 points if the Reference relates to the supply of at least three (3) crash tenders to a CAT 8 or 9 airport that are capable of penetrating the aircraft fuselage. - 9 points if the Reference relates to the supply of at least three (3) crash tenders to a CAT 10 airport that are capable of penetrating the aircraft fuselage.
<p>Combination of 8x8 – difficult areas – penetration</p> <p>Maximum of nine (9) points</p>	<ul style="list-style-type: none"> - 1 point if the Reference relates to the supply of at least three (3) 8x8 crash tenders to a CAT 7 airport that are capable of extinguishing fires in difficult-to-reach areas and penetrating the aircraft fuselage. - 5 points if the Reference relates to the supply of at least three (3) 8x8 crash tenders to a CAT 8 or 9 airport that are capable of extinguishing fires in difficult-to-reach areas and penetrating the aircraft fuselage. - 9 points if the Reference relates to the supply of at least three (3) 8x8 crash tenders to a CAT 10 airport that are capable of extinguishing fires in difficult-to-reach areas and penetrating the aircraft fuselage.
<p>Number of vehicles</p> <p>Maximum of nine (9) points</p>	<ul style="list-style-type: none"> - 1 point if the Reference relates to the supply of at least five (5) 8x8 crash tenders to airports with CAT 7 fire service coverage, which are capable of extinguishing fires in difficult-to-reach areas and penetrating the aircraft fuselage, in one (1) single project. - 5 points if the Reference relates to the supply of at least ten (10) 8x8 crash tenders to airports with CAT 8 or CAT 9 fire service coverage, which are capable of extinguishing fires in difficult-to-reach areas and penetrating the aircraft fuselage, in one (1) single project - 9 points if the Reference relates to the supply of at least fifteen (15) 8x8 crash tenders to airports with CAT 10 fire service coverage, which are capable of extinguishing fires in difficult-to-reach areas and penetrating the aircraft fuselage, in one (1) single project
TOTAL	Maximum of 45 points

Examples

- In case the Candidate submits 1 Reference in which is shown that it supplied fifteen (15) crash tenders in 1 single project to one or more airports with CAT 10 fire service coverage, that all (1) have four driven axles (8x8), (2) are all capable of extinguishing fires in difficult-to-reach areas and (3) have all the possibility to penetrate the aircraft fuselage, that Candidate will be awarded the maximum number of 45 points (5 x 9) on the basis of this all-embracing Reference.

Other References will not be scored for this Candidate (maximum number of points achieved).

- In case the Candidate submits 1 Reference in which is shown that it supplied six (6) crash tenders in 1 single project to one or more airports with CAT 10 fire service coverage, that all (1) have four driven axles (8x8), (2) are all capable of extinguishing fires in difficult-to-reach areas and (3) have all the possibility to penetrate the aircraft fuselage, that Candidate will be awarded the number of 37 points (4 x 9 points for the first 4 criteria, and 1 point for criterion 5).

In this case, other References of this Candidate will not be scored on the first 4 criteria, as the Candidate already received the maximum number of points for those criteria. Furthermore, submitting a similar Reference that is also about the supply of 5 - 9 crash tenders will not be awarded with extra points (as points are awarded to the best scoring Reference per Selection Criterion only).

- In case the Candidate submits 4 References in which is shown in Reference 1 and 2 that it supplied 3 vehicles with four driven axles (8x8) to an airport with CAT 7 fire service coverage (without the possibilities described in the other criteria), **and** in Reference 3 that it supplied 6 vehicles with two driven axles (4x4), which are capable of extinguishing fires in difficult-to-reach areas to an airport with CAT 10 fire service coverage (without the possibility to penetrate the aircraft fuselage), **and** in Reference 4 that it supplied 3 vehicles with three driven axles (6x6) that are capable of penetrating the aircraft fuselage to an airport with CAT 9 fire service coverage, **then** that Candidate will be awarded the number of 15 points for those 4 References (1 point for criterion 1, 9 points for criterion 2, and 5 points for criterion 3).

From this example, it may become clear once again that the Contracting Party will only value the best scoring Reference per Selection Criterion. References 1 and 2 do not get awarded points 2 times, as they relate to the same Selection Criterion.

8.2 Organisational Competence (Selection)

To determine the ranking, the Contracting Party wishes to weight the information supplied as described in the Minimum Requirements chapter. The method of assessment and weighting of the organisational competence is addressed in this paragraph.

By means of a description of the organisation, the Candidate must demonstrate that their organisation (project organisation or otherwise) is sufficient for the execution of the Assignment, particularly for the development, production and maintenance of crash tenders, and that the organisation ties in with the objectives of SNBV. This must be demonstrated by including the matters as indicated in the table in this paragraph in the organisational description. Each of the issues must be described in a separate section. The total project description must be no more than five (5) sheets of A4 paper printed on one side only with font size 10.

Selection Criteria	
Max. number of points	SUBJECT
Maximum of nine (9) points	- General organisational description including key figures (organisational chart, quality assurance system, new developments, percentage of sick leave, number of employees, scale of production plant).
Maximum of nine (9) points	- Description of a development department especially for crash tenders including the following issues, amongst others: scale of the department in number of employees and years of experience, which tests are carried out and quality standards.
Maximum of nine (9) points	- Description of the production department and production method for crash tenders, including the following issues, amongst others: % of in-house production (of parts), % outsourced, failure %
Maximum of nine (9) points	- State of affairs regarding the development of: <ul style="list-style-type: none"> - 8x8 crash tenders - Functions to optimise on-site terrain mobility performance. - Functions to guarantee the safety and comfort of the firefighters - Emission-free driving and use of hybrid and/or electric vehicles
Maximum of nine (9) points	- Description of the service organisation and the service network, that enables the service to be executed in the Netherlands on short notice (preferably within 24 hours), including available employees (in number and in years of experience) and facilities
TOTAL	Maximum of 45 points

To evaluate the organisational competence of a Candidate, the members of the Assessment Committee must first conduct assessments individually. Subsequently, the individually assigned points will be discussed during a plenary meeting with the entire Assessment Committee. During this meeting, the members of the Assessment Committee will establish a definitive score.

During the assessment of the project description, a high score will be assigned for the following aspects:

- A clear description for each issue that gives good insight into the current situation.
- Access to personnel with technical, legal and organisational knowledge and skills in relation to the development, production and maintenance of crash tenders.
- An advanced position with regard to the development of sustainable crash tenders and other aforementioned developments.

The points per Selection Criterion are allocated as follows:

- The Candidate that demonstrably gives the best answer to the question in relation to the issues mentioned above will be allocated the maximum score of 9 points.
- The demonstrably lowest answer to the question in relation to the issues mentioned above will be allocated with 1 point.
- The parties in between will be allocated points proportionally. In the substantiation, the Contracting Party must state why they are of the opinion that a particular Candidate scored less than the Candidate that was allocated the highest score. It can therefore occur that multiple parties are awarded an identical number of points.

8.3 Corporate Responsibility (CR) (Selection)

SNBV's operations are based on respect for people and the environment. For the Contracting Party, how we achieve our business goals is as important as achieving them. The Contracting Party stands for sustainable value creation and consciously weighing the interests of people, planet and profit. For the Contracting Party – a leading organisation with a strong sense of social awareness – Corporate Responsibility is about making our own choices for the future of the business, our surroundings and society as a whole. In this regard, the Contracting Party focuses on five themes: Sustainable employment opportunities, Accessibility, Climate-friendly aviation, Raw materials & waste channels, and Environment, noise pollution & air quality. More information on CR can be found via www.schiphol.nl/cr.

Based on this perspective, the Contracting Party strives to do business with a Contractor who uses CR as a guideline for their business operations, and wherever possible, can provide support with the realisation of the Contracting Party's CR objectives.

Selection Criteria	
Criterion	Weighting
Maximum of 21 points	- A vision regarding the environment and/or Corporate Responsibility and the implementation of this vision into daily business operations. This vision must not be more than half (0.5) a sheet of A4 paper printed on one side only with font size 10.
Six (6) points per certificate, max. 24 points.	- An overview of the environment-related certificates possessed by the Candidate, such as: <ul style="list-style-type: none"> ○ ISO 14001 certificate and/or ○ EMAS certificate and/or ○ ISO 50001 certificate and/or ○ ISO 26000 certificate.
TOTAL	Maximum of 45 points

During the assessment of the environmental vision, a high score will be assigned for the following aspects:

- A clear description that gives good insight into the current situation, future plans and environmental vision.

In this regard, the members of the Assessment Committee must first conduct assessments individually. Subsequently, the individually assigned points will be discussed during a plenary meeting with the entire Assessment Committee. During this meeting, the members of the Assessment Committee will establish a definitive score.

The points with respect to the vision regarding the environment / CR are allocated as follows:

- The Candidate that demonstrably gives the best answer to the question in relation to the issues mentioned above will be allocated the maximum score of 21 points.
- The demonstrably lowest answer to the question in relation to the issues mentioned above will be allocated with 1 point.
- The parties in between will be allocated points proportionally. In the substantiation, the Contracting Party must state why they are of the opinion that a particular Candidate scored less than the Candidate that was allocated the highest score. It can therefore occur that multiple parties are awarded an identical number of points.

Please use Appendix 4 to provide an overview of the certificates. The Candidate(s) will, upon first request by the Contracting Party, provide evidence that prove the certificates to be authentic within ten (10) working days.

9 DIALOGUE PHASE

The dialogue phase follows the selection of Candidates eligible for the award of the Tender. The dialogue phase consists of two rounds of discussions conducted individually with all selected parties. During the dialogue phase, the Contracting Party will consult with the Candidates regarding a number of subjects determined in advance by the Contracting Party. In addition, prior to the dialogue phase, a provisional Programme of Requirements will be provided to the Candidates. The Candidates will be asked to point out any technical discrepancies / impossibilities contained in the PoR. The Candidates will also be given the opportunity to discuss any technical innovations that can be included. Based on the Candidates' input, the Contracting Party will gain insight into the technical possibilities / impossibilities and enable the definitive end product to be formulated more effectively. This increases the likelihood of a successful Tendering Procedure and the Contracting Party expects it to result in the purchase of a product that is better suited to the specific demand.

Following selection, all selected parties will receive an invitation to participate in the dialogue phase. The selected parties are obliged to participate in at least the first dialogue phase. One dialogue phase consists of individual consultations with each of the Candidates. These consultations will take one day at most. Following completion of the consultations, the Candidates will have a period of three weeks in which they can provide answers to the questions asked and/or prepare a solution to technical issues. During this period, the Contracting Party can internally discuss the proposals made.

The invitation for the dialogue phase will be accompanied by the following items:

- Schedule for the dialogue phase
- Issues formulated by the Contracting Party
- Provisional Programme of Requirements

For the time being, the schedule for the dialogue phase is as follows:

dialogue phase	Start of dialogue round 1	both	12-12-2016
	Start of dialogue round 2	both	16-1-2017
	Submission of definitive reactions from supplier based on dialogue rounds 1 and 2	both	10-2-2017

Issues:

Dialogue round 1

- Discrepancies and/or technical impossibilities in the PoR
- Emission-free driving and use of hybrid and/or electric vehicles
- Maximum height of 3800mm vs installation of HRET and fuselage piercing
- Maximisation of on-site terrain mobility performance by means of, amongst others:
 - Maximum ground clearance
 - Maximum axle/wheel pressure
 - Rear-axle steering
 - Application of ASR (anti skid), inter-axial differential, locking differential or independent suspension
- Braking power, top speed and acceleration
- Safety features
- Driving and extinguishing at the required (and full) capacity (flow rate)

Dialogue round 2

- LCC model and contractual terms and conditions
- Maintenance and maintenance partners
- Open issues from dialogue round 1

10 APPLICATION

10.1 Publication of the Selection Guidelines

The information regarding this Tender will be published by means of TenderNed, a formal tender application. All necessary information regarding the Tender can therefore be found on TenderNed.nl.

TenderNed is a Dutch-language marketplace (English not available), which can be problematic for foreign parties. You can contact the TenderNed Helpdesk at **0800-8363376** or servicedesk@TenderNed.nl for any questions regarding the registration on the TenderNed application. Please inform us if you encounter problems via e-mail address: crashtenders@schiphol.nl.

Please confirm your participation by sending an e-mail to: chashtenders@schiphol.nl or by responding via the TenderNed application within one week after publication.

10.2 Submitting the Application via Usb Stick

The information regarding this Tender will be published by means of TenderNed, a formal tender application.

For submitting the Application, we do not use the TenderNed application, because it is not available in the English language. Instead we ask you to submit the Application (and other requested documents) for this Tender by 2 identical USB-sticks, **no later than 14:00 on October 20th 2016**.

You can either choose to bring the USB-sticks to Schiphol yourself, or you can make use of a courier. The application needs to be delivered to:

Schiphol Nederland B.V.
Departement Deliveries / Couriers
Evert van de Beekstraat 202
NL-1118 CP Luchthaven Schiphol
Attn. E.H. Wiertsema / afd. Inkoop 01-23

The deliveries department at Schiphol is open from 09.00 till 16.30 on working days.

In view of the safeguarding of confidentiality, Applications must be sent in a confidential envelope, which clearly states on the outside:

**TENDER DOCUMENTS – Project “Replacement of Crash Tenders”
Not to be opened before 14:00 on October 20th 2016.**

The specified date and time constitute a fixed deadline. We advise you to submit your Applications well in advance. Any malfunctions during sending are at your own risk. The Contracting Party will not open the envelopes before the final deadline.

The Application can be submitted in Word [.doc or .docx], Excel [.xls or .xlsx] or PDF format. Any other file formats cannot be read.

The completed UEA must be included in the Application, as well as the other documents indicated in Chapter 11 of these Selection Guidelines (which contains an overview of the documents that must be submitted).

Any Applications received late will not be processed. At all times, Candidates are responsible for submitting their Applications on time and in the correct manner.

By submitting an Application, the Candidate automatically agrees to the provisions in these Selection Guidelines and other provisions applicable to the Tendering Procedure. If, in the opinion of the Candidate, the Selection Guidelines contain errors, then the Candidate must promptly, and no later than the deadline for the Application, give notification of these errors. If the Candidate fails to do so, then they cannot invoke these errors in the event of or following the award of the Assignment.

10.3 Terms and Conditions for Application

When submitting an Application, the following terms and conditions apply:

10.3.1 *Original UEA*

For the purposes of the Application, only the original version of the UEA included in Appendix 2 of the Selection Guidelines will be used. It is prohibited to retype, supplement or adjust any of the text in the UEA. Adjustments to the UEA in any sense whatsoever can result in exclusion from participation in the further course of the Tendering Procedure, regardless of the extent of adjustment. You are allowed to fill out a printed version in handwriting.

If the information provided in the UEA proves to be wrong or incomplete during the verification of the documents, this might lead to exclusion of the Tendering process on the basis of article 2.87 item 1 sub h AW2012.

Candidate has two options to fill in the UEA:

1. Preferably by using the Tendered application where the UEA is available in English and other languages.
2. By using the pdf file which is included in these Selection guidelines.

10.3.2 *Legally Signed*

The UEA must be completed either digitally or by hand. A digitally completed UEA must be printed out and signed by a legally authorised representative. The scanned UEA (PDF format) must be submitted with the Application. In the case of an existing Syndicate, each of the Syndicate Members must demonstrate that the signatory of the UEA is a legally authorised representative. Attention: All Syndicate Members must submit a separate UEA also.

10.3.3 *Number of Applications*

Companies are only permitted to apply once either as an individual business or as part of a Syndicate of businesses. If multiple businesses within a single concern are interested, then participation in the Tendering Procedure is only possible if they apply as a single Candidate, whether or not in combination with third parties.

10.3.4 *Groups*

If the Candidate or one of the Syndicate Members (in the event of a Syndicate) is part of a group, then the parent company must declare upon Application that none of the other group members have applied for the Assignment.

10.3.5 *Multiple Candidates within a single group*

If multiple businesses within the same group have applied for the Assignment as separate Candidates, then the parent company must determine which of the group members must withdraw their candidacy. If the parent company fails to make a decision within seven (7) calendar days following a request from the Contracting Party to do so, then the Contracting Party will make the decision by drawing lots.

10.3.6 **Costs**

In no event whatsoever will any costs incurred by the Candidates relating to the compilation and submission of the Application be eligible for reimbursement by the Contracting Party.

10.4 **Application by a Syndicate and Engagement of Third Parties (Main Contractors and Subcontractors)**

If the Candidate consists of a Syndicate of businesses, the following applies:

10.4.1 ***Syndicates: UEA***

In case of an existing Syndicate, the Syndicate must submit one fully completed UEA. The UEA must be signed by the legal representative of all of the Syndicate Members. Attention: All Syndicate Members must submit a separate UEA also.

10.4.2 ***Syndicates: Declaration of Syndication***

Upon Application, the Syndicate must submit a Declaration of Syndication.

10.4.3 ***Syndication Agreement upon request***

Upon request, the Syndicate must submit a Syndication Agreement within ten (10) days in accordance with Article 10.2 of the ARN²⁰¹⁶.

10.4.4 ***Syndicates: Jointly and severally liable***

Upon award of the Assignment, each Syndicate Member must declare that they are jointly and severally liable for the execution of the entire Assignment, in compliance with Article 10.4 of the ARN²⁰¹⁶.

10.4.5 ***Syndicates: No changes permitted***

Following Application, it is not permitted to change the Syndicate without the prior written permission of the Contracting Party. This permission will only be granted in extremely exceptional circumstances (e.g. in the event of mergers or takeovers by Candidates or Syndicate Members), In such an event the Contracting Party can set conditions with regard to this matter. In any event, Syndicates must remain in compliance with the requirements established in these Selection Guidelines.

10.4.6 ***Syndicates: Legal entity***

If the Contractor consists of a Syndicate, then upon award of the Assignment, the Syndicate must set up a legal entity for the purpose of the execution of the Assignment.

10.4.7 ***Engaging third parties***

- It is possible that despite being capable of independently complying with the Minimum Requirements set for this Tendering Process, Candidates or Syndicates of Candidates may wish to engage third parties during the execution of the Assignment. In principle, Candidates must carry out the Assignment entirely independently. Engagement of third parties is only permitted if, during the subsequent phase of the Tendering Process, the Candidate explicitly indicates in their Tender which third parties they wish to engage and for what parts of the Assignment they intend to engage them.
- The Candidate must also guarantee that the third party in question complies with all requirements applicable to the activities that will be assigned to this third party.
- The Contracting Party is entitled to test the correctness of this guarantee.
- The Candidate bears full responsibility for the third parties they engage.

- If a Candidate already intends to engage third parties for the execution of the Assignment, then the third party's details must be stated in the UEA (Appendix 2).

10.4.8 *Syndicate*

If the Candidate is a Syndicate, then a certificate of registration in the commercial or professional register (Chamber of Commerce) must be provided by every Syndicate Member.

10.4.9 *Third Parties*

A certificate of registration (Chamber of Commerce) must also be provided by third parties that Candidates have engaged during the selection phase. If the Candidate engages a third party, then this third party must (a) assume joint and several liability for their solvency on which the Tenderer relies or (b) actually execute the tasks relating to the technical/professional competency for which they have been engaged (Article 3.65(a) of the AW2012).

10.4.10 *Concern Guarantee*

When Candidate is a subsidiary company, a subsidiary or representative, then the holding company, parent company or producer has to be granted an unconditional and irrevocable corporate guarantee that guarantees all obligations flowing from the Agreement. Upon Application the parent company or producer must submit a Concern Guarantee.

11 REQUIRED SUPPORTING DOCUMENTS

Firstly, the assessment will test the answers to the questions included in the UEA and the corresponding supporting documents required.

Candidates must guarantee that these declarations correspond to the actual situations applicable to the Candidates at the moment of submission.

11.1 Required Supporting Documents to be Submitted with the Application

The Application to participate must be formulated in accordance with the structure below in the table 'Required Supporting Documents to be Submitted with the Application'.

Required Supporting Documents to be Submitted with the Application			
Section	No.	Document	Description
6. Exclusion Criteria	1	UEA (scanned version)	6.1 / Ap 2
7.1 Minimum Requirements Financial	2	Bank Commitment Statement	7.1.1
7.2 Minimum Requirements Technical and Organisational competence	3	Core Competencies - Reference project	7.2.1 / Ap 3
	4	Organisational description	7.2.2
7.3 Minimum Requirements CR and environmental care	5	Vision on CR & environmental care	7.3(A)
	6	Overview of certificates	7.3(B) / Ap 4
7.4 Other Minimum Requirements	7	Insurance	7.4.1
	8	Commercial register	7.4.2
	9	Legal description	7.4.3
8. Selection Criteria (Doc. 4., 5, and 6. are equal to the Docs. of section 7)	10.	References	8.1 / Ap 3
	4.	Organisational description	8.2
	5.	Vision on CR & environmental care	8.3
	6.	Overview of certificates	8.3 / Ap 4
10.4 Syndicates	11.	UEA for existing Syndicates	10.4.1
	12.	All Syndicate Members must submit a separate UEA also.	
10.4 Syndicates	13.	Declaration of Syndication	10.4.2
10.4 Syndicates	14.	Commercial register by every Syndicate Member.	10.4.8
10.4 Third Parties	15.	Commercial register by every Third Party	10.4.9
10.4 Concern Guarantee	16.	Concern Guarantee	10.4.10

11.2 Supporting Documents to be Submitted on Request

Upon request from the Contracting Party in writing, the Candidate must provide the supporting documents specified in the Selection Guideline within ten (10) calendar days. Unless otherwise specified, if the Candidate is a Syndicate, then these supporting documents must be provided by each of the Syndicate Members.

Required Supporting Documents to be Submitted on Request (within 10 days)			
Section	No.	Document	Description
6.1 Article 2.86 of the AW2012	1	Supporting documents as referred to in Article 2.86 of the AW2012	6.1
6.2 Article 2.87 of the AW2012	2	Supporting documents as referred to in Article 2.87 of the AW2012	6.2
7.2.1 Demonstrating Core Competencies via Reference Projects	3	Signed statement from a legally authorised representative of the mentioned referent (airport).	7.2.1
7.3 CR and Environmental Care	4	Evidence that prove the CR certificates to be authentic	7.3
8.1 Technical Competence	5	Signed statements from a legally authorised representative of the mentioned referents (airports).	8.1
8.3 CR and Environmental Care (is equal to section 7.3)	4	Evidence that prove the CR certificates to be authentic (is equal to 7.3)	8.3
10.4 syndication Agreement	6	Syndication Agreement	10.4.3

11.3 Verification of UEA

If the information submitted in the UEA proves to be contrary to the truth following verification within the specified verification period, or if no verification was able to take place within the specified verification period due to the lack of the aforementioned supporting documents, then this can constitute a false statement as referred to in Art. 2.87).1 (h) of the Aw 2012. This can result in exclusion, in which event the Candidate in question loses their place on the shortlist and is excluded from further participation in the Tendering Procedure.

12 QUESTIONS AND COMPLAINTS

12.1 Questions

Any questions relating to the Tendering Process or the documents provided can only be submitted using the following email address: crashtenders@schiphol.nl. It is mandatory to use an excel sheet to provide the questions.

Company name:			
question number	regarding chapter	subject	question
1			
2			
3			

Questions must be submitted in English.

The answers to punctually submitted questions will be published via an Information Notice via TenderNed (www.TenderNed.nl) and/or email.

The Candidates are responsible for submitting the questions correctly and in a timely manner. If a question is not received by the Contracting Party, then the burden of proof regarding timely submission of the question is always on the Candidate. Ensure that you comply with the closing date as referred to in the section 'Tender Schedule' in these Selection Guidelines.

Any imperfections and/or contradictions in and/or objections against the content of the Selection Guidelines and their Appendices and/or the Selection Procedure must be addressed in this round of questions. If none are forthcoming, then the Contracting Party is entitled to assume that the Candidates have no objections to the contents of the Selection Guidelines and their Appendices and/or the Tendering Procedure, as a result of which any rights of the Candidates to object to these matters at a later date will lapse.

12.2 Individual Information Regarding Legitimate Economic Interests

In the event that within the scope of Section 12.1 a Candidate asks a question and – in relation to a legitimate economic interest – does not wish the answer to be included in the Information Notice as referred to in Section 12.1 then the Candidate must act in line with the following procedure.

Upon submission of the question, the Candidate must clearly specify that the question is an 'individual question involving a legitimate economic interest'.

By selecting this option, based on Article 2.53.3 of the Aw 2012, the Candidate automatically requests that the Contracting Party does not answer this question in the Information Notice as referred to in Section 12.1. In addition, the Candidate must provide an explanation of why they are of the opinion that publication of an answer in the Information Notice as referred to in Section 12.1 will damage their legitimate economic interests.

The Contracting Party will then assess – at their own discretion and based on the explanation provided by the Candidate – whether the Candidate's request is justified. If the Contracting Party grants the

Tenderer's request, then the Contracting Party will communicate the answer to the question concerned directly and exclusively to the Candidate in question.

Nevertheless, if the Contracting Party is of the opinion that answering the question will result in no damage to the Candidate's legitimate economic interests and that the answer to the question belongs in the general Information Notice, then the Contracting Party will inform the Candidate in question of this decision. The Candidate will then have the option of withdrawing the question or granting permission to the Contracting Party to answer the question in the general Information Notice.

If the Candidate does not respond in a timely manner, then it will be implied that the Candidate has granted permission for the Contracting Party to answer the question in the general Information Notice. In this matter, the Contracting Party is not liable to the Candidate in any way whatsoever.

12.3 Schiphol Group Complaints Procedure/Complaints Desk

For this Assignment, the Contracting Party will make use of SNBV's complaints desk to which interested parties taking part in SNBV Tendering Procedures can submit complaints relating to alleged inaccuracies and irregularities in the Tendering Procedure. However, a complaint cannot be submitted before the alleged inaccuracies and irregularities have been reported to SNBV in the round of questions and SNBV has responded to these reports via an Information Notice. If the Candidate/Offering Party disagrees with SNBV's response in the Information Notice, then they can submit a complaint via the complaints desk. In such cases, the following procedure applies:

- (1) Complaints must be submitted in writing to SNBV's complaints desk secretary, stating the reasons for the complaint. The email address is: Tender_klacht@schiphol.nl. In this written complaint, the Candidate must substantiate their reasons and legal/other grounds for making the complaint. In addition, a suitable solution must also be indicated. The written complaint must always include the date of the complaint, the name and address of the complainant and the particulars of the Tendering Process to which the complaint relates.
- (2) The secretary of the complaints desk will confirm the receipt of the complaint as soon as possible.
- (3) The complaints desk will then expeditiously investigate whether the complaint is valid, taking into account the schedule and processing time of the Tendering Process to the greatest extent possible. Please note: complaints do not halt the Tendering Procedure.
- (4) If, following investigation by the complaints desk, SNBV comes to the conclusion that the complaint is fully or partly valid and SNBV takes corrective measures, then SNBV will give notification of this fact in writing as soon as possible. Depending on the stage of the Tendering Procedure, it can occur that the measures are communicated by SNBV to all Candidates/Offering Parties involved in the Tendering Process at the same time as the complainant receives this message. This is done in order to avoid favouring one particular party.
- (5) If, following investigation by the complaints desk, SNBV comes to the conclusion that the complaint is not valid, then no measures will be taken and SNBV will inform the complainant of this fact in writing and in an appropriate manner.

13 FINAL PROVISIONS

13.1 Provisions Relating to the Discontinuation Procedure:

The Contracting Party is not obliged to make an award decision during this Tendering Procedure, nor is the Contracting Party obliged to conclude a contract with a Tenderer. Potential or actual Candidates/Tenderers – including any legal successor(s) and/or affiliated legal or other entities – are not entitled to any reimbursement whatsoever from the Contracting Party for any losses and/or costs incurred – by whatever name and on whatever grounds – as a result of:

- a. no award decision being made;
- b. no follow-up action being taken following any award decision;
- c. no conclusion of an Agreement;
- d. the suspension and/or postponement of and/or addition of further conditions to the award decision, or;
- e. the suspension and/or cancellation of the Tendering Procedure at any time;

or as a result of any other instances. Furthermore, by participating in this Tendering Procedure, the Candidates expressly and unreservedly accept the aforementioned and other provisos stipulated by the Contracting Party.

13.2 Applicable Law and Competent Court

This Tendering Process is governed by Dutch law. Any disputes will be presented to the Court of Amsterdam.

APPENDIX 1: ARN2016


Provided digitally on Tendered

APPENDIX 2: UNIFORM EUROPEES AANBESTEDINGSDOCUMENT (UEA)

This form must be completed digitally by the Candidates and then send on the mentioned USB sticks. This form is included as a digital Appendix to the Tender.

Voor het invullen dient het UEA te zijn geopend met Acrobat Reader.

Invullen van dit PDF formulier met gebruik van een ander programma dan Acrobat Reader kan leiden tot onjuiste weergave van de ingevulde gegevens na het digitaal versturen van het document, waardoor de inhoud van het UEA een andere kan worden dan bedoeld.



Ministerie van Economische Zaken

Uniform Europees Aanbestedingsdocument

Verwijzing naar de **relevante aankondiging*** die bekend is gemaakt in het Publicatieblad van de Europese Unie:

1 Nummer aankondiging in PB EU S:

| _____ /S _____ - _____

Vermeld wanneer bekendmaking van een aankondiging in het Publicatieblad van de Europese Unie niet is vereist, andere gegevens op basis waarvan ondubbelzinnig kan worden vastgesteld om welke aanbestedingsprocedure het gaat (bijvoorbeeld verwijzing naar een bekendmaking op nationaal niveau):

| Aircraft Rescue and Firefighting Vehicles Crash Tenders

Deze aanbesteding betreft:

Een procedure **boven** de van toepassing zijnde Europese aanbestedingsdrempel

Een procedure **onder** de van toepassing zijnde Europese aanbestedingsdrempel

Voor aanbestedingsprocedures waarbij in het Publicatieblad van de Europese Unie een oproep tot mededinging is bekendgemaakt, worden de in deel I gevraagde gegevens automatisch opgezocht, mits voor het aanmaken en invullen van het UEA gebruik is gemaakt van de elektronische UEA-dienst.

Wanneer er geen oproep tot mededinging is bekendgemaakt in het Publicatieblad, moet de aanbestedende dienst of aanbestedende entiteit de gegevens invullen op basis waarvan de aanbestedingsprocedure ondubbelzinnig kan worden vastgesteld.

Image 1 Front cover of UEA

APPENDIX 3: REFERENCE FORMATS

This form is included as a digital Appendix to the Tender.

Reference format Appendix 3		
Candidate name		
Name of the responsible sales representative or contact person of the Candidate		
This reference applies to minimum criteria and/or selection criteria number:		
Airport name (delivery)		
City of residence (delivery)		
Country of residence (delivery)		
Fire Category of Airport (delivery)		
Numer of crashtenders in one contract		number of crashtenders
Configuration of crashtenders, (including a drawing of picture and a brief description of the vehicle max one (1) A4	<input type="checkbox"/>	new crash tenders with four driven axles (8x8).
	<input type="checkbox"/>	crash tenders equipped with facilities to enable the extinguishing of fires in difficult-to-reach areas
	<input type="checkbox"/>	newly manufactured crash tenders equipped with facilities to enable the penetration of aircraft fuselage
Delivery date final vehicle		
Contract signing date		
signed by a legally authorised representative of the Candidate. The Candidate(s) will, within ten (10) days after request by the Contracting Party, provide a legally signed statement from of the mentioned referent (airport) that proves the Reference to be authentic.	name, date and signature:	

APPENDIX 4: CR FORMATS

This form is included as a digital Appendix to the Tender.

CR format Appendix 4		
Candidate		
Name of the responsible sales representative or contact person of the candidate		
<input type="checkbox"/>	EMAS certificate	
<input type="checkbox"/>	ISO 50001 certificate	
<input type="checkbox"/>	ISO 26000 certificate	
<input type="checkbox"/>	other environmental certificates	
Signed		

APPENDIX 5 DECLARATION OF SYNDICATION

A. Not applicable The Candidate is not a Syndicate.

B. The Candidate is a Syndicate because: *(state the number, meaning and capacity of the Syndicate Members in relation to the work/delivery/services to be provided):*

In accordance with Articles 9.2 and 9.4 of the ARN²⁰¹⁶.

APPENDIX 6 SCHIPHOL TERMS AND CONDITIONS (EN)

This form is included as a digital Appendix to the Tender.