



**Aan**

Kopie aan

**Datum**

5 April 2023

**Vergaderdatum en -tijd**

15 February 2023, 10:00 – 15:00

**Datum vaststelling**

5 April 2023

**Vergaderlocatie**

Van der Valk, Schiphol

**Onderwerp**

MSP Afternoon session Tender

**Auteur(s)**

Lorenzo Sloof;  
Jan-Maarten van Tuinen;  
Henk Westerhof

**Referentie/-nummer**

**Aanwezig**

**Afwezig**

**Bijlage(n)**

**MSP afternoon session: MSP: Tender break-out (25 minutes per session)**

Presentation: Henk Westerhof /Jan-Maarten van Tuinen/ Lorenzo Sloof

***Question regarding competitive dialogue: Do you have any observations regarding the subjects mentioned above?***

Input from participants:

- The slide on the topics of the competitive dialogue was presented by the RDW. The market parties recognized the topics for the dialogue and found them suitable for discussion;
- Main message from the market parties was to take time for the dialogue phase in order to discuss the subjects properly so good tender documents can be made and realistic and good offers can be ensured by the market parties.

***Question regarding contract type and duration of contract: do you have thoughts you want to share about the foreseen duration of the contract?***

Input from participants:

- The duration of the contract seems a short compared to the requested service during the contract, the setup costs, lead time and investments.
- Not only OBUs but also back office, IT components, websites and customer care centre (and resources/training) are relevant.



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- A longer duration of the contract is more cost efficient for both market parties and RDW;
- Market parties indicated that the duration of the contract is a short, in connection with the lifetime of the registration facility (OBU);
- Market parties advise minimum ten years without options, after that optional years for up to about 15 years.
- Referring to Belgium: 12 years steady contract, then optional years.
- For some the duration of the contract was acceptable, with the included extension periods. With the additional note that it depends on the length of the extension periods;
- In general market parties indicate that RDW should rethink the planning of the implementation and realization phase. Market parties indicate that a period of 18 months would be realistic and feasible. The general impression was that the tender authority is ambitious about the time schedule of these phases without sufficiently recognising the current market situation.

***Question regarding the selection phase candidates: Do you have any observations regarding the criteria mentioned above?***

Input from participants:

- The contracting authority should think about the right balance between enough tendering parties and the strict selection criteria;
- The market parties told the contracting authority that it should be careful about the type of contract and the form of contract;
- The contracting authority should also focus on the manner of collaboration between the government and the market parties. Because this is a very important competence for this tender. Current approach looks more like a client-customer relationship instead of partnership;
- Questions were raised regarding the choice to select 3 parties to get into the dialogue phase. This might be potentially a risk for the tender/ registration phase because when 1 party will discontinue to do an offer, there are only 2 parties left. Consider is to select 5 parties, then invite 3 of them to submit an offer after the dialogue phase, ending up with 1 party to gain the tender.
- The selection phase of 3 months seems to be sufficient.

***Other remarks and questions***

Besides the questions from the contracting authority, questions, remarks and suggestions were addressed during the presentation. Below is a non-limitative list:

- Can an EETS-party be a MSP? And vice versa? No, the MSP is required to be a special purpose company that only carries out the performance of the MSP contract. However, the MSP can be part of a group of companies which also includes an EETS provider.
- Can the MSP add extra value and services for the contracting authority (not the users) and how do you look at in in the tender process? This suggestion is taken into consideration and will be addressed (if applicable) in the tender document and process.