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Invitation to tender

Competitive dialogue – Procurement regulations part III

Oncology Information System (OIS) and Treatment Planning System (TPS)

on behalf of The project organization for New Hospital in Drammen (PNSD)

PNSD document number: NSD-0000-F-SP-0059, Revision 01, Date: 21-06-2023

Version: 1.0

Month: June

Year: 2023



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1 General information

This competition is conducted by Sykehusinnkjøp HF (Client), on behalf of the project organization for New Hospital in Drammen (Project). The project organization for New Hospital in Drammen (PNSD) is the project owner and will sign for the contracts. The Project will transfer the contracts to other legal entities for administration after the New Hospital in Drammen is transferred to the operation organization at Vestre Viken HF (VVHF). Other potential Customers are mentioned in section 1.6.2 below.

Sykehusinnkjøp HF is owned by the four regional health authorities; Helse Sør-Øst RHF, Helse Vest RHF, Helse Midt-Norge RHF and Helse Nord RHF, of which the share is 25 % each. For more information, see www.sykehusinnkjop.no

For the avoidance of doubt, the term *Tenderer* is used as designation of the suppliers participating in this competition, while *Contractor* is used as designation of the supplier(s) awarded a contract. Potential *Customers* are PNSD and the entities mentioned in section 1.6.2 below, in addition to Sykehuspartner HF as ICT service provider.

1.1 The project organization for New Hospital in Drammen (PNSD)

New Hospital in Drammen will be a local hospital for the community of Lier, Drammen, Nedre Eiker, Røyken, Hurum, Sande and Svelvik, and an area hospital for the whole Vestre Viken HF.

New Hospital in Drammen (NSD) will be established as a replacement for the existing hospital in Drammen, as well as service provision within substance abuse and mental health care as a replacement for today's activity at Blakstad Mental Health Hospital. The project has a total gross floor area at 122.000 sqm.

The New Hospital in Drammen is dimensioned to cover the need for specialist healthcare services for a population of 550.000 citizens.

The new hospital is planned to start up for clinical use in mid-2025.

It is established a separate project organization with responsibility to plan and manage the project through all the phases until the hospital will be delivered to the operating organization. The project organization is led by project director, that reports to a project board appointed by South-Eastern Norway Regional Health Authority (Helse Sør-Øst RHF).

The project organization consists of the operative areas; engineering, building, plumbing, electro, ICT, equipment and ICT-software applications.

For further information about the New Hospital in Drammen, see www.vestreviken.no/om-oss/nytt-sykehus-i-drammen

1.2 Vestre Viken HF (VVHF)

VVHF provides specialist health services to about 500.000 people in 22 municipalities. The health trust offers somatic activities at Bærum Sykehus, Drammen Sykehus, Kongsberg Sykehus, Ringerike Sykehus and Hallingdal Sykehus.

VVHF is a health trust under the regional South-Eastern Norway Regional Health Authority (Helse Sør-Øst RHF). VVHF was founded on 30 March 2009 but was only established with the purpose of taking over responsibility for functions from the hospitals in its hospital zone on 1 July 2009. We had



approximately 9.861 employees who worked around 7.637 Full-Time Equivalents in 2020. For further information about VVHF, see www.vestreviken.no.

1.3 Sykehuset Telemark HF (STHF)

STHF is in the early planning stage of establishing radiotherapy treatment in Skien, as part of expanding their hospital buildings there. This is planned to open 2026/2027.

STHF is a versatile acute hospital and offers diagnostics and treatments in most specialist areas.

STHF serve a population of approximately 170.000 inhabitants within the county of Telemark. Its owner is Helse Sør Øst, the regional health authorities of the south and eastern parts of Norway.

STHF have about 4.000 employees, which adds up to approximately 3.000 FTEs.

STHF is in charge of four disciplines within the counties of Telemark and Vestfold; plastic surgery, medical genetics, fertility treatments and occupational Medicine.

The head of administration is located in the city of Skien.

In addition to Skien, STHF have sites throughout the county of Telemark at Porsgrunn, Notodden, Rjukan, Kragerø and Nordagutu. For further information about STHF, see www.sthf.no

1.4 South-Eastern Norway Regional Health Authority

The South-Eastern Norway Regional Health Authority (Helse Sør-Øst RHF) is the state health trust group that is responsible for specialist health services in the South-Eastern part of Norway (the county municipalities Viken, Oslo, Innlandet, Telemark, Vestfold and Agder). The enterprise is organized as a parent company (regional health trust), with 11 underlying subsidiaries that are organized as independent health trusts with their own responsibility for results and with employer responsibility for their employees.

South-Eastern Norway is the country's largest health region with responsibility for specialist health services for a population of 2.85 million people. The region has about 77.000 employees (including temps). Turnover is approx. 77 billion kroner. The head office of the South-Eastern Norway Regional Health Authority is located in Hamar, with another administration office location in Skien. For further information, see www.helse-sorost.no.

1.5 Sykehuspartner HF

Sykehuspartner HF was established in October 2003 as a separate unit within the South-Eastern Norway Regional Health Authority and became a separate unit within the health authority on 1 June 2007. On 1 January 2015, Sykehuspartner HF was established as a separate health trust with headquarters in Drammen. Sykehuspartner HF currently delivers joint services within ICT, HR and Projects to all the health trusts in the South-Eastern Norway, and with its 1.400 employees is one of the Nordic region's largest companies in the field.

Sykehuspartner HF is responsible for the delivery of ICT services to all the health trusts in the South-Eastern Norway. For further information, see www.sykehuspartner.no

Both the framework agreement and any call-off agreement(s) may be transferred to Sykehuspartner HF as the ICT service provider in Helse Sør-Øst.



1.6 Purpose and scope

1.6.1 Purpose

The purpose of this Tender is to procure dedicated software for radiotherapy for the new radiotherapy departments at the New Hospital in Drammen (NSD).

VVHF are expanding their cancer treatment to include radiotherapy. The location for the treatment will be the new Drammen Hospital (NSD). The plan is to start treatment late 2025 with two linear accelerators and expand to three within some years. The goal is to cover 80% of the required radiotherapy treatment in the region, while the remaining patients will be treated in Oslo. For the period of 2018 to 2020 this was an average of 15.500 annual radiotherapy sessions.

Linear accelerators and surface scanning system for the new department have already been procured. Varian Medical Systems will deliver Varian TrueBeam linacs and VisionRT will deliver AlignRT hardware and software for surface scanning. The linear accelerators will deliver both conventional photon beams, flattening filter free photon beams and electron beams with multiple energies.

Delivery of the linear accelerators is planned for Q4 2024, and it is essential that parts of the solution required for this is implemented by then. Even though patient treatment isn't planned to start until October 2025, it is imperative that the remaining parts of the solution is delivered by Q1 2025. The department needs time to implement and test the solution, while establishing and developing procedures. A final end-to-end test with Direktoratet for Strålevern og Atomsikkerhet (DSA, National Radiation Protection Agency), as part of our final approval process, is tentatively planned early Q3 2025 and the solution must be thoroughly tested before that time.

VVHF will have an integrated system for patient logistics at time of opening, where patient arrivals and appointments can be tracked. See attachment 3 *Description of needs* for further details.

STHF are also expanding their cancer treatment to include radiotherapy and will cover the counties of Telemark and Vestfold. The location for the treatment site will be at the hospital in Skien. The plan is to start treatment during 2026 with two linear accelerators and expand to three within some years. The goal is an 80 % coverage of all radiotherapy sessions in the respective patient population, equaling on average 15.000 annual radiotherapy sessions between 2021 and 2022. STHF are also exploring the possibility of offering kV radiotherapy. STHF is in the process of clarifying funding. This will hopefully be decided in October 2023.

STHF will also have access to a regional agreement to purchase linear accelerators from Varian, and surface guidance equipment from VisionRT.

The purpose of this tender is to procure software solutions to support these new radiotherapy departments, and potentially other new or existing radiotherapy departments in Helse Sør-Øst RHF.

This procurement will include the following software (two sub-contracts):

1. Oncology Information System (OIS)

The oncology information system should handle prescribing treatment, managing workflow in the radiotherapy department, scheduling of appointments, recording and verifying treatment, storing information about the delivered treatment, as well as generating reports. The system should also include a solution for handling images generated before and during



treatment (kV-, MV- setup or CBCT). In addition, the OIS should support standard interfaces to exchange information with other systems or hardware in the hospital.

2. Treatment Planning System (TPS)

The treatment planning system should be able to create plans for all available energies for our linear accelerator, as well as support advanced planning features and techniques.

It should also handle multiple different image modalities and co-registration of these into planning image sets. The system should also have tools for evaluating dose distributions.

In addition, the TPS should support standard interfaces to exchange information with other systems or hardware in the hospital.

It is possible to apply for participation on one or both sub-contracts, cf. section 1.8.

See *Attachment 3* for a more detailed description of background, scope and preliminary requirements for the solutions.

1.6.2 Scope

VVHF has decided to procure both an OIS and a TPS solution. STHF plans to procure both solutions but at the time of announcement of this procurement they are waiting for financing.

The regional health authority in south-east Norway (Helse Sør-Øst RHF), has indicated a need for decentralized radiation therapy, allowing better availability for patients in the entire region. In response to this, Akershus universitetssykehus HF (AHUS), and Sykehuset Østfold HF (SØHF) are in an early planning phase for potentially establishing radiotherapy departments, potentially around 2030.

Furthermore, there is a benefit of having uniform solutions at several departments in the region considering operation and maintenance, complexity in the solution architecture in the region as a whole and in terms of sharing knowledge and training across the departments. To support this, VVHF are looking to acquire software for radiation oncology for the new hospital in Drammen, as well as options for STHF and potential new departments at AHUS and SØHF.

To facilitate a more uniform solution in the region, the options will also be made available to already established departments in the region, Oslo universitetssykehus HF (OUS) and Sørlandet Sykehus HF (SSHF).

	OIS	TPS
Oslo universitetssykehus HF (OUS)	Varian Aria	RaySearch RayStation
Sørlandet sykehus HF (SSHF)	Elekta Mosaic	RaySearch RayStation

Table: Overview of the current OIS and TPS in Helse Sør-Øst

In addition to VVHF and STHF, the following hospital thrusts shall have an option to procure one or both solutions:

- Sykehuset Østfold HF (SØHF)
- Akershus universitetssykehus HF (AHUS)



- Sørlandet sykehus HF (SSHF)
- Oslo universitetssykehus HF (OUS)

As of June 2023, only VVHF has decided to procure both an OIS and a TPS solution immediately after signing the framework agreement. For the other health trusts covered by the framework agreement(s), the framework agreement(s) shall be exclusive. I.e., if they decide to procure a TPS or OIS system, the framework agreement(s) entered into as a result of this procurement process, shall be used, provided that this will not trigger the need to change other major components of the radiation therapy equipment (including purchase of equipment not supported by the OIS and/or TPS).

The expected value of the framework agreement over eight (8) years is estimated to be approximately 70 MNOK. This includes procurement and maintenance of OIS and TPS for both PNSD and STHF. The maximum value is estimated to 300 MNOK over the same period and includes procurement and maintenance of both solutions for all hospitals mentioned above.

1.7 Agreement form and duration

The Project plans to enter into one framework agreement per sub-contract (cf. chapter 1.8). Each sub-contract will be evaluated separately, but the Client reserves the right to award an overall contract to one Tenderer. This applies if the total offer from one Tenderer is considered to give an overall better fulfilment of the award criteria, even if the Tenderer is not considered to have delivered the best offer for each sub-contract, cf. § 19-4 (5) of the Procurement Regulations.

The framework agreement(s) will be based on The Norwegian Government's Standard Agreement for framework agreements (SSA-R).

Awarding contracts under the framework agreement (call-offs)

Entering into a framework agreement does not in itself trigger a purchase obligation. To trigger a purchase obligation, the Customer covered by the framework agreement must make a call-off.

The obligation to purchase only applies to the Customer that has made the call-off, and only in regard to the sub-contracts specified in the call-off document.

A call-off constitutes a contract between the Contractor and the Customer that has made the call-off. Several independent call-offs can be made (agreements with one or several Customers, for one or both systems, under the same framework agreement.

The final procedure for call-offs will be decided and described during the procurement process.

The call-off agreements will be based on the Norwegian Government's Standard Agreements (SSA), see Appendix 3 of the Framework Agreement Terms (SSA-R). Which SSA that will be used for each call-off will depend on the solution(s) offered. Both SSA-T, SSA-K, SSA-V, SSA-L, SSA-sky and SSA-lille sky, SSA-O and SSA-B will be relevant agreements. Links to these agreements can be found in Appendix 3 to SSA-R.

Final contractual terms with appendices will be attached to the Tender Document during the dialogue phase, and no later than together with the invitation to submit the final offer.



Duration

The framework agreement(s) (SSA-R) will have a duration up to 8 years (4+2+2 years). The rationale behind a potential longer duration than 4 years is because it will be of importance for the region to have uniform solutions to exploit the benefits of sharing knowledge and training across departments and between the different hospital trusts. Due to the new building projects, this is not possible to implement within a 4-year period.

The duration of the call-off agreements will depend on the type of agreement (SSA) used.

1.8 Sub-contracts

The acquisition is divided into the following subcontracts:

1. Oncology Information System (OIS)
2. Treatment Planning System (TPS)

Offers can be made for one or both sub-contracts. VVHF and STHF plan to buy both solutions (OIS and TPS). The other hospitals listed in section 1.6.2 above (option holders) may buy one or both solutions.

During the dialogue, the project will assess the pros et cons of buying two separate systems or one complete solution. This will be discussed during the dialogue and a decision will be announced to all participants no later than in the invitation to submit a final offer.

1.9 The Tender Document

The Tender Document consists of this document (Invitation to tender) and the following attachments:

Document	Name
Attachment 1	Application letter (template)
Attachment 2	Answer form technical and professional qualifications
Attachment 3	Description of needs
Attachment 4	Kundens tekniske plattform
Attachment 4a	Standard infrastruktur
Attachment 4b	Integrasjon
Attachment 4c	Identitet og tilgangsstyring
Attachment 4d	Sykehuspartner HF - skystrategi
Attachment 5a	Framework agreement (SSA-R)
Attachment 5b	Appendices to the framework agreement (SSA-R)
Attachment 6	Public access to Application and Tender (only available in Norwegian)
Attachment 7	Declaration of commitment (template)

The Tender Document may be changed throughout the dialogue phase. The client reserves the right to update draft requirements specification and publish other relevant documents together with inviting Tenderers to the dialogue phase.



1.10 Timetable

The procurement is conducted as a competitive dialogue and is divided into three phases: the qualification phase, the dialogue phase, and the tender phase.

During the qualification phase, all interested Tenderers may submit an application to participate in the competition. Only qualified Tenderers who are invited by the Client to submit solution proposals will participate in the subsequent phases.

In the dialogue phase qualified Tenderers are invited to participate in the dialogue by delivering a request to participate in the dialogue including a first solution proposal. Only Tenderers who submit such a response can be invited to the dialogue. Based on the solution proposals, a first dialogue meeting will be held. In the dialogue, Tenderers are asked to provide input on (parts of) the requirements specifications and other documents related to the competition. The Tenderer's solution proposals and other input will be used to revise the requirement specification and other relevant documents which in turn will be the basis for a new solution proposal. The dialogue ends when the Client is satisfied with the solutions that have been presented during the dialogue and is ready to finalize the requirements and content of the contract. At the end of the dialogue phase, the remaining Tenderers may be invited to deliver a trial tender. The purpose is to assess whether the submitted tenders are according to the guidelines, and to be able to detect and clarify any misunderstandings or significant discrepancies before the tender phase starts.

The tender phase starts with an invitation to submit a final offer. In the invitation to submit a final offer, all requirement specifications, contract documents, award criteria etc. are final. There is no opportunity to negotiate after final offers have been submitted. See section 2.1 for more information about the procurement procedure.

The client reserves the right, in whole or partial to close parts of the Tender Documents for further discussion during the dialogue, typically if there are extensive discussions around individual topics such as contract terms or otherwise.

All dates/times in the dialogue and tender phases are tentative. Tenderers will be updated.

Activity	Date
Qualification phase	
Deadline for asking questions regarding qualification*	10. August 2023
Deadline for submitting application	17. August 2023, 12.00
Assessment of applications received	
Notification of the result of the qualification	23. August 2023
Dialogue phase	
Deadline for submitting first solution proposal**	11. September 2023
First dialogue meeting	18. – 22. September 2023
Further dialogue	TBA
Tender phase	
Invitation to submit final offer	TBA
Deadline for submitting final offer	TBA



Evaluation	TBA
Allocation decision and notification to the bidders	TBA
Signing and entering into agreements	Q1 2024

*We urge Tenderers to ask questions as soon as possible. Due to holiday settlement in the project team, questions will be answered no later than within August 3rd and after the deadline (if remaining questions).

**An invitation to submit the first solution proposal is planned to be sent in parallel with the information of the result of the qualification evaluation. As of now (June 2023) the plan is to ask the Tenderers to give an overall description of the offered solution including a first response to the preliminary technical and functional requirement specification.

2 Rules for the conducting the procurement

2.1 Procurement procedure

This procurement will be conducted as a competitive dialogue pursuant to Part I and III in accordance with the Public Procurement Act of 17 June 2016 no. 73 and regulations 2016 no. 12 August 2016 no. 974.

In a competitive dialogue, all interested Tenderers may submit a request to participate in the competition. Only qualified Tenderers who are invited by the Client will be able to participate in the dialogue and tender phases.

The Client plans to invite a limited selection of Tenderers to participate in the dialogue, albeit at least three (3) Tenderers. Any selection among qualified Tenderers will take place based on the qualification applications and the selection criteria that appear in section 6.

The dialogue can be carried out on all aspects of the procurement. The dialogue will be carried out in several phases, and both in writing and orally. Requirements and/or details concerning the award criteria may be added or removed along the way, and the classification of requirements may be changed until the invitation to submit the final offer is sent out.

The Client reserves the right to reduce the number of solutions during the dialogue phase. Such reduction will be made according to the specified award criteria.

The Client will end the dialogue phase by setting a common deadline for receiving final offers from the remaining Tenderers. It is not allowed to negotiate the final offers.

Communication and dialogue during the competitive dialogue will take place in Norwegian or English.

2.2 Communication

All communication during the procurement process shall take place via the communication module in the Merccell portal (<https://www.merccell.com>). This is in order for all communications to be logged. Other communication with persons participating in the decision-making process is not



permitted, and inquiries that occur in any other way cannot anticipate an answer. In the event of any questions concerning all providers, the Client will answer this anonymously to all Tenderers.

2.3 Tax certificate

The Contractor shall on request submit a tax certificate for VAT and tax certificate for tax. This applies only if the Contractor is Norwegian.

The tax certificate shall not be older than 6 months calculated from the deadline for submitting a request to participate in the competition or offer.

Tax certificate shall be submitted at the same time as the qualification application.

2.4 Pay and working conditions

Regulations concerning pay and working conditions in public contracts shall ensure that employees in companies that perform services and construction work for public contractors have no worse pay and working conditions than those resulting from applicable general regulations or nationwide collective agreements.

The contract terms relevant in this procurement have regulations that contribute to the employees of the Contractor and any subcontractors who perform work on the contract receiving these minimum conditions.

In accordance with the regulations, we will require the necessary documentation from the Contractor and ensure that the provisions are complied with. In the event of Contractor's non-compliance with the regulations, we will impose sanctions under the contract.

3 Application for participation in competition

3.1 General

An application shall be made for participation in the competitive dialogue.

All requests for participation shall be submitted electronically via the MerCell Portal, www.mercell.com within the deadline.

3.2 Content and structure of the application

The application should be delivered with file names according to the following structure:

Document	Name
Appendix 1	Application letter
Appendix 2a	Documentation related to qualification requirements 5.1 Certificate of establishment
Appendix 2b	Documentation related to qualification requirements 5.2 Economic and financial capacity



Appendix 2c	Documentation related to qualification requirements 5.3 Technical and professional qualifications and 5.4 Quality assurance standards (please use template in Attachment 2 Answer form technical and professional qualifications)
Appendix 3	Tax certificate for paid VAT and tax
Appendix 4	Declaration of commitment for supportive businesses (if relevant)
Appendix 5	Parent company guarantee, bank guarantee etc. (if relevant)
Appendix 6	Declaration of solidarity responsibility (if relevant)
Appendix 7	Redacted version of the application (cf. Attachment 6) See also section 7.9.

3.3 Language

The application should be written in English.

3.4 Deadline for requesting a temporary injunction

Deadline for requesting a temporary injunction against the Client's decision to reject a request to participate in the dialogue or not to select a Tenderer, is 15 days counted from the day after the information was sent, cf. Section 20-7 of the Procurement Regulations.

4 The European Single Procurement Document (ESPD)

4.1 General information about the ESPD-form

The Tenderer shall fill out the ESPD-form as stated in Merzell.

At any time in the competition, the Client may request all or parts of the documentation evidence necessary to ensure that the competition is conducted correctly. In this procurement, the Tenderer must submit all documentation relating to the qualification requirements as part of the application.

4.2 National reasons for rejection

In accordance with ESPD Part III: Exclusion grounds Section D: "Other exclusion grounds that may be foreseen in the national legislation of the contracting authority's or contracting entity's Member State" states that in this competition all the reasons for rejection apply to section 24-2 of the Procurement Regulations, including the purely national reasons for rejection:

- Paragraph 24-2 (2). The Client shall reject a Tenderer if he is aware that the Tenderer has been legally convicted or has accepted a fine for the specified conditions. The requirement to reject a Tenderer who has adopted fines is a special Norwegian requirement.
- Paragraph §24-2 (3) letter i). The reason for rejection in the ESPD form relates only to serious errors in professional practice, while the Norwegian reason for rejection also includes other serious mistakes that may cause doubt regarding the professional integrity of the Tenderer.



5 Qualification requirements

To be invited to dialogue, interested Tenderers must fill out the ESPD form which states that he meets the qualification requirements. The documentation related to the requirements shall be attached to the application, either directly in the ESPD form or as an attachment to the application cf. section 3.2.

The tenderer must have an organization that is suitable for ensuring that the contractual obligations are fulfilled throughout the contract period. For this reason, requirements are set for economic and financial capacity and for technical and professional qualifications (Qualification requirements). The Tenderer must meet all qualification requirements to have his application for participation in the competition assessed.

5.1 Registrations, authorizations, etc.

Eligibility requirements	Documentation requirements
The Tenderer shall be registered in an enterprise register or a trade register in the state where the bidder is established.	Norwegian companies: Certificate of establishment Foreign companies: Documentation that the company is registered in the register of enterprises, professional register, or a trade register in the state where the Tenderer is established.

5.2 Economic and financial capacity

Requirements	Documentation requirements
The Tenderer shall have sufficient economic and financial solvency to be able to carry out the contractual obligations. The Tenderer shall be creditworthy.	The Client will assess the Tenderer's fulfilment of the eligibility requirement based on the following information from the Tenderer: <ul style="list-style-type: none">• Last two years of financial statements with notes including auditor's statement.• Income statement and balance sheet from the last six months if it is more than 6 months since the last financial statements If the Tenderer has a factual reason not to disclose the documentation claimed by the Client, the Tenderer may determine his financial and financial capacity by any other document, including, for example, by a parent company guarantee, bank guarantee, etc. When using the parent company's guarantee, it is requested that the Tenderer provides documentation that



	<p>the parent company is able to take over the subsidiary's financial and financial contractual obligations.</p> <p>The Client will order a rating report at Bisnode Norway AS to verify that the Tenderer has sufficient economic and financial capability.</p>
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5.3 Technical and professional qualifications

Requirements	Documentation requirements									
<p>The Tenderer shall have sufficient ability to carry out the contractual obligations. The Tenderer shall have experience in delivering an OIS and/or TPS system.</p> <p>In the assessment, the Client will emphasize the relevance, size, and complexity of previous deliveries.</p>	<p>The Client will assess the Tenderers fulfilment of the eligibility requirement based on the following information from the Tenderer:</p> <p>An overview of the most important and relevant deliveries of TPS and/or OIS systems in the last three (3) years, including information on scope/value, time of delivery, as well as the name of the customer.</p>									
<p>The Tenderer shall have good capacity related to the implementation and maintenance of an OIS and/or TPS system (Development, testing, support/maintenance, project management, implementation and training)</p> <p>In the assessment, the Client will emphasize capacity in relation to the scope of this competition.</p>	<p>Enter the number of resources as specified in the following table:</p> <table border="1" style="width: 100%; background-color: #e6f2ff;"> <tr> <td>Average number of man-years last 2 years (2021-2022)– whole business</td> </tr> <tr> <td>Average number of managers last 2 years (2021-2022)</td> </tr> <tr> <td>Number of man-years relevant to this delivery:</td> </tr> <tr> <td>• Number of resources - product development</td> </tr> <tr> <td>• Number of resources - testing</td> </tr> <tr> <td>• Number of resources - support and maintenance</td> </tr> <tr> <td>• Number of resources – project management</td> </tr> <tr> <td>• Number of resources – implementation</td> </tr> <tr> <td>• Number of resources – training</td> </tr> </table>	Average number of man-years last 2 years (2021-2022)– whole business	Average number of managers last 2 years (2021-2022)	Number of man-years relevant to this delivery:	• Number of resources - product development	• Number of resources - testing	• Number of resources - support and maintenance	• Number of resources – project management	• Number of resources – implementation	• Number of resources – training
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Number of man-years relevant to this delivery:										
• Number of resources - product development										
• Number of resources - testing										
• Number of resources - support and maintenance										
• Number of resources – project management										
• Number of resources – implementation										
• Number of resources – training										



	<p>A description of technical personnel or technical devices, especially those responsible for quality control, which the Tenderer advises to perform the contract</p>
	<p>In addition, the Tenderer is asked to describe how much of the contract, and which parts, are planned to be set aside to sub-contractor(s).</p> <p>Please use the template in Attachment 2 Answer form technical and professional qualifications.</p>

5.4 Quality assurance standards

Requirement	Documentation requirements
<p>The Tenderer shall have a well-functioning quality assurance system for mission-critical systems.</p>	<p>The Tenderer shall describe its quality assurance measures, methods and tools for development, test, handover, and deviation management.</p> <p>Please use the template in Attachment 2 Answer form technical and professional qualifications.</p> <p>NB! This requirement must be fulfilled by the Tenderer himself.</p>

5.5 Support from other businesses

If a Tenderer is not able to fulfil the qualification requirements in sections 5.2 and 5.3 on its own, the Tenderer can rely on other businesses to meet the qualification requirements. This applies regardless of the legal association between the Tenderer and the business(es). If a Tenderer wishes to rely on other businesses to satisfy the qualification requirements, the ESPD declaration must be delivered electronically for both the supplier and the business(es) he will rely on. In addition, the Tenderer must deliver a declaration of commitment for each of the businesses, cf. template in Attachment 7. The declaration must specify how and in which areas the company will support the Tenderer.

If the Tenderer relies on the capacity of other businesses to meet the requirements for economic and financial capacity, the business(s) must be solidarity responsible for the performance of the contract. This must be documented by adding a declaration of solidarity responsibility. In the event of support from a parent company, a parent company guarantee must be attached.

This information will not affect the Contractor's contractual responsibility.



6 Selection criteria

Tenderers who meet the qualification requirements set out in chapter 5 and who are not rejected, will be deemed qualified. To the extent that there are sufficient numbers of qualified Tenderers, the Client will select a limited number of suppliers to participate in the competitive dialogue, albeit at least three (3) suppliers.

Any selection among qualified Tenderers to participate in the competitive dialogue will take place based on an overall evaluation of which qualification applications best meet the following qualification requirements for participation in the competition, in ranked order:

- **Relevant deliveries and references**
- **Tenderers capacity**

The Client will give the Tenderers who are rejected or not selected a written notification as soon as possible. The notice will contain a brief justification.

7 Resolution proposal and offer requirements

The following chapters are primarily applicable to the Tenderers who are qualified and selected to participate in the dialogue and to submit solution proposals and possible tenders. All Tenderers must first apply for participation and then await any invitation to the dialogue. Tenderers who submit an application for participation but are not invited to the dialogue or to submit a final tender, will be notified.

Further information on how the dialogue will take place, including deadlines for the delivery of solution proposals and the submission of final offers, will sent to selected Tenderers after the qualification phase.

7.1 Submission of application and offer

Applications for participation in the competition and final offer shall be submitted electronically via the Mercell portal, www.mercell.no The system does not allow the delivery of offers after the deadline set in Mercell.

Contact Mercell Support, tel. 21 01 88 60 or e-mail support@mercell.com for questions related to access to and functionality in the Mercell portal.

It is recommended that the application and offer is submitted well before the deadline. Submitted applications and offers may be changed until the end of the deadline. The most recently submitted application/offer is considered the final one.

7.2 Design and content of the solution proposals and final offer

The design and content of the solution proposals and final offer will be informed in updated Invitation to tender-document sent to the selected Tenderers during the process.



7.3 Alternative offers

Alternative offers are not accepted.

7.4 Parallel offers

Only one offer per bidder is allowed in the competition. Parallel offers are not accepted.

7.5 Language

Solution proposals and offers should be written in English. Attachments in Scandinavian will be accepted.

The agreements will be in Norwegian or English.

7.6 Reservations

Any reservations to the tender and/or contract documents must be listed in the Tender letter. The reservations must be clear and understandable in order to make the Client able to assess these without contacting the Tenderer. Reservations that are considered substantial will lead to rejection. An offer that includes several minor reservations may be rejected if the reservations in total is substantial. In any case, the Client has the right to refuse offers with deviations that are not insignificant.

During the dialogue phase, the Client expects the Tenderers to specify their reservations as early as possible to achieve an effective process and avoid unnecessary rejections and/or delays late in the process.

Tenderers are encouraged to ask questions prior to submitting an offer.

7.7 Validity of the final tender

The final tender is valid and binding for six (6) months following the deadline of the final offer.

7.8 Costs

Tenderers are expected to prepare and submit the tender at their own expense and risk. Costs and expenses incurred by the Tenderer related to the procurement shall be borne by the Tenderer. The Client undertakes no economic liability for work performed in connection with the Tenderer's participation in the competition.

7.9 Public access to tenders and procurement protocol

Tenders and procurement records can be exempted from public disclosure until the choice of Tenderer is finalized; see § 23, third paragraph, of the Norwegian Freedom of Information Act of 19



May 2006. From this point in time and onwards, access can be requested to these documents, although exceptions may be made for information that is subject to a statutory duty of confidentiality. Typical confidential information is information regarding personal matters and trade secrets (technical devices and procedures, as well as operational or business matters that for competition reasons it is important to keep secret in the interests of the person whom the information concerns).

The Tenderer must submit a redacted version of the application and offer where information regarded as confidential must be black-boxed. See Attachment 6 for guidance regarding redacting documents.

The Tenderer must also submit a separate document according to the template in Attachment 6 to justify the reasons for redacting.

If the application or tender does not contain any information considered as confidential, this must be confirmed in the Application/Tender letter.

7.10 Demonstration/reference visit

It may be appropriate to conduct a demonstration of solution and/or reference visits (digital or physical) during the competition. This can also become part of the evaluation of the offered solution. A demonstration can be in the form of a test of the solution to the customer's surveys. Only Tenderers who have a realistic possibility to win the competition, based on a preliminary evaluation, will be eligible for reference visit(s) and/or demonstration. A demonstration will take place in accordance with the principle of verifiability and equal treatment.

8 Award criteria and evaluation

The award of the contract will be made based on which offer has the best ratio between price/cost and quality. Final award criteria, sub-criteria and weighting will be decided during the dialogue and no later than in the invitation to submit final offer.

Allocation criterion	Ranking
Quality	1
Cost	2

8.1 Elaboration of the award criteria

8.1.1 Quality

Through the competitive dialogue, the components of the quality award criterion will be discussed with the Tenderers. Through the dialogue, other and more detailed quality criteria can be introduced before invitation to submit final offer. For the quality award criterion, the following are assumed to be components:

- Quality of the solution technically and functionally
- Quality of training, maintenance, and support



- Development potential, including future solutions

There may be changes to this during the dialogue phase.

8.1.2 Cost

In the dialogue, detailed price appendices will be finalized before the invitation to submit final offers and subsequent evaluation. For the price/cost criterion, the following are assumed to be components:

- Prices for the use of the solution, in test period and ordinary operation
- Training, maintenance, and support pricing
- Prices for implementation of the solution
- Prices for consultancy services
- Prices for development and changes for the customer
- Internal costs including hardware costs

There may be changes to this during the dialogue phase.

8.2 Award of contract

A decision on the award of the framework agreement(s) will be notified in writing to all Tenderers at the same time in a reasonable time before the agreements are signed. The decision will include a justification for the choice of Contractor(s) and provide information about the period before the contract is signed (stand-still period).

The Client reserves the right at any time to end the competition if there is a factual reason, including if the Customer considers that the answers do not hold sufficient quality, if the solutions and conditions offered are not considered to satisfy the Customer's requirements and needs and/or if the Client considers that there is insufficient competition between the participating Tenderers within each of the different parts of the acquisition.