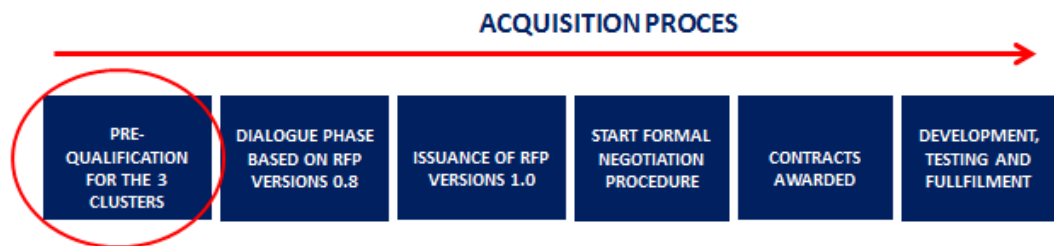




**TALKING TRAFFIC**

MINISTRY OF INFRASTRUCTURE AND THE ENVIRONMENT

## CALL FOR INNOVATION PARTNERSHIPS



## PRE QUALIFICATION DOCUMENT

Date: **Amended on February 22, 2016**

Reference number: BBV/2016/CALL/001

OJEU-number: 2016/S 025-040521

## 1. BACKGROUND

The Dutch Ministry of Infrastructure and Environment (hereinafter our Ministry) and its twelve (12) regional public partners through their joint Beter Benutten programme wishes to enhance accessibility of its prime urban-economical regions by assisting private enterprises in deploying innovations that will positively affect travellers choices (departure time, mode of transport, routes, destination parking and so forth), drivers choices and drivers behaviour (speed, breaking, lane choice, merging and so forth). A list of all government entities participating in this tender procedure is listed in ANNEX I.

The purpose of this call is to develop, test and deploy innovative cooperative services, starting in 2016 in close cooperation between all concerned and involved parties. The goal of enhancing urban accessibility and end user value is expected to be reached by developing and implementing Cooperative ITS solutions , facilitating near real time digital data exchange between road users, vehicles and traffic light installations and delivering new and/or enhanced services targeted at specific road user assistance functionalities through low latency (<1 second) data distribution and service delivery using cloud computing and telecom/cellular capabilities. The coordinated collection, merging and distribution of assorted public data from for instance roadsides, emergency services, traffic light installations and private data from for instance cars and trucks, portable devices, transport and logistics, will enrich current and new end user services as well as strengthen private business opportunities while eventually lower public expenditure.

Recognizing that Smart Cities, Internet of Things, automated driving and Mobility as a Service are quickly evolving and becoming reality, our Ministry and its partners are fully aware that only through adapting international technical standards (whenever and wherever available and applicable) and international interoperability, this new connectivity will add sufficient value for road users, private enterprises and public authorities as well as it will contribute to realisation of envisaged societal benefits.

These innovative cooperative services need to facilitate measurable effects in the near future (approximately 1-5 years) on travel times, reduction of road incidents, fuel consumption, emissions and need to have a sustainable business case after government financial support has expired. First of these effects on traffic in said regions need to occur in 2016 and 2017.

Our Ministry itself (and on behalf of its twelve (12) regional public partners) wishes to support the development, implementation and early stage deployment of a specific number of C-ITS use cases based on cellular low latency data transfer and handling, while continuing existing public dynamic traffic management systems and operations of its Road Authorities. The relevant document describing these C-ITS use cases is included in ANNEX II and should be carefully studied by interested tenderers.

Our Ministry and its twelve (12) regional public partners believe it is imperative that the new urban and inter-urban C-ITS solutions are developed and implemented in a close

cooperation between public and private parties throughout the information value chain. Therefore, the negotiation procedure has been selected as the preferred method of selecting the private entities to develop and implement these innovative solutions ('talking traffic').

This pre-qualification document serves to select private entities interested to participate in the negotiation procedure for talking traffic.

Please note:

although it is the intention to enter into contracts based on this Call for Innovation Partnerships, our Ministry and/or its twelve (12) regional public partners are under no obligation whatsoever to do so and reserve the right to amend or withdraw this Call for Innovation Partnerships at any given time;

the twelve (12) individual regional public partners including their participating cities (ANNEX I) shall be the legal entities placing (separate) purchase orders for the delivery of the required adjustments and additions (hard- and/or software) of existing traffic light installations within their own jurisdiction, based on the prices and conditions (technical, financial, legal) established under this Call for Innovation Partnerships. If the quality, conditions and or effects of the innovative services do not meet the expectations (e.g. measurable effects on the applicable groups/categories of use cases, safety or the associated price) of the twelve (12) individual regional public partners including the participating cities in ANNEX I, actual purchase orders for deployment might be limited or scrapped;

our Ministry and its twelve (12) regional public partners are on a hybrid C-ITS strategy through which it will support the development, testing and deployment of both DSRC (802.11p) and cellular based C-ITS solutions. This Call for Innovation Partnerships does not include DSRC based solutions. It is envisioned that during the first six (6) months of 2016 our Ministry and its regional public partner Brabant will take additional procurement initiatives to further DSRC development and testing in the Brabant region;

As a result of the questions received after publishing this Call, an important modification has been made to the Call document. All tenderers have the freedom, after initial pre-qualification, to participate in one or more clusters for which they have qualified during the pre-qualification, without a prior (definitive) choice for tendering in one cluster or the other at the time of the negotiation procedure. Once the formal negotiation procedure commences (after April 18, 2016) tenderers that have qualified for one, two or three Clusters can only submit a tender as the main contractor in one (1) Cluster.

Nonetheless if they also participate in a temporary grouping in another Cluster(s) (which is allowed) provided that the following conditions are met:

- a) less than 25% of man hours within the work package will be performed by the tenderer as part of the temporary grouping in these other Cluster(s);
- b) the individual members of the temporary grouping have all qualified for these other Cluster(s) during the pre-qualification.

For the avoidance of doubt, sub-contractors that are being used by eligible tenderers in the performance of the work packages (either via a main contractor or via a temporary grouping) are not allowed to provide more than 25% of man hours within the total work package in a (specific) Cluster. Sub-contractors do not need to submit a pre-qualification under this Call.

By allowing all interested tenderers to actively participate in the dialogue phase for all of the Cluster(s) they might be interested in (which requires that they apply for these Clusters and can meet the qualification criteria thereof), without having to make a selection of a specific Cluster prior to the official start of the negotiation procedure (after April 18, 2016), we hope to start a constructive interactive dialogue focussed on cooperatively defining the work packages and related conditions.

Please note that to maintain a level playing field for all tenderers, interested tenderers that currently (latest date being February 29, 2016) work for the national and regional public authorities issuing this Call within the realm of the BB-themes and projects Data top 8, C-ITS, Travel Information services are not allowed to submit a pre-qualification application.

The objective of this Call for Innovation Partnerships is to, eventually, realize an Open Eco-Scheme for the development and deployment of Intelligent Transport Systems and Services, Smart Mobility and next level Traffic Management in the Netherlands. This Call for Innovation Partnerships is the first step in realizing such an Open Eco Scheme for Talking Traffic (hereinafter OES-TT). After an initial period of maximum approximately two (2) years, where public and private partners will be working together with a limited number of such entities, the OES-TT will be opened allowing new public and private entities to participate in the OES-TT.

## 2. GUIDANCE

Paragraph 3 describes the scope of this Call for Innovation Partnerships followed by an explanation of the tender procedure in paragraph 4. The basic, **though preliminary**, requirements for this Call for Innovation Partnerships are listed in the Terms of Reference (paragraph 5 of this document). The **qualification** criteria applicable to interested tenderers applying for the pre-qualification of the OES-TT are defined in paragraph 6. The **preliminary** awarding criteria are listed in paragraph 7 and all ANNEXES to this document are listed in paragraph 8.

### **3. SCOPE OF THIS CALL FOR INNOVATION PARTNERSHIPS**

As a result of the input received during a market consultation issued under TED-ID 2016/S 025-040521 our Ministry was able to enhance its procurement strategy for the development, testing and deployment of cellular based C-ITS use cases of the Beter Benutten Programme in the Netherlands. The market consultation document (which includes the questions asked to private entities) as well as the published outcome (synopsis of lessons learned during the consultation on low latency data transfer and advanced handling in support of innovative added value services for traffic information, road user information and driving assistance services) have been included in ANNEX III. The twelve (12) individual regional public partners (including their participating cities) have adopted the development and deployment of cellular based C-ITS solutions to combat congestion and enhance accessibility of its urban and inter urban areas in the Netherlands.

#### **3.1. PROCUREMENT OF AN OPEN ECO-SCHEME TALKING TRAFFIC**

During the consultation it became clear that our Ministry had to make a governance choice. It would either enter into a substantial number of individual contracts with private enterprises (thereby retaining ownership of the individual interfaces between the private entities and the government entities) or create a community where private and public entities work together to establish the desired outcome based on rules of engagement cooperatively/jointly agreed upon.

These cooperatively established rules of engagement shall be applicable to new entities willing to participate after an initial two (2) year period where public and private entities will be working together with a limited number of such entities before the OES-TT will be opened. A draft set of the rules of engagement (a kickoff document for the negotiation process) will be made available to tenderers that comply with the **qualification** criteria in paragraph 6 of this Call for Innovation Partnerships (hereinafter: qualified participants).

Our Ministry has identified three (3) Clusters of private entities needed to start an OES-TT. It is anticipated that some private entities might have to seek (a) partner(s) in order to meet the **qualification** criteria in this pre-qualification procedure. The three (3) Clusters are:

- Cluster 1: suppliers of intelligent traffic management installations and systems, (for instance Traffic Light systems) and their priority and regulatory systems. More details are listed in paragraph 5;
- Cluster 2: suppliers of cloud services, data enhancement, geo-messaging/coding services and distribution of the advanced traffic data. More details are listed in paragraph 5;

Cluster 3: service providers that already have an end user client base in the Netherlands. More details are listed in paragraph 5.

Figure 1 is a conceptual presentation of the value chain to be realized by private participants in OES-TT:

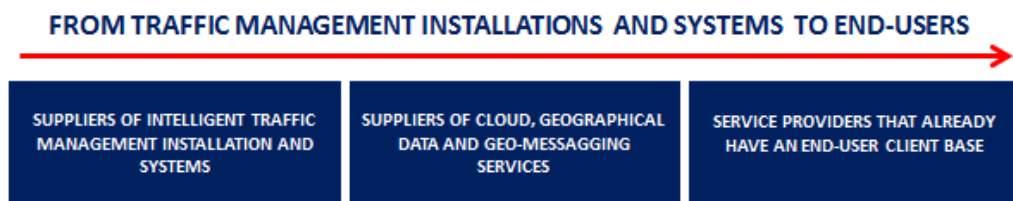


Figure 1: conceptual presentation of the value chain to be realized by private participants in OES-TT

Given the six (6) groups/categories of so-called use cases described in ANNEX II it is crucial that the OES-TT is organized in such a way that, to achieve effective technical, functional and commercial solutions for these use cases as well as the long term viability and sustainability of solutions in the private value chain, there is constant interaction between:

- a) the private entities within a Cluster;
- b) the private entities between the Clusters;
- c) the procuring entities and the private entities within the Clusters.

### 3.2. PROCURING PUBLIC AND PRIVATE ENTITIES

The services of the private entities need to be developed, tested, accepted and subsequently procured and/or delivered to various third parties. In this paragraph, these entities are (roughly) divided into public and private entities.

## **PUBLIC PROCURING ENTITIES**

We anticipate the following procuring entities in this call:

**Cluster 1:** our Ministry for the initial development and testing of the solutions (hardware and software) offered by the winning tenderers. For this development and testing phase (of approximately 2 years), a service agreement is envisioned. After successful testing, contractual agreements for the actual procurement of these solutions will eventually be signed between the successful tenderers and the twelve (12) individual regional public partners (including their participating cities) based on the prices and conditions (technical, financial, legal and so forth) established under this Call for Innovation Partnerships. For this decentral procurement, a framework agreement is envisioned.

The ratio behind the decentral procurement by the twelve (12) individual regional public partners including their participating municipalities and road authorities is the need for direct interaction between a municipality and a supplier of a specific solution. For instance when there is the need to define the appropriate and most effective algorithm for a certain urban intersection or string of intersections given the applicable local government policies.

By creating a direct (contractual) link between the individual government entities and the individual suppliers, we believe that the speed of testing a new innovative solution will increase. And by creating the OES-TT we aim to achieve that the knowledge about a (once) developed and tested solution within a specific local government will be shared amongst the other public and private entities in the OES-TT and that rapid deployment of said solution can then be procured by other local governments without further development and testing (other than the normal testing during an installation). This is necessary for a successful and speedy uptake by the end-users of the services that are developed by the service providers of cluster 3.

**Cluster 2:** our Ministry for the initial development (a maximum 2 years is anticipated) and subsequently initial fulfilment of the services (a maximum 3 years is anticipated) provided for by the winning tenderers. Although the services developed and delivered within this Cluster 2 are co-financed by our Ministry (according to functionalities and service levels agreed upon during the negotiation procedure) services shall be delivered to the users of Cluster 2. We anticipate that a service agreement for the first five (5) years, two (2) years for the initial development and three (3) years for the initial fulfilment, will provide winning tenderers with sufficient funding as to create an effective business case for autonomously continuing their services.

**Cluster 3:** our Ministry for the initial development and initial fulfilment of the services (a maximum 2 years is anticipated) and subsequently initial fulfilment of the services (a maximum 3 years is anticipated) provided for by the winning tenderers. Although the services developed and delivered within this Cluster 3 are co-financed by our Ministry (according to functionalities and service levels agreed upon during the negotiation

procedure) services shall be delivered to the end-users of Cluster 3. We anticipate that a service agreement for the first five (5) years, two (2) years for the initial development and three (3) years for the initial fulfilment will provide winning tenderers with sufficient funding as to create an effective business case for autonomously continuing their services.

### **PRIVATE PROCURING ENTITIES**

It is envisioned that sooner or later a number of private entities might be interested to also procure added value services from the private entities active in Clusters 1 to 3. These private entities can be active in different markets (for instance automotive , fleet owners, lease companies, transport and logistics companies and or insurance) and geared towards different target groups (like B2C and/or B2B). The income stream from private entities procuring such added value services will be important to (eventually) perpetuate the OES-TT .

### **3.3. PROCUREMENT TITLE**

The procurement title for this Call for Innovation Partnerships is based on article 31 of procurement Directive 2014/24/EC that will come into force after April 18, 2016. The advantage of the procurement title under article 31 of procurement Directive 2014/24/EC (compared to for instance article 16 sub f of the Procurement Directive 2004/18/EC that is currently being used) is that government entities are allowed to invest in development of innovative solutions and procure these designed and tested new solutions in substantial volumes without the need to open a new competitive procedure. This allows government entities to create enough demand pull to achieve a robust basis of suppliers for these new ITS-solutions (Horizon 2020 goals).

As mentioned in paragraph 3.2, our Ministry and its twelve (12) individual regional public partners (including their participating cities) consider using a combination of service agreements and a framework agreement within Cluster 1 (decentral procurement by road authorities and municipalities).

The duration and contractual arrangements can vary between an estimated maximum of two (2) plus three (3) years (total duration is maximum five (5) years). Please note that the public partners united within the BB-Programme will decide whether (or not) to procure services based on all relevant aspects of the deliverables (the six groups/categories of use cases) as agreed upon during the negotiation procedures within the OES-TT. After initial development, these deliverables will be tested before (full) deployment is considered. After the first two (2) years, the OES-TT will be opened for:

- a) new private entities (in all Clusters of this Call for Innovation Partnerships) provided that their propositions enhance the existing OES-TT and comply with technical standards and Rules of Engagement;



- b) new public entities to participate in the OES-TT (for instance municipalities currently not participating in this Call for Innovation Partnerships).

#### **3.4. PREFERRED PROCUREMENT TIME-FRAME**

The preferred time-frame for awarding the various contracts (regardless of the applicable contractual scheme(s) which shall be established during the negotiation procedures) is influenced by the fact that the Beter Benutten Programme wishes to demonstrate measurable traffic effects before the end of 2017 in all participating regions in accordance with the regional C-ITS implementation plans.

Subsequently all parties involved are therefore encouraged to expedite the negotiation procedure(s) (for instance by allocating sufficient resources and restraining themselves from unnecessary lengthy boxing questions) and applauded for making this preferred time-frame possible.

Given the need to rapidly establish end-to-end solutions (being the process from the acquisition and production of traffic data to the reception thereof by end-users) the procurement time-frame is aimed at:

- a) contracts for the development and testing of C-ITS solutions for the six (6) groups/categories of use cases are expected to be placed in Q2 of 2016;
- b) contracts for the initial deployment are being placed in Q3 of 2016 and onwards;
- c) if OES-TT has become successful, decentral procurement activities for traffic light installations are anticipated to be placed in Q3 and Q4 of 2017.

#### **4. ACQUISITION STRATEGY**

This paragraph describes:

- the acquisition strategy (4.1);
- applicable tender procedure (4.2);
- applicable tender process (4.3);
- applicable tender calendar (4.4).

##### **4.1. ACQUISITION STRATEGY**

This Call for Innovation Partnerships has been designed based on 'challenge-based acquisition'. A "challenge-based acquisition" is designed to explore the market and pay only for a successful solution, but is geared towards projects where solutions are likely to already exist as opposed to having to be developed.

Please note that the key differentiator between challenge-based acquisition versus a traditional performance based acquisition (regularly used by our Ministry) is the firm requirement to demonstrate product performance in real-world conditions throughout the private value chain **prior** to a major commitment of resources by the public entities in OES-TT for full deployment.

Please note that all involved road authorities of the BB-partnership will be evaluating all demonstrated solutions on their effects on relevant policy goals of safety, accessibility and sustainability as well as cost effectiveness and life cycle costs of their current and future traffic management systems.

It is important to realize that:

- 1) one of the fundamental choices previously made in The Beter Benutten Programme is that 'ownership' of installations and services for the required Urban and Inter-urban ITS use cases shall remain with private enterprise;
- 2) given the fact that:
  - a. public funding is used for the (initial) research and development activities;
  - b. the resulting solutions/designs (where applicable) thereof shall be "open" to avoid vendor lock-ins and to create an arable environment for the OES-TT;
  - c. the to be funded research and development activities might very well be within the scope of a communication by the European Commission issued under C:2014:198;

private entities might need to grant a perpetual, transferable non-exclusive, royalty free licence (carrying the right to grant sub licenses) to use for any purpose (whether during the initial contractual period or thereafter) and all and any intellectual property which is or becomes vested during the research and development contract (including alterations, adaptations and modifications). The exact scope and (legal) wording of this requirement on intellectual property will be (one of many) issues to jointly agree upon during the negotiation process.

#### **4.2. TENDER PROCEDURE FOR THE FRAMEWORK AGREEMENTS**

As mentioned in paragraph 3.3. a publicly announced negotiation procedure is used for this Call for Innovation Partnerships. Using the (mandatory) negotiation procedure with publication allows our Ministry to address a number of challenges to create the desired OES-TT. For instance:

- 1) different (technical or functional) solutions against different terms and conditions might be offered by tenderers participating in this Call for Innovation Partnerships;

- 2) the need to use an agile interactive approach to establish the exact objective criteria (for instance technical, functional, financial, legal, operational but also the to be used awarding criteria) that shall be applied towards the ITS-solutions and services offered by private enterprise under this Call for Innovation Partnerships;
- 3) the need for an intensive dialogue; not only between the procuring entities and a specific tenderer but also in a setting where all tenderers and the procuring entities congregate to establish the aforesaid objective criteria;
- 4) the necessity to establish an appropriate governance model which is accepted by all eligible participants in the OES-TT.

### 4.3. TENDER PROCESS (AGILE)

In order to guarantee transparency and equal treatment of all tenderers, our Ministry has structured the negotiation procedure - given the need for both an agile approach and the required interaction(s) between the eligible participant- as described in this sub-paragraph 4.3.



**Figure 2: acquisition process**

An eligible participant is a tenderer that requested to participate in this Call for Innovation Partnerships and has met the applicable **qualification** criteria described in paragraph 6 of this Call for Innovation Partnerships.

In the event of too many tenderers meeting the **qualification** criteria (thereby impeding an orderly and efficient negotiation procedure) of a specific Cluster, another round for **pre-qualification** might be carried out (based on objective criteria applicable to all eligible tenderers).

Please note that ALL representatives attending the meetings described in this sub-paragraph shall be fully entitled to act on behalf of the entity each represents in order to warrant the outcome to be unequivocal for all parties (public and private).

**Step 1:** Interested tenderers can submit a request for participation. Eligible participants (again, based on the **qualification** criteria listed in paragraph 6) are (Cluster wise starting with Cluster 1) invited for a **one (1) day work conference**. During this

one (1) day conference all participants will be working together (in a dialogue) to detail:

- a) the technical and functional scope of work packages under this Call for Innovation Partnerships for Cluster 1;
- b) the applicable terms and conditions under this Call for Innovation Partnerships (financial, contractual, governance and so forth) for Cluster 1;
- c) the applicable awarding criteria for Cluster 1.

Depending on the outcome of this one (1) day conference, participants agree how many more meetings are needed to reach the desired outcome of this exercise being a fully robust Request for Proposal (hereinafter RFP) for this Cluster 1.

Eligible participants will, no later than one (1) week before the first one (1) day conference, receive a work package with documents tailored to structure the meetings (process, topics, agenda, participants, draft RFP and so forth). Please note that most documents will only be made available in the Dutch (working) language.

Because interaction is necessary between the eligible participants in Cluster 1 and the eligible participants in Clusters 2 and 3 representatives of Clusters 2 and 3 will be invited to participate in order to ensure that the outcome (the RFP) is sufficiently tailored to (eventually) achieve end-to-end working solutions (being the process from the production and acquisition of traffic data to the reception of information based on it by end-users).

**The outcome of Step 1 is an cooperatively agreed RFP for Cluster 1 that will be made available to all the eligible tenderers in ALL three (3) Clusters.**

**Step 2: Same as in step 1 but then with the focus of eligible participants in Cluster 2.**

Because interaction is necessary between the eligible participants in Cluster 2 and the eligible participants in Clusters 1 and 3 representatives of Clusters 1 and 3 will be invited to participate in order to ensure that the outcome (the RFP) is sufficiently tailored to (eventually) achieve end-to-end working solutions (being the process from the production and acquisition of traffic data to the reception of information based on it by end-users).

**The outcome of Step 2 is an cooperatively agreed RFP for Cluster 2 that will be made available to all the eligible tenderers in ALL three (3) Clusters.**

**Step 3: Same as in step 1 and 2 but then with the focus of eligible participants in Cluster 3.**

Because interaction is necessary between the eligible participants in Cluster 3 and the eligible participants in Clusters 1 and 2 representatives of Clusters 1 and

2 will be invited to participate in order to ensure that the outcome (the RFP) is sufficiently tailored to (eventually) achieve end-to-end working solutions (being the process from the production and acquisition of traffic data to the reception of information based on it by end-users).

**The outcome of Step 3 is an cooperatively agreed RFP for Cluster 3 that will be made available to all the eligible tenderers in ALL three (3) Clusters.**

**Step 4: Draft proposals are received for all 3 Clusters.** These draft proposals (layout and content to be defined during the previous steps) need to foreshadow the actual proposals that will be submitted based on the RFP for the relevant Cluster(s) as cooperatively designed. The reason for arranging this step is to allow all actors in this process to correct adverse requirements made during Steps 1-3 (for instance some legal requirements materialize being too stringent when preparing a proposal).

If necessary (based on these draft proposals) the RFP for one or more Cluster(s) might need to be modified. In the unfortunate event modification is necessary, a copy of the new RFP will be made available to all eligible participants in ALL Clusters.

**Step 5: Official proposals for Clusters 1, 2 and 3 are submitted.** These proposals are the basis for the negotiation process. The desired outcome of the negotiation process is a number of contracts with several private entities in each Cluster that constitute a stable and effective OES-TT (barring the regular reservations for awarding a contract that no legal challenges are received and/or the fact that there is no obligation to award a contract to begin with and, for instance, the proposals received are, in the opinion of our Ministry and its twelve (12) regional public partners, inadequate).

**Step 6:** Once the winning tenderers are awarded a contract, **a one (1) day conference** will be organised to:

- a) allow the winning tenderers to present their solutions to one another;
- b) to agree how knowledge transfer and knowledge assurance shall be organized amongst these successful tenderers themselves and between these successful tenderers and the relevant government entities in the BB-Programme;
- c) enhance, where necessary, the rules of engagement;
- d) discuss any actions that might be taken to speed up the results aimed for by the OES-TT within or adjacent to the outcome of this Call for Innovation Partnerships.

#### 4.4. TENDER CALENDAR

The tender calendar, subject to modification if our Ministry decides so, is:

- February 3, 2016:** Formal publication of this Call for Innovation Partnerships in the Tender Electronic Daily en TenderNed.
- February 18, 2016:** **Closing date for questions on this document.**
- February 29, 2016:** **Closing date for requests to participate.**
- March 8, 2016:** Requests have been verified against the **qualification** criteria described in paragraph 6 of this pre-qualification document. Interested tenderers that did not meet the **qualification** criteria have been omitted from the dialogue and **subsequently the following** negotiation procedure.
- March 9, 2016:** work packages are issued to eligible participants
- March 16, 2016:** One (1) day conference Cluster 1.
- March 17, 2016:** One (1) day conference Cluster 2.
- March 18, 2016:** One (1) day conference Cluster 3.
- March – April 2016:** Further meetings.
- May 3, 2016:** Initial proposals all Clusters received.
- May 6, 2016:** Request for Proposals Cluster 1-3 are being reaffirmed or modified.
- May 20, 2016:** If reaffirmed, closing date proposals Cluster 1-3.
- May 21 – June 15:** Start and end date negotiation procedure.
- July 2016:** (or earlier if possible) Commencement of work.

#### PLEASE NOTE:

QUESTIONS RELATING TO THE PRE-QUALIFICATION PROCESS FOR THIS CALL CAN BE SUBMITTED TO: [itsbeterbenutten@minienm.nl](mailto:itsbeterbenutten@minienm.nl) UNTIL FEBRUARY 18, 2016 23.50 HOURS CET. QUESTIONS SHALL BE DIRECTLY RELATED TO ANY UNCERTAINTY OF A TENDERER AS TO HOW TO SUBMIT ANNEX IV. OUR MINISTRY WILL NOT RESPOND TO QUESTIONS RECEIVED AFTER FEBRUARY 18, 2016 23.50 HOURS CET.

## 5. TERMS OF REFERENCE (TOR)

The terms of reference below are **preliminary** given the fact that the exact RFP requirements will be cooperatively agreed upon during the dialogue prior to the start of the negotiation process. The work packages, only made available to eligible participants, will contain more detailed (and sometimes confidential) information.

In essence, our Ministry and its public partners seek to have:

- a) developed, tested and accepted and (initially) deployed in all participating regions;
- b) the six (6) groups/categories of use cases as described (on roads, highways and urban intersections) and defined in the regional C-ITS implementation plans (see ANNEX II).

The scope of activities (and maximum available budgets) divided over the three (3) Clusters is described below. The activities in each Cluster are supposed to start as soon as possible for each Cluster. We envision (in each Cluster) an initial period of approximately a maximum two (2) years for development and testing, approximately a maximum three (3) years fulfilment/deployment.

### **CLUSTER 1: MODIFYING EXISTING TRAFFIC LIGHT INSTALLATIONS**

Modifying a (currently expected) number of 1.268 existing traffic light installations (in Dutch called: 'verkeersregelinstallaties' in the documentation abbreviated as VRI (singular) or VRI's (plural)) based on an open standard currently developed for and commissioned by our Ministry (which information is made available in the work package) to meet (specific) requirements listed in the RFP for this Cluster.

The applicable requirements (to be agreed upon during the dialogue so prior to the start of the official negotiation **procedure**) shall include topics like:

- a) requirements related to interoperability and system integration:
  - a. architecture;
  - b. standardization;
  - c. security;
  - d. certification or accreditation;
  - e. topological data;
  - f. geo-referencing;
  - g. business rules;
  - h. use cases
  - i. safety;
- b) implementation requirements and planning;
- c) functionality;
- d) performance and stability;
- e) testing en verification of the results.

Estimated total maximum contractual value of Cluster 1 (based on the modification of all traffic light installations within the currently expected scope of this Call for Innovation Partnerships) is between 0 -30 million Euro over a period of maximum five (5) years. This estimate includes the decentralized purchase orders from cities and provinces within and outside the BB-programme.

**Please note:**

- existing traffic management and traffic light installations will not be removed or replaced, neither will all other existing road side installations be replaced. Additions to existing installations (for instance adding 4G modems) or replacing or updating software in existing installations are foreseen and included in this Cluster;
- it is imperative that all existing traffic light installations will remain fully functional including their communication with existing traffic management centres within current levels of safety and traffic handling;
- down time while implementing new software and adding new capabilities need to be minimized; a thorough and detailed implementation schedule will need to be concluded upon and executed;
- all existing service agreements between cities, provinces and the National Road Authority RWS need to be respected (including the terms and conditions for extension(s));
- all implementation choices under the new C-ITS Traffic Light Controller (abbreviated: TLC) architecture need to be future ready and in view of future developments in the automotive sector and improving international market perspectives and use by foreign road users. Solutions offered shall therefore be compatible to and compliant with all EU standards and all applicable standards of international organizations the Netherlands participates in;
- agreement shall be reached during the negotiation **procedure** on the terms and conditions granting third party access to the traffic management installations (within this Call for Innovation Partnership and its opening up for other/additional participants after two years) in order to avoid a lock-in with current or future suppliers of said traffic management installations.

**CLUSTER 2: DELIVERING CLOUD AND DATA SERVICES**

Cloud and data services (4G data transmission is foreseen as a carrier for the data to which requested services are related) are needed to aggregate, enhance (geo-coding), integrate and distribute the traffic data from the modems and software of traffic light installations and other sources (specifically from road users) providing relevant data and conceivably enhanced by other traffic data sources to either service providers, traffic light installations and/or traffic centres or suited devices and applications used by the end-user. These services shall meet (specific) requirements listed in the RFP for this Cluster.

The applicable requirements (to be agreed upon during the dialogue so prior to the start of the official negotiation **procedure**) shall include topics like:



- a) requirements related to interoperability and system integration:
  - a) architecture;
  - b) standardization;
  - c) security;
  - d) privacy
  - e) certification or accreditation;
  - f) topological data;
  - g) geo-referencing
  - h) safety;
- b) requirements related to interoperability and system integration;
  - a) business rules;
  - b) escalation model(s) between Clusters;
  - c) use cases;
- c) implementation requirements and planning;
- d) functionality;
- e) performance and stability;
- f) testing en verification of the results;
- g) data use by participating public entities for internal purposes (policy preparation, monitoring, traffic and asset management);
- h) terms and conditions applicable for supply of enhanced data within the value chain.

Estimated total contractual value of Cluster 2 within the scope of this Call for Innovation Partnerships during the first two (2) years is expected to be between 0 and 20 million Euro. After this period (depending on the actual usage by end-users) another subsequent 0 to 30 million Euro is foreseen for the second three (3) years based on an average of approximately. 750.000 mobile connected vehicles per year. Total duration of these agreements is maximum five (5) years.

### **CLUSTER 3: DELIVERING ADDED VALUE SERVICES**

Based on the available traffic data it is envisioned that private entities will be developing and marketing added value services to their (public and private) customers, as well as delivering relevant data to cluster 2 parties (for instance pertaining to priority requests on intersections). Given the fact that the enhanced data made available by the innovation partners in Cluster 2 and Cluster 3 may or may not be open our Ministry has decided to (initially) support private entities that are willing to include the new enhanced data in their existing traffic services (in car or equivalent).

These services shall meet (specific) requirements listed in the RFP for this Cluster. The applicable requirements (to be agreed upon during the dialogue so prior to the start of the official negotiation **procedure**) shall include topics like:

- a) security;
- b) privacy;
- c) security;

- d) escalation model(s) between Clusters;
- e) functionality;
- f) priority of Safety Related Traffic Information (SRTI) and other messages from Traffic Management Centres (TMC's) and road authorities;
- g) performance, coverage and stability;
- h) testing and verification of the results;
- i) terms and conditions applicable for purchase of enhanced data within the value chain.

Estimated total contractual value of Cluster 3 within the scope of this Call for Innovation Partnerships is between 0-3 million Euro over a period of maximum two (2) years of development and three (3) years of initial fulfilment (total of maximum five (5) years).

## 6. **QUALIFICATION CRITERIA**

This paragraph lists the **qualification** criterion or the **qualification** criteria for each Cluster. Interested tenderers are advised to make a contemplated choice as to the legal entity that will be submitting the application form. Our Ministry will allow **eligible** participants to create a partnership during **the dialogue process prior to step 4 in this Call** document (for instance by creating a joint-venture corporation/**temporary group**) but only under the condition that **all** legal entity/entities that submitted the application form will guarantee the proposed services.

### **QUALIFICATION CRITERION CLUSTER 1**

Tenderer need to demonstrate its experience and technical capabilities and technical capacity in:

**traffic light controllers related traffic management systems or traffic management solutions on urban roads, sub-urban roads and on highways in the past three (3) years.**

We envision that three (3) types of private entities will comply with this **qualification** criterion being:

- 1) private entities producing and maintaining the equipment (hardware and software) for VRI's;
- 2) private entities involved in the process of designing, developing, maintaining and implementing Traffic Light operating and communication software;
- 3) private entities involved in the commissioning of VRI's (as an intermediary between a local government and the entities active in aforementioned sub 1).

Interested tenderers need to submit (by using the application form listed in ANNEX IV) the following information on the **qualification** criterion for **Cluster 1**:

A statement describing two (2) assignments in the past three (3) years demonstrating the experience, technical capabilities and technical capacity required in the aforementioned **qualification** criterion. Please include the following information:

- scope of the assignment;
- contact details client.

A formal statement signed by the interested tenderer guaranteeing the accuracy and completeness of the information required in the information provided on the **qualification** criterion for Cluster 1 has to be included in the application form listed in ANNEX IV.

**Your application will be denied if this statement is missing.**

## **QUALIFICATION CRITERIA CLUSTER 2**

Tenderer need to demonstrate its experience and technical capabilities and technical capacity in:

- 1) receiving, storing, handling, verifying, merging, converting, integrating, forwarding and distributing large volumes of traffic & travel and/or transport data with sub-second latency, serving mobile and/or in-car devices of over 900.000 end-users, directly or indirectly for its existing customers/partners in the private value chain of traffic & travel information and driver assistance services;**

**AND (= cumulative)**

- 2) ability to create, maintain and/or share (directly or through its partners) service for the (near) real-time geo-coding of said large volumes of data for said amount of end-users.**

Interested tenderers need to submit (by using the application form listed in ANNEX IV) the following information on the two (2) **qualification** criteria for Cluster 2:

A statement describing an assignment, a test or a pilot in the past three (3) years demonstrating the experience, technical capabilities and technical capacity required in the two (2) aforementioned **qualification** criteria. Please include the following subject matters:

- scope of the assignment;
- contact details client.

A formal statement signed by the interested tenderer guaranteeing the accuracy and completeness of the information required in the information provided on the **qualification** criteria for Cluster 2 has to be included in the application form listed in ANNEX IV.

**Your application will be denied if this statement is missing.**

### **QUALIFICATION CRITERIA CLUSTER 3**

Tenderer need to demonstrate its experience and technical capabilities and technical capacity in:

- 1) delivering (direct or through its partners) (near) real-time on-trip traffic and travel information services on mobile devices and/or in-car systems, based on current location of the device/vehicle, to an existing user base of at least 25.000 users in the Netherlands, with sufficient capacity to serve at least 20% of their active users simultaneously;**

**AND (= cumulative)**

- 2) ability to process (directly or through its partners) (near) real-time geo-coded data for these users.**

Interested tenderers need to submit (by using the application form listed in ANNEX IV) the following information on the **qualification** criteria for Cluster 3:

A statement describing one (1) or two (2) services delivered over the past three (3) years demonstrating the experience, technical capabilities and technical capacity required in the aforementioned **qualification** criteria. Please include the following subject matters:

- scope of the services delivered;
- contact details client.

A formal statement signed by the interested tenderer guaranteeing the accuracy and completeness of the information required in the information provided on the **qualification** criteria for Cluster 3 has to be included in the application form listed in ANNEX IV.

**Your application will be denied if this statement is missing.**

## **7. AWARDING CRITERIA AND EVALUATION METHODOLOGY**

The awarding criteria for proposals received will be based on Quality versus Price. How exactly (sub criteria and weight factors) will be established during the dialogue prior to the start of the official negotiation procedure. The same applies to the applicable evaluation methodology for the proposals received during the official negotiation procedure.

## **8. ANNEXES**

The ANNEXES II and III are separate documents to this Call document and are made available as part of the zip file named: CALL4INNOVATIONPARTNERSHIPS.ZIP

- ANNEX I:** LIST OF PUBLIC ENTITIES PARTICIPATING IN THIS CALL
- ANNEX II:** BACKGROUND DOCUMENTATION ON C-ITS RELEVANT FOR THIS CALL FOR INNOVATION PARTNERSHIPS:
- A pdf document describing the six (6) groups/categories of use cases.  
Document name is "Table Use Cases Talking Traffic;
- A pdf document indicating what is envisioned in the BB-regions.  
Document name is "Indication Use Cases in BB regions".
- ANNEX III:** MARKET CONSULTATION AND SYNOPSIS OF THE RESULTS
- ANNEX IV:** APPLICATION FORM

## **ANNEX I**

### **LIST OF PUBLIC ENTITIES PARTICIPATING IN THIS CALL**

- Metropool Regio Amsterdam
- Regio Arnhem-Nijmegen
- Regio Brabant
- Regio Den Haag
- Regio Groningen-Assen
- Regio Leeuwarden
- Regio Maastricht
- Regio Midden Nederland
- Regio Rotterdam
- Regio Stedendriehoek
- Regio Twente
- Regio Zwolle-Kampen
- Ministerie van Infrastructuur en Milieu

**ANNEX II**

**BACKGROUND DOCUMENTATION ON C-ITS RELEVANT**

**FOR THIS CALL FOR INNOVATION PARTNERSHIPS**

The following documents have been made available as separate documents to this Call document:

- Table Use Cases Talking Traffic;
- Indication Use Cases in BB regions.

**ANNEX III**

**MARKET CONSULTATION AND SYNOPSIS OF THE RESULTS**

The following documents have been made available as separate documents to this Call document:

- Consultation document on low latency data transfer network capabilities and advanced data handling in support of innovative added value services for traffic information, road user information and driving assistance services;
- Appendix 1 to the consultation document;
- Synopsis of lessons learned during the consultation on low latency data transfer and advanced handling in support of innovative added value services for traffic information, road user information and driving assistance services.

**ANNEX IV**  
**APPLICATION FORM**  
**PRE-QUALIFICATION FOR**  
**THE NEGOTIATION PROCEDURE**  
**FOR AN INNOVATION PARTNERSHIP**  
**WITH REFERENCE NUMBER 2016/S 025-040521**

Please complete all parts of this form and include, where appropriate, any supporting documents. This form must be signed in writing by an authorised representative and submitted as PDF document electronically to: [itsbeterbenutten@minienm.nl](mailto:itsbeterbenutten@minienm.nl)

**BEFORE FEBRUARY 29, 2016 23.50 HOURS CET.**

**1. GENERAL INFORMATION ON THE TENDERER**

Name of the tenderer and legal form: \_\_\_\_\_

Country of registration and registration number: \_\_\_\_\_

Contact person: \_\_\_\_\_

Address: \_\_\_\_\_

City and postal code: \_\_\_\_\_

Country: \_\_\_\_\_

Phone number: \_\_\_\_\_

E-mail address: \_\_\_\_\_

**2. TEMPORARY GROUPINGS (IF APPLICABLE)**

Names of the companies/institutions forming Part of the temporary grouping

Company/institution I: \_\_\_\_\_

Company/institution II: \_\_\_\_\_

Please attach the information listed in sub 1 for each of the companies/institutions of the temporary grouping as **attachment 1** to this application form.



Names and contact details of the authorized representatives of the temporary grouping

Company/institution I: \_\_\_\_\_

Company/institution II: \_\_\_\_\_

Please include a detailed explanation of the responsibilities of each member of the temporary grouping as **attachment 2** to this application form.

Please note the following:

- a) the representative(s) of the temporary grouping must be authorized to report on behalf of the temporary grouping, as well as to make legal statements on behalf of the temporary grouping and of each member thereof;
- b) this tender application form must be signed by each member of the temporary grouping;
- c) each member of the temporary grouping must provide the information requested in this form, which has been prepared on the basis of there being two (2) companies/institutions in the temporary grouping. If there are more **companies/institutions**, please copy and paste as many times as required and clearly mark to which member of the grouping the information relates to.

### **3. AUTHORISED SIGNATORIES**

#### **COMPANY /INSTITUTION 1**

Name: \_\_\_\_\_

Position in company/institution: \_\_\_\_\_

Please include proof of signing power is **attachment 3**

#### **COMPANY /INSTITUTION 2**

Name: \_\_\_\_\_

Position in company/institution: \_\_\_\_\_

Please include proof of signing power is **attachment 3**

#### 4. SUBCONTRACTING (IF APPLICABLE)

Only if you/your company intend(s) to rely on the capacities of the subcontractor to meet the qualification criteria-criterion listed in this Call document, please provide a signed declaration from the subcontractor in attachment 4 confirming that you/your company will have at your/its disposal the subcontractor's resources and that the subcontractor agrees to perform the parts of the contract assigned to it if the contract is awarded to you/your company.

#### 5. DECLARATION OF HONOUR

I/We hereby confirm to meet the eligibility criteria set out in paragraph 6 of the Call for Innovation Partnerships with reference number 2016/S 025-040521 for Cluster number [FILL IN ONLY THE CLUSTER NUMBERS YOU WANT TO QUALIFY FOR].

#### 6. PROFESSIONAL AND TECHNICAL CAPACITY

Please include in attachment 5 a statement describing the one (1) or two (2) assignments over the past three (3) years demonstrating the required experience and technical capabilities and capacity as required in the qualification criteria listed in the Call for Innovation Partnerships with reference number 2016/S 025-040521. Please include the information required according to the specifications in paragraph 6 of this document.

#### 7. DECLARATION

I/We hereby confirm that:

- a) I/We submit myself/ourselves to the terms and conditions of the tender procedure as described in the Call for Innovation Partnerships with reference number 2016/S 025-040521;
- b) the information provided this tender application form, including all the [insert total number of attachments] attachments, is complete and accurate to the best of my/our knowledge, and that I/we have not modified the form except by filling in the requested information;
- c) I/we will inform your Ministry without undue delay if circumstances arise in the course of the tender procedure that will affect the information provided for in this tender application;
- d) I/we understand that false information could result in my/our being excluded from consideration for future contracts.

**Company/Institution I**

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**Company/Institution II**

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_