

#mps | Cloud Research & Advisory

February 25th 2025



Cloud R&A | Disclaimer

- All information provided is subject to the Instructions to Tenderers (the “ITT”)
- No information provided is intended to supplement the ITT
- The ITT takes precedence and prevails in case of conflict or ambiguity
- All questions and answers will be noted and distributed in writing after the meeting
- The meeting is closed but will be recorded and made public



Agenda

1. Purpose of meeting
2. Involved parties
3. Scope of the procurement
4. Pre-work
5. Targets
6. Purpose and practicalities of the procurement
7. Time schedule
8. Pre-qualification
9. Qualification requirements
10. Selection criteria
11. Joint request
12. Subcontractors
13. Relying on the capacity of other legal entities
14. ESPD
15. Documentation to be submitted
16. N.B.
17. Q&A



Cloud R&A | Purpose of meeting

- Purpose

- Help you win!
- Clarify and make you aware of details and points of interest in the ITT

- Scope

- Limited to the ITT
- Will not venture into the evaluation areas of the tender
 - Subject to the following negotiation phase



Cloud R&A | Involved parties

- Contracting Authority

- Norwegian public sector marketplace (MPS)
 - The Norwegian agency for public and financial management

- Customer

- 205 Public sector entities (stat)
- Option
 - 98 municipalities and regional authorities (kommune og fylkeskommune)

- Responsible for their own call-off

- Suppliers

- You



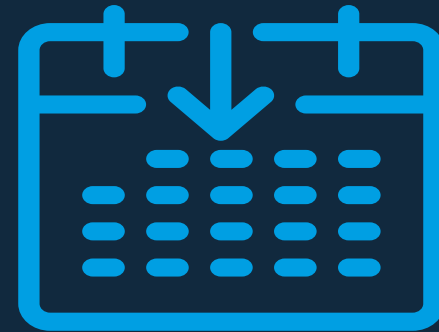
Cloud R&A | Scope of the procurement



Article Database /
Research Material



Advisory Services / ICT
and Cloud Industry
Analysts



Conferences and Events



Cloud R&A | Scope of the procurement

Mandatory

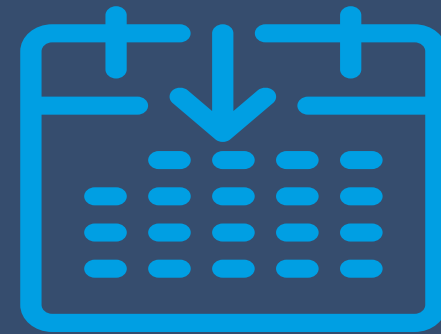


Article Database /
Research Material

Voluntary



Advisory Services / ICT
and Cloud Industry
Analysts



Conferences and Events



Cloud R&A | Scope of the procurement

Area of service

Cloud transformation	Cloud migration and deployment	Digitalisation	Cloud infrastructure
Change management	Cloud virtualisations	Cloud platforms	Hybrid cloud
Artificial intelligence / machine learning	Cloud operation	SaaS in general	SaaS ERP
Cloud cost optimisation/ FinOps	Cloud cyber security	Cloud GDPR	Cloud procurement



Cloud R&A | Pre-work

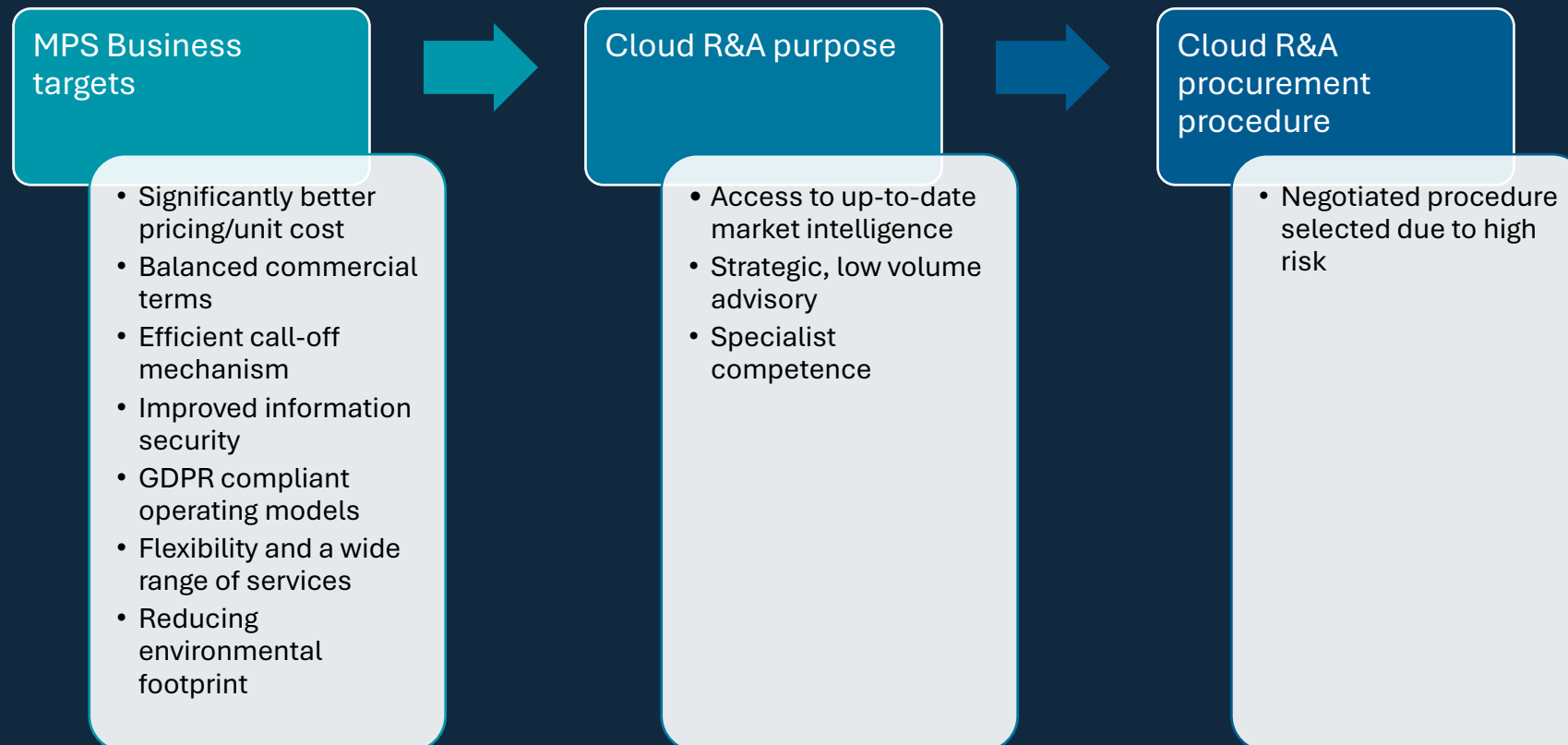


- Request for information (RFI)
 - Conducted in June/July 2024
 - High degree of previous intention notices
 - Presence of available suppliers
 - Aligned with the desired areas of service
 - 10 participating suppliers
 - Preference for multi-year contracts
 - Wished for a proactive procurement process



Cloud R&A | Targets

Delivery of cost-efficient, secure, flexible, modern and state of the art cloud services to the Norwegian public sector





Cloud R&A | Purpose and practicalities of the procurement

Goal	<ul style="list-style-type: none">• Provide access to supplier-independent, data-driven cloud-based research and advisory related to products and services within the cloud computing domain
Type of contract	<ul style="list-style-type: none">• Framework agreement (non-exclusive and voluntary)
Parallel agreements	<ul style="list-style-type: none">• 2 – 4 suppliers
Value	<ul style="list-style-type: none">• Estimated: 300.000.000 NOK• Max: 550.000.000 NOK
Durance	<ul style="list-style-type: none">• 3 years <i>or</i>• until maximum value is reached
Options	<ol style="list-style-type: none">1. Prolongation for 1 (one) year2. Municipalities and regional authorities



Cloud R&A | Time schedule

- Dispatch of Contract Notice
- Tender phase
- Negotiation phase
- Contract signing

All dates are tentative



Cloud R&A | Time schedule

Dispatch of Contract Notice

- 01.03.25 Deadline for submission of questions in the pre-qualification phase
- 10.03.25 Deadline for submission of requests to participate
- March 25 Pre-qualification and, if needed, selection of tenderers
- March 25 Notification of pre-qualification result to rejected/non-selected tenderers

Tender phase

All dates are tentative



Cloud R&A | Time schedule

- Dispatch of Contract Notice
- Tender phase
- Negotiation phase
- Contract signing

All dates are tentative



Cloud R&A | Time schedule

— Tender phase

- March 25 Invitation to tender is sent to pre-qualified tenderers
- 07.04.25 Deadline for submission of questions in the tender phase
- 14.04 25 Deadline for submission of tenders
- April 25 Evaluation of tenders, clarifications and specifications

— Negotiation phase

All dates are tentative



Cloud R&A | Time schedule

- Dispatch of Contract Notice
- Tender phase
- Negotiation phase
- Contract signing

All dates are tentative



Cloud R&A | Time schedule

— Negotiation phase

→ April/May/June 25 Negotiations rounds

→ May/June 25 Notification of contract award

— Contract signing

All dates are tentative

Pre-qualification

Qualify 4-8 candidates



Cloud R&A | Qualification requirements

##	Qualification Requirement
QR1	The supplier shall be a legally established company, registered in a professional, trade or business register in its state of origin or establishment.
QR2	The supplier shall have the necessary economic and financial standing to perform the contract.
QR3	<p>The supplier shall have relevant experience</p> <p>Relevant experience shall be understood as delivery of similar services (Cloud R&A services) to:</p> <ul style="list-style-type: none">• Private or public sector entities



Cloud R&A | Selection criteria

##	Selection criteria
S1	<p>The Supplier with the most relevant article database/research material service with particular focus on:</p> <ul style="list-style-type: none">- Number of service areas covered (service areas as defined in Appendix 1 (Services) section 6.2)- Number of published articles the last eighteen (18) months



Cloud R&A | Joint request

- Groups of economic operators are allowed to participate
- A group of economic operators may rely on the capacity of other entities to fulfil the qualification requirements
- A group submits a joint tender
- The economic operators of the group shall be jointly and severally liable for the execution of the framework agreement, and the contract shall be signed by all partners of the group
- Note:
 - Attachment 1: Completed letter of request to participate
 - Attachment 2: Form for groups of economic operators submitting a joint request to participate
 - Each participant to provide: (i) ESPD, (ii) Attachment 3: Declaration of commitment from entities on which the candidate relies to fulfil qualification requirements
 - May require contract between the operators prior to final tender



Cloud R&A | Subcontractors

- The use of subcontractors is allowed
- Responsible as if the supplier itself is performing
- The supplier shall be the sole contracting party
- If the supplier is not a SaaS vendor, the supplier shall guarantee the SaaS vendors' full attendance, cooperation and participation in the dialogue
- The Contracting Authority strongly urge the SaaS vendor to participate as prime contractor and take part directly in the procurement process
- Note:
 - Attachment 3: Declaration of commitment from entities on which the candidate relies to fulfil qualification requirements



Cloud R&A | Relying on the capacity of other legal entities

- Relying on another legal entity includes:
 - Independent legal entity
 - Affiliate
 - Other legal entity within your company (intercompany agreement), e.g. a part of the company registered in another country



Cloud R&A | ESPD

- Suppliers shall submit the European Single Procurement Document (ESPD)
 - The ESPD form is a preliminary documentation that the Supplier meet the qualification requirements
- The Contracting Authority may at any stage of the procurement process request the suppliers to submit some or all of the necessary documentation to document their compliance with the qualification requirements
- In any case, the Supplier awarded the contract must provide such documentation



Cloud R&A | Documentation to be submitted

Doc. No.	Document Name	Format	Reference
01	Request to participate	Word/PDF	Attachment 1
04	Declaration of taxes	PDF	cf. section 4.8
05	ESPD-form	PDF	cf. section 4.2
06	Certificate of registration (firmaattest) (upon request)	PDF	cf. section 4.4.1
07	Financial reports and audit reports (upon request)	PDF	cf. section 4.4.1
08	Technical and professional references (upon request)	PDF	cf. section 4.4.1



Cloud R&A | Documentation to be submitted by joint request

Doc. No.	Document Name	Format	Reference
01	Request to participate	Word/PDF	Attachment 1
02	Joint request (if relevant)	Word/PDF	Attachment 2, cf. section 3.8
03	Declaration of commitment (if relevant)	Word/PDF	Attachment 3, cf. section 4.3
04	Declaration of taxes	PDF	cf. section 4.8
04b	Declaration of taxes	PDF	cf. section 4.8
05	ESPD-form	PDF	cf. section 4.2
05b	ESPD-form	PDF	cf. section 4.2
06	Certificate of registration (firmaattest) (upon request)	PDF	cf. section 4.4.1
06b	Certificate of registration (firmaattest) (upon request)	PDF	cf. section 4.4.1
07	Financial reports and audit reports (upon request)	PDF	cf. section 4.4.1
08	Technical and professional references (upon request)	PDF	cf. section 4.4.1



Cloud R&A | Documentation to be submitted w/supporting entity

Doc. No.	Document Name	Format	Reference
01	Request to participate	Word/PDF	Attachment 1
02	Joint request (if relevant)	Word/PDF	Attachment 2, cf. section 3.8
03	Declaration of commitment (if relevant)	Word/PDF	Attachment 3, cf. section 4.3
04	Declaration of taxes	PDF	cf. section 4.8
04b	Declaration of taxes (supporting entity)	PDF	cf. section 4.8
05	ESPD-form	PDF	cf. section 4.2
05b	ESPD-form (supporting entity)	PDF	cf. section 4.2
06	Certificate of registration (firmaattest) (upon request)	PDF	cf. section 4.4.1
07	Financial reports and audit reports (upon request)	PDF	cf. section 4.4.1
08	Technical and professional references (upon request)	PDF	cf. section 4.4.1



Cloud R&A | N.B.

- Please ask questions during the participation process
- Remember ESPD
- Remember the declaration of commitment
- Please do not plan to finish and send the request the last day!

ASK FOR ASSISTANCE: WE WANT YOU TO WIN!



Questions





#mps | Thank you!

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