



#MPS | COMPETITIVE DIALOGUE | 01-23

OCTOBER 13 | 2023

DISCLAIMER



- All information is provided 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

CORRECTED ANNOUNCEMENT



- Announcement registered on September 29, 2023 [Official date]
- Published on Tenders Electronic Daily, October 4, 2023 [Published date]
- Added a new customer this week (Oslo kommune)
- Corrected announcement without changing the deadlines

AGENDA



- PURPOSE AND SCOPE OF THE INFORMATION MEETING
- CONTRACTING AUTHORITY AND CUSTOMERS
- STRATEGY AND PROCEDURE
- THE PROCUREMENT
- TIME SCHEDULE
- GROUPS OF ECONOMIC OPERATORS
- SUBCONTRACTORS
- QUALIFICATION REQUIREMENTS
- STRUCTURE OF REQUEST TO PARTICIPATE
- Q&A



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PURPOSE AND SCOPE OF THE INFORMATION MEETING



Purpose

- This information meeting is to help you win!
- Clarify and make you aware of details and points of interest in the ITT

Scope

- Scope is limited to the ITT
- Will not venture too far into the actual scope of contract/deliverables: subject to the following competitive dialogue

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CONTRACTING AUTHORITY AND CUSTOMERS



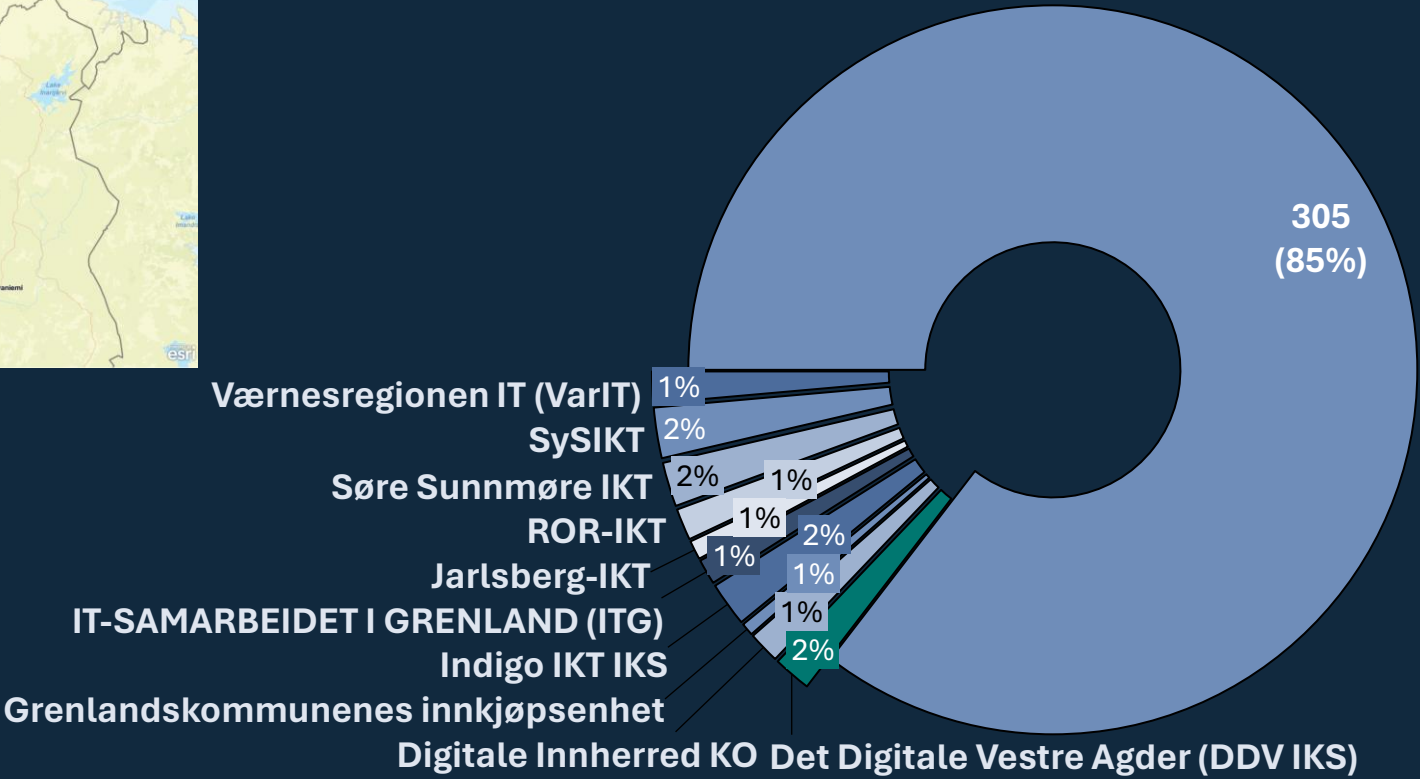
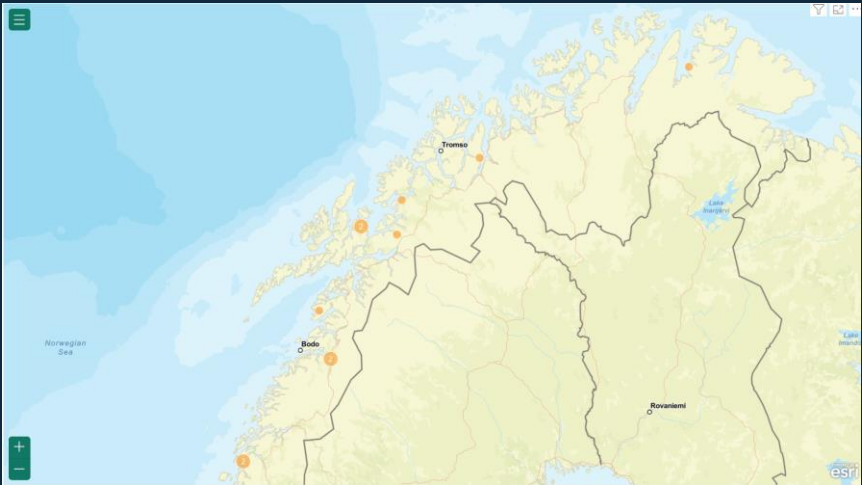
The Contracting Authority

- The Norwegian agency for public and financial management (DFØ), represented by the Norwegian public sector cloud marketplace (#mps)
- Acting on behalf of the public civil sector entities and several state, municipalities and regional authorities:
 - “Stat”, “Fylkeskommune” and “Kommune”
- Royal decree and rights granted

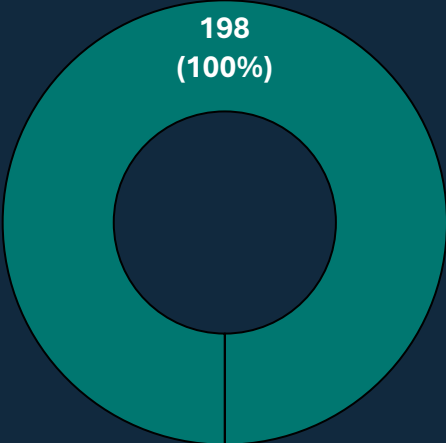
The Customers

- 318 public enterprises and about 400.000 employees across Norway
- Reference the next slides

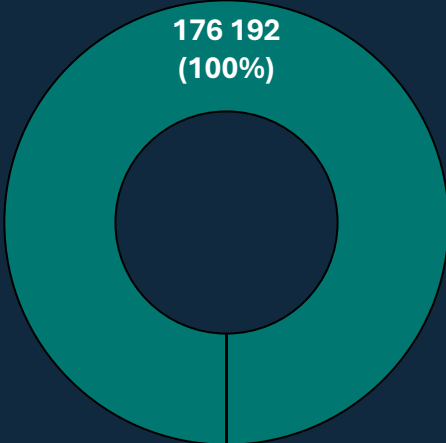
CUSTOMER DISTRIBUTION



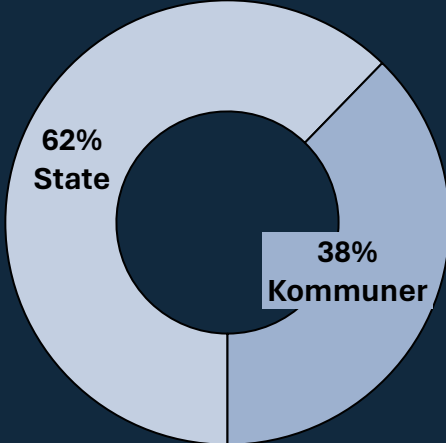
CUSTOMER STATISTICS



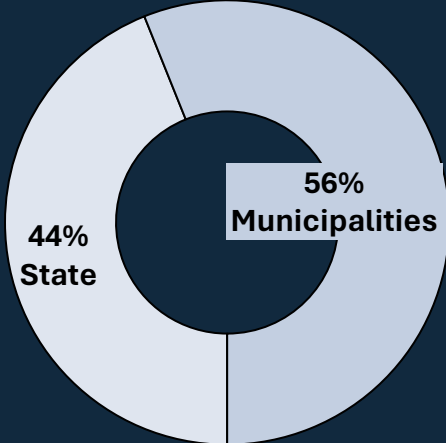
Staten



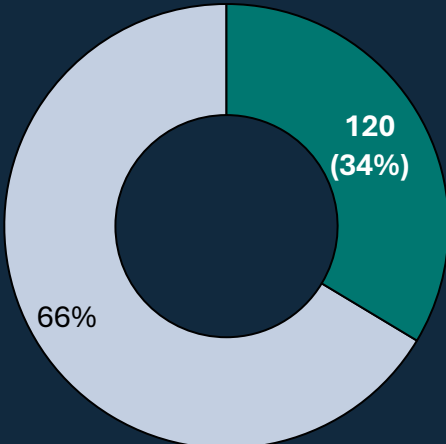
Employees



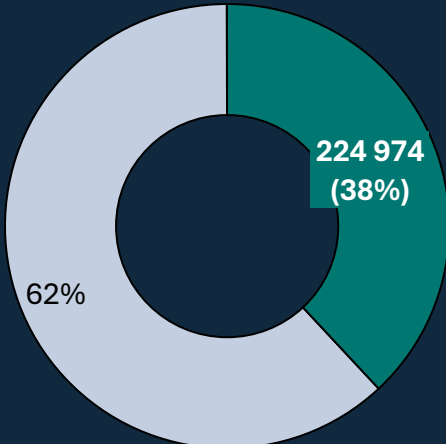
Entities



Employees



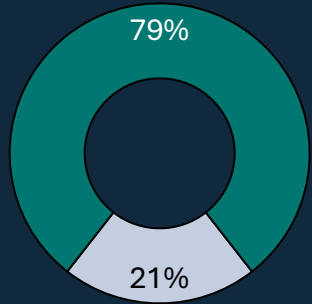
Municipalities



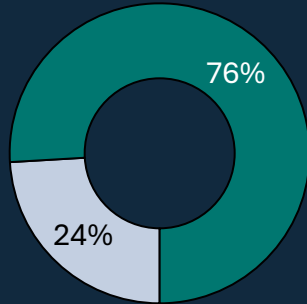
Employees



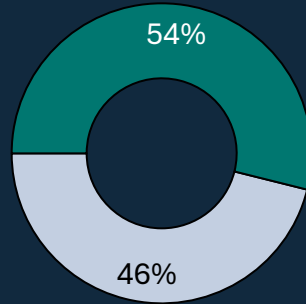
EMPLOYEES PER COUNTY



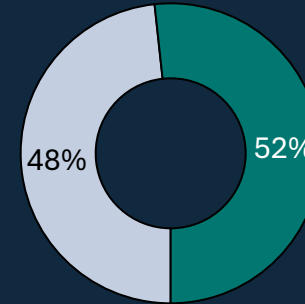
Vestfold og Telemark



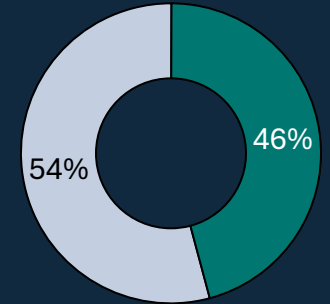
Møre og Romsdal



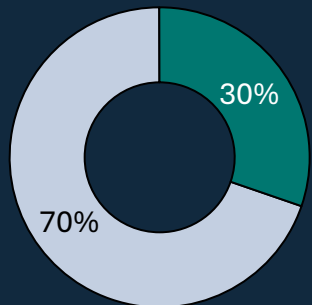
Rogaland



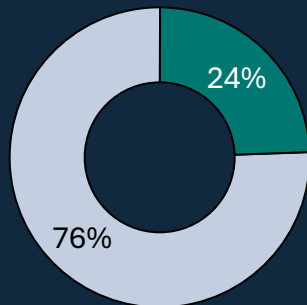
Viken



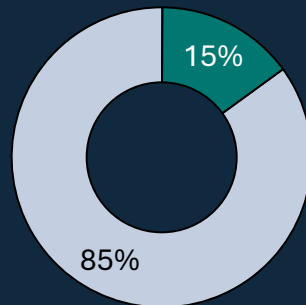
Agder



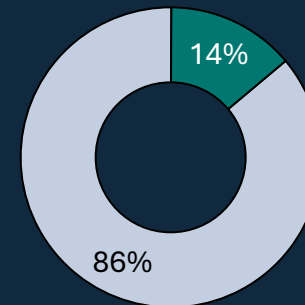
Innlandet



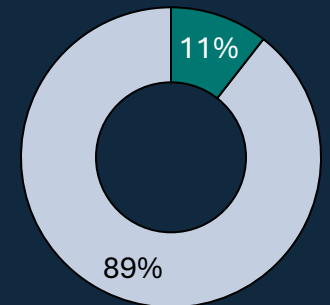
Trøndelag



Troms og Finnmark



Vestland



Nordland

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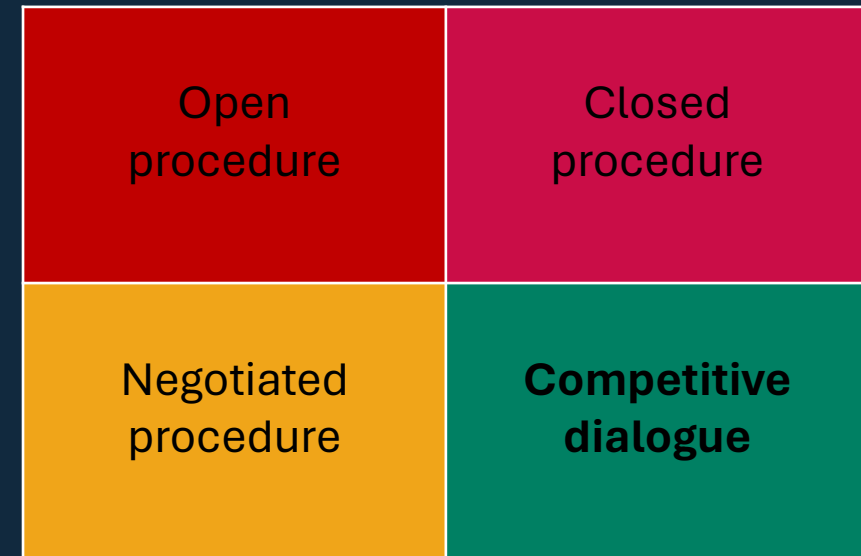


STRATEGY AND PROCEDURE



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

- Significantly better pricing/unit cost
- Balanced commercial terms
- Efficient call-off mechanism
- Improved information security
- GDPR compliant operating models
- Flexibility and a wide range of services
- Reducing environmental footprint



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THE PROCUREMENT



- Competitive dialogue with 6-8 suppliers
 - Important to have different platforms in the dialogue
 - Award 2-4 contracts/platforms
 - Parallel framework agreements
 - Not divided into lots
 - Non-exclusive and voluntary
 - No obligations to purchase
 - Free to procure the services outside the contracts
- 
- Contracting through a central purchasing body (a “CPB”, ref. EU Directive art. 37)
 - 5-10 BNOK/3yrs
 - Well thought-out contract framework
 - Setting the standard for the public sector
 - Call-offs from 6-12 months to a few weeks
 - Information security and GDPR
 - Governance

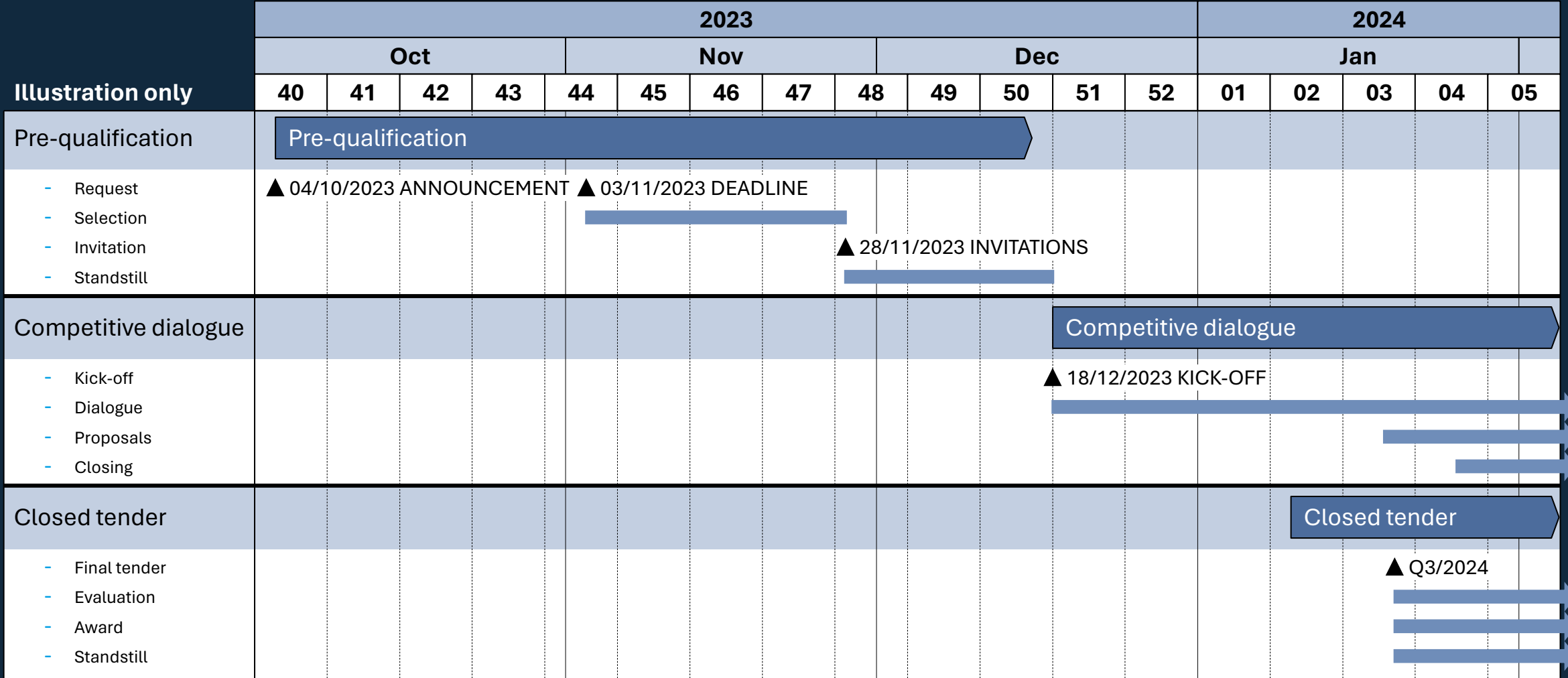
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TIME SCHEDULE



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GROUPS OF ECONOMIC OPERATORS



- 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:
 - Each participant to provide: (i) ESPD, (ii) Certificate of registration, and (iii) tax certificate
 - Attachment 2: Form for groups of economic operators submitting a joint request to participate
 - 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

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SUBCONTRACTORS



- Assessed critical nature of several parts of the infrastructure components
- Extremely complex contractual environment
- 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 cloud service provider, the supplier shall guarantee the cloud service providers' full attendance, cooperation and participation in the dialogue
- The Contracting Authority strongly urge the cloud service providers to participate as prime contractors
- Note:
 - Attachment 3: Declaration of commitment from entities on which the candidate relies to fulfil qualification requirements

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QUALIFICATION REQUIREMENTS



- Assessment of candidates' ability to perform the contract/deliverables
- Candidates are responsible for ensuring that all requested documentation is submitted, and that all questions and requirements are answered
- Candidates who do not comply with all qualification requirements will be rejected
- Reliance on the capacities of other entities

QUALIFICATION CRITERIA/REQUIREMENTS



WHEN RELYING ON ANOTHER LEGAL ENTITY FOR FULFILLING QUALIFICATION REQUIREMENTS/CRITERIA: SUBMIT A **DECLARATION OF COMMITMENT + ESPD**

INDEPENDENT ENTITY = **DECLARATION OF COMMITMENT + ESPD**

AFFILIATE = **DECLARATION OF COMMITMENT + ESPD**

ANY OTHER FORM OF ENTITY (INTERCOMPANY AGREEMENT) = **DECLARATION OF COMMITMENT + ESPD**

DO NOT FORGET: DECLARATION OF COMMITMENT + ESPD

SELECTION CRITERIA



- Will limit qualified candidates to a minimum of 6 and a maximum of 8 candidates
- Only one cloud solution platform per participant

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STRUCTURE OF REQUEST TO PARTICIPATE



##	DOCUMENT	REFERENCE
1	Completed letter of request to participate	Attachment 1
2	If relevant, completed form for groups of economic operators submitting a joint request to participate.	Attachment 2
3	If relevant, declaration of commitment	Attachment 3
4	Filled out ESPD-form for candidate	ITT Section 4.2
4.1	If relevant, filled out ESPD-form for supporting subcontractors/participants in groups	
5	Certificate of registration (firmaattest)	QR1
7	Documentation on economic and financial capacity	QR2
8	Documentation on technical and professional qualifications	QR3, QR4
9	Documentation on management systems	QR5, QR6, QR7
10	Tax certificate	ITT Section 4.7

ASSISTANCE CONCERNING PARTICIPATION



- Please ask questions during the participation process
- We do not want to reject requests for unnecessary reasons
- Please contact us!
- Ask questions!
- Ask for help!
- Remember the declaration of commitment
- Please do not plan to finish and send the request the last day!
- We will not extend the deadline for requests to participate

ASK FOR ASSISTANCE: WE WANT YOU TO WIN!

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Questions



#mps | thank you!

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