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ORIENTATION MEETING

Competitive dialogue

for procurement of a digital solution for
administration, production, execution, and analysis
of tests and examinations

06 JANUARY 2023



The background of the slide is a solid orange color. On the left side, there are two semi-transparent images. The top one shows a woman with long dark hair, smiling and looking towards the camera. The bottom one shows a close-up of a hand holding a small, round, yellow object. The text 'TOPICS' is written in white, bold, uppercase letters. Below it is a numbered list of four topics, also in white text.

TOPICS

1. Contracting authority
2. The procurement
3. Needs & requirements
4. Competitive dialogue



1

CONTRACTING AUTHORITY

Contracting Authority



- An executive agency for the Norwegian Ministry of Education and Research.
- Higher education and higher vocational education sectors.
- Responsible for the national skills policy.
- Offices in Bergen, Oslo, Trondheim, and Tromsø.
- Represented in Brussels.

Norwegian Sea

Sweden

Norway

Gulf of Bothnia

Baltic Sea

North Sea

Denmark

02

THE PROCUREMENT



The Procurement

BASICS

WHAT?

Digital solution

Tests and examinations:
Administration, production, execution, and analysis

WHY?

The Directorate is responsible for Norwegian language, social studies, and citizenship tests for immigrants

Contract for the current digital solution expires in 2025

HOW?

Competitive dialogue that culminates in final tender and bids

Final technical and functional specifications will be adapted through discussions with selected suppliers

The Procurement

PROBABLE SCOPE



- Approx. **85 000** individual tests per year (2022)
- Candidates may do a single test, multiple tests in a day, or multiple tests per year
- Up to **2000** parallel tests



- Adapted, implemented and ready for use in **Q1 2025**
- Contract period: **6 years**
- Optional extension: **3 x 2 years**



- Implementation: Estimated **NOK 18M – 24M** (~EUR 1.6M – 2.5M)
- Operation: Estimated **NOK 6M – 14M** (~EUR 0.5M – 1.4M) per annum
- Total value (main): Estimated **NOK 48M – 94M** (~EUR 2.8M – 7.0M)



HK-dir requests a single contractual partner

The Procurement

KEY QUESTIONS



To which extent can the user needs be resolved by 'standard' solutions?

Can residual needs be resolved in a cost-effective manner through innovative approaches?

Can residual needs be readily resolved through partnerships?

Will an additional, targeted procurement be required to resolve residual needs?



HK-dir requests a single contractual partner

Procedure



COMPETITIVE DIALOGUE

A procedure from a collection of potential approaches to innovative public procurements.

Used when (e.g.):

- Customer needs cannot be resolved without adaptations of existing solutions.
- The customer cannot formulate requirements with sufficient precision by reference to established standards etc.

The Dialogue

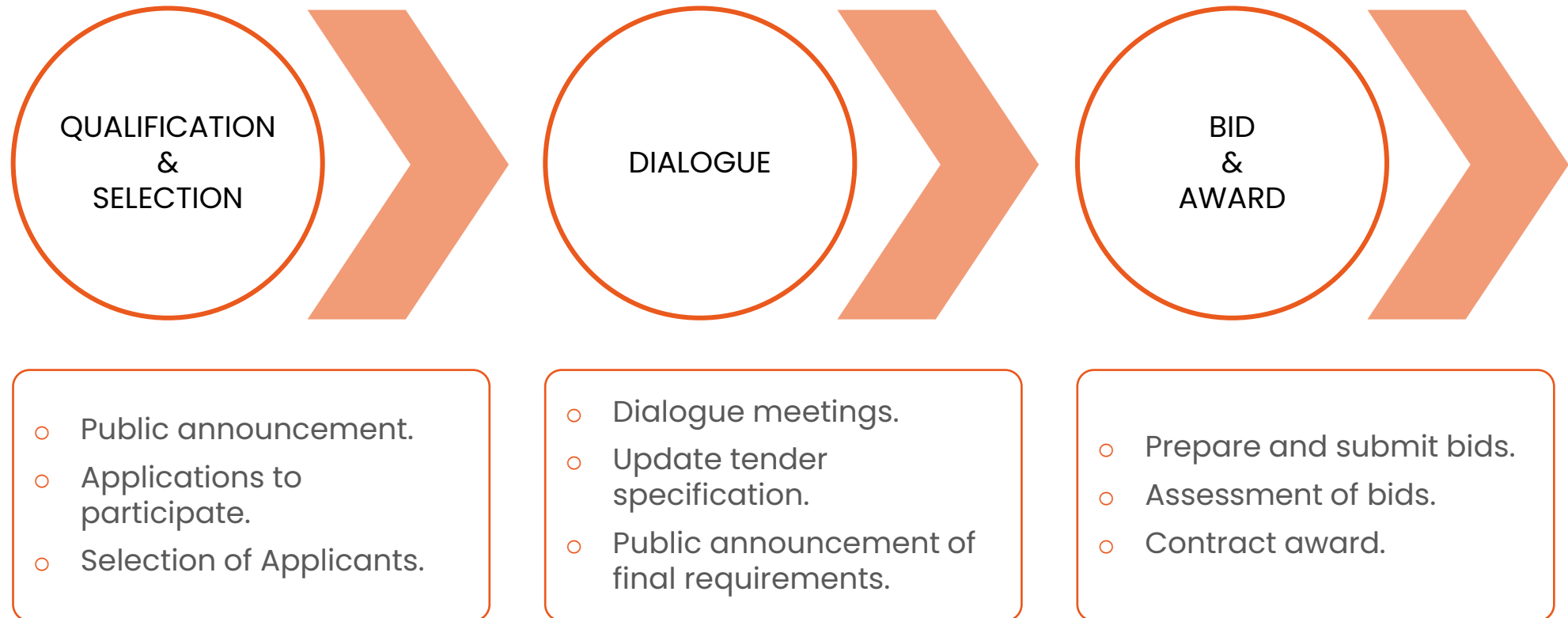
PLANNED DIALOGUE ROUNDS



Participation in the dialogue will be partially compensated

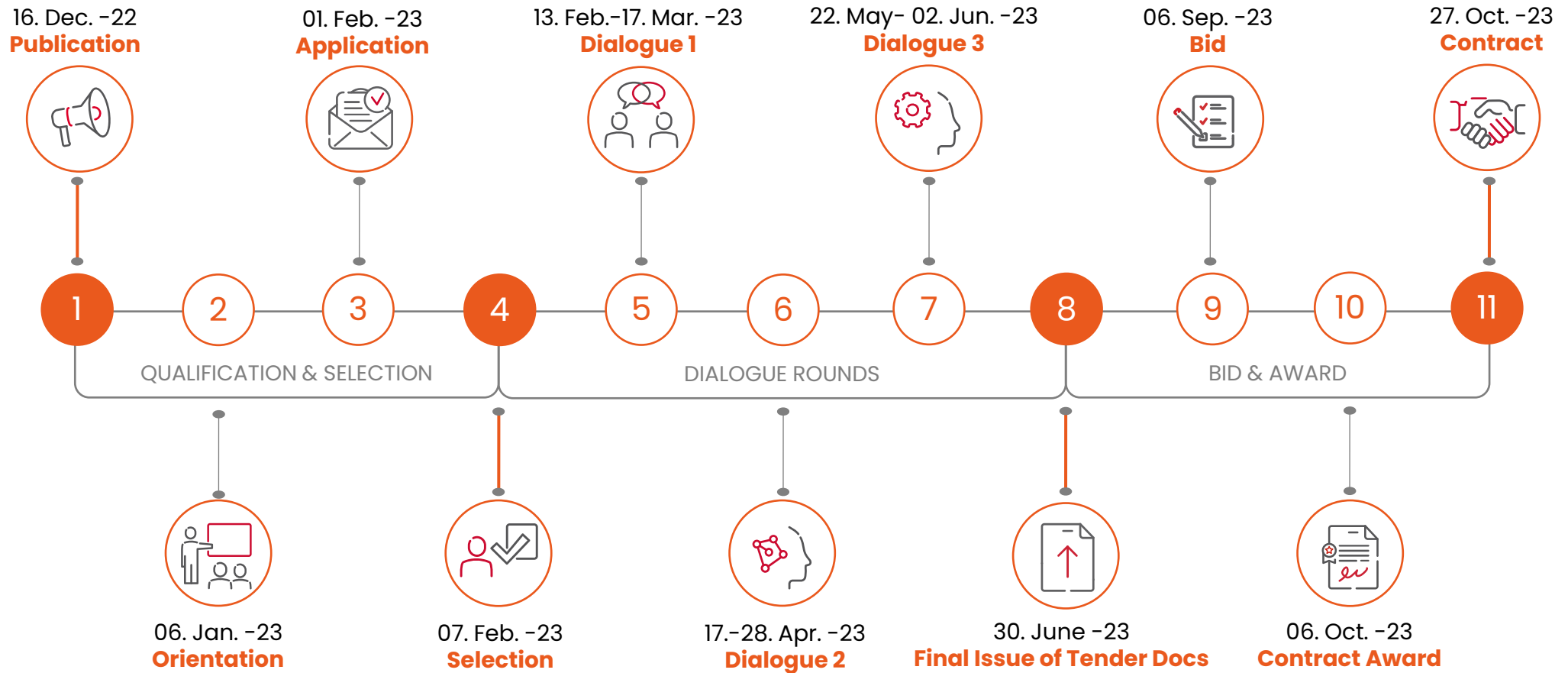
Execution

MAJOR PHASES



Execution

TENTATIVE TIMELINE



Qualification

CRITERIA AND PROCESS

1

Legally established

2

Taxes paid

3

**Economic and financial
capacity**

4

**Quality assurance
system**



Only qualified Applicants may be selected to participate in the dialogue

Selection

CRITERIA AND PROCESS

1

Competence and capacity

2

Reference assignments

3

Compliance with public sector requirements



The selection criteria may be used to reduce the number of participants entering the dialogue



Goal: **At least 4 participants** in the dialogue, maximum 10



Only **selected Applicants** that participate in **all dialogue rounds** can provide bids

Consortiums

OPTIONAL SUPPLIER REGISTRATION

WHAT?

An optional registration of interest in potential collaboration.

WHY?

Provides an opportunity to identify suppliers and solutions to complement your own.

HOW?

Fill in the registration form.
Contact any potential collaborators.

!

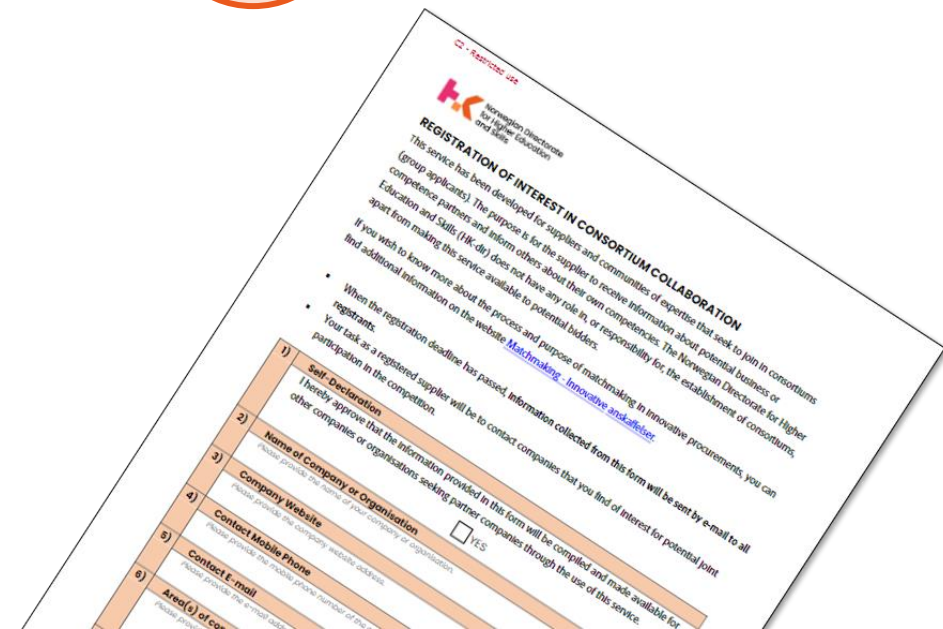
Registration by
13. January 2023

!

Information will be shared with all
registrants
- and registrants only

!

Recommendation: Prepare
agreement regulating areas of
responsibility, tasks, and financials



The image shows a registration form titled "REGISTRATION OF INTEREST IN CONSORTIUM COLLABORATION" from the Norwegian Directorate for Higher Education and Skills. The form includes a section for "Self-Declaration" where the registrant agrees to provide information for matchmaking. It also contains fields for "Name of Company or Organisation", "Company Website", "Contact Mobile Phone", "Contact E-mail", and "Area(s) of competence". A checkbox labeled "YES" is present for the "I hereby approve" statement.

First Announcement

DECEMBER 2022

- Basis for application to participate in competitive dialogue
- Preliminary tender specification
 - Will be updated
 - Section 5 may be ignored for now
- Preliminary description of needs
 - May be updated



FINAL ANNOUNCEMENT BY END OF JUNE

- Final tender specification
- System requirements
- Contract documents



MAIN

TENDER SPECIFICATION

- Background
- Objectives
- Procedure
- Legal framework

Att.
1

INITIAL ASSIGNMENT

- Objectives
- Overall needs
- Overview of tests
- Overview of processes

Att.
2

DESCRIPTION OF NEEDS

- Preliminary list
- Basis for requirements
- Glossary

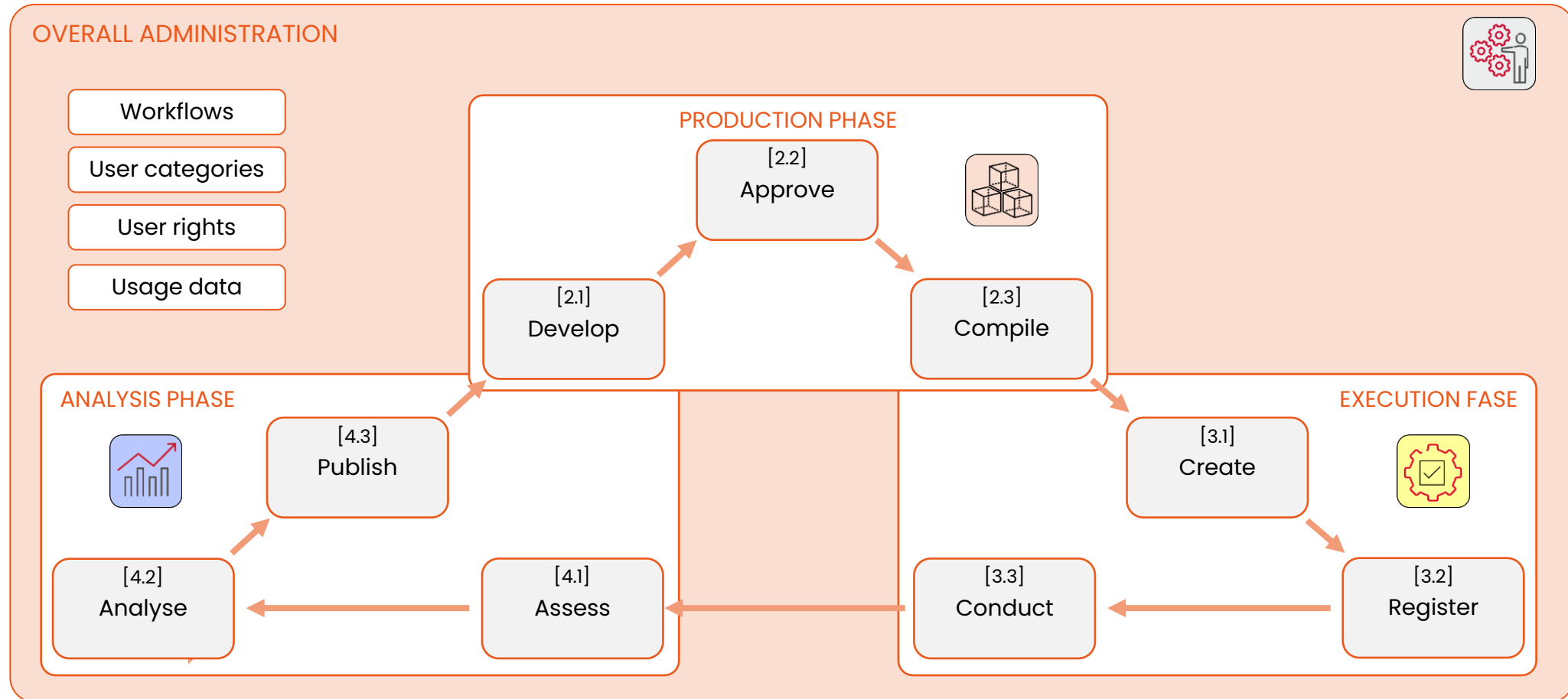
3

NEEDS & REQUIREMENTS



Processes

BASED ON THE PRESENT TESTING SERVICES



Needs for a New Solution






OVERALL NEEDS

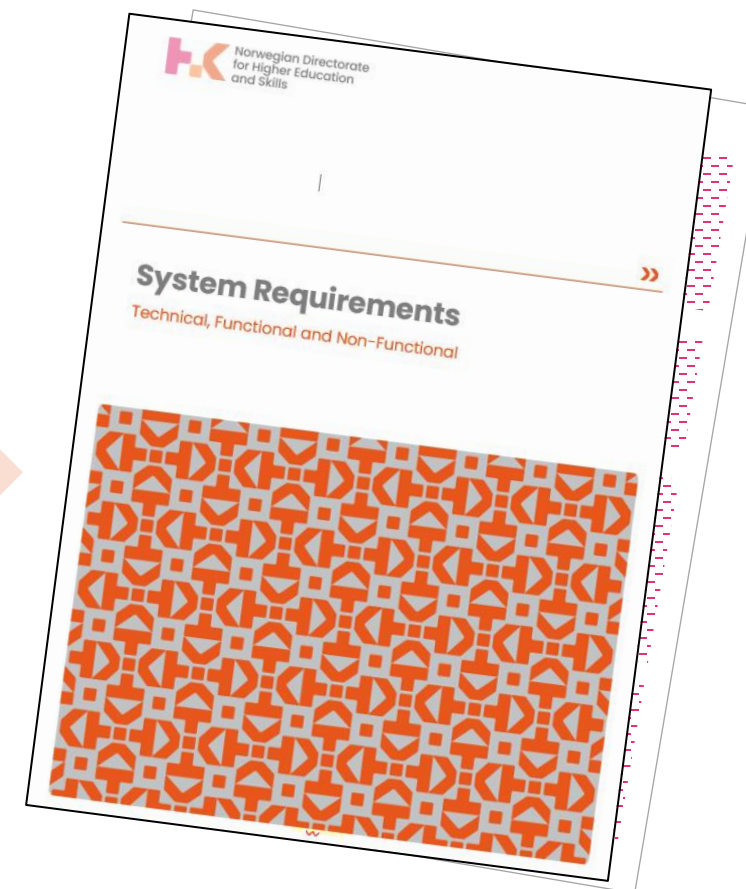
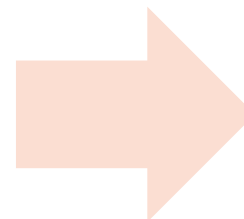
B01	The solution enables the Customer to produce and conduct tests that are fit for purpose , with valid and reliable test results.
B02	The solution adheres to public requirements and guidelines, for example regarding information security , privacy and universal design .
B03	The solution is user-friendly , reliable , supports the work processes of the users of the system and facilitates automated processes .
B04	The solution is flexible and can be easily and cost-effectively adapted to existing needs and any altered needs in the future.
B05	The solution facilitates the reuse of data , for example through integration with other public data systems.



Needs for a New Solution

PRELIMINARY LIST OF NEEDS >> REQUIREMENTS

B01 The solution enables the Customer to produce and conduct tests that are fit for purpose, with valid and reliable test results.		
B01-1	Fit for purpose tests	 P2
	Associated needs: Fit for purpose tests and tasks	
B01-2	Assuring quality of tasks	 P2
	Associated needs: Workflow to assure quality; linking to metadata	
B01-3	Accommodation of situational needs	 P2
	Associated needs: Accommodation of test situation or test	
B01-4	Preventing cheating	 P3
	Associated needs: Prevent cheating during test execution	
B01-5	Analysis	 P4
	Associated needs: Analysis of tasks (IRT); analysis of rater reliability	



Further descriptions: Attachment 2 –
Description of Needs for a New Solution

Prepared and modified during dialogue
phase. Final issue with final documentation.

Possible Challenges

BASED ON 2021 MARKET STUDY

- A particular test is made available in multiple languages (2 to 26).
- Not all candidates have a Norwegian social security number. Most will have one of three possible Norwegian ID-numbers.
- GDPR – Storage of personal data
- Technical tools to reduce cheating – without blocking legally permitted aids
- Support for the use of evaluation criteria during manual assessment
- General requirement for a payment solution, but some candidates have the right to one or more free attempts

04

COMPETITIVE DIALOGUE

