

COMPETITIVE DIALOGUE

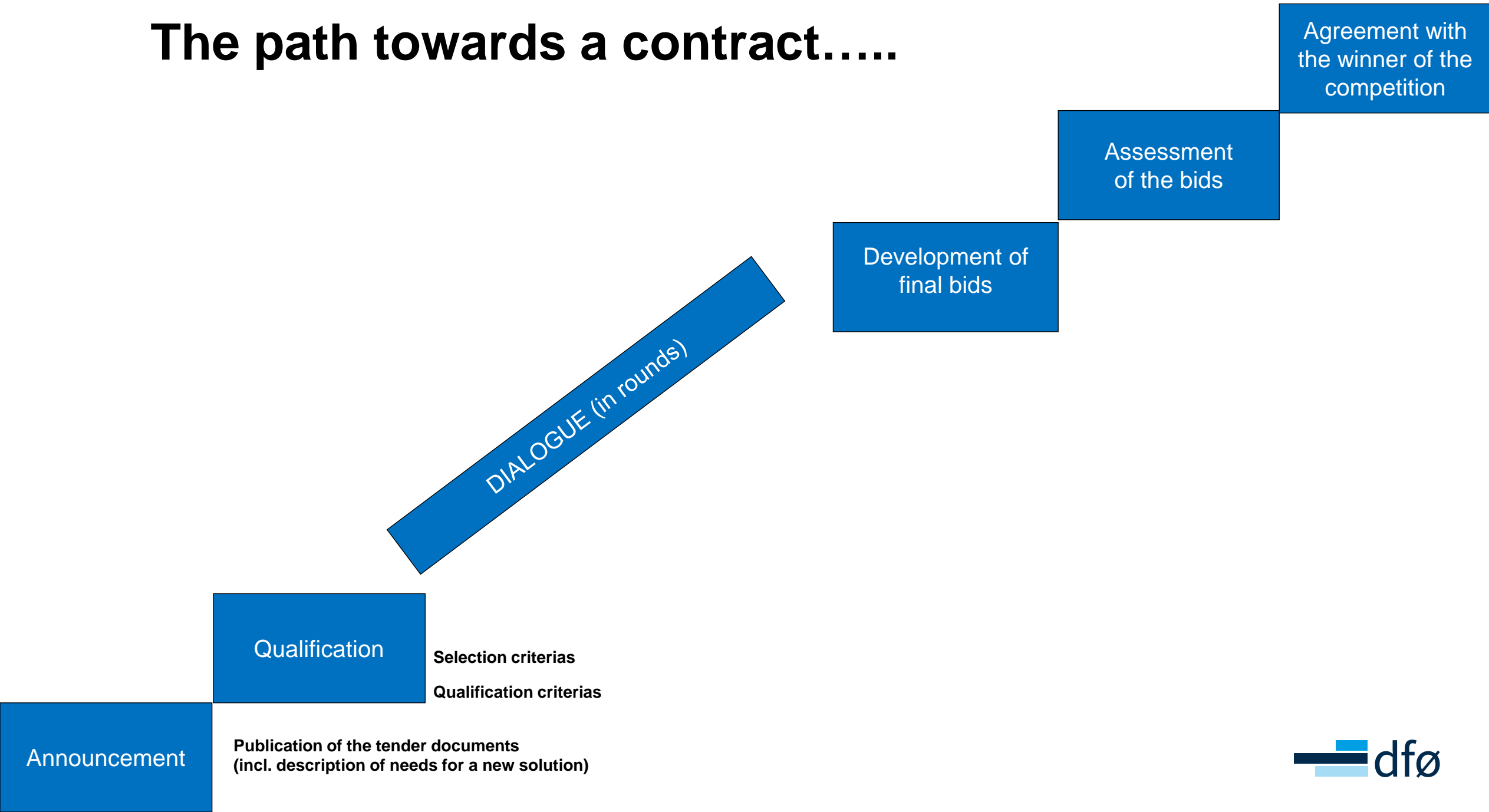
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Introduction to the procedure

- Competitive dialogue is a procedure regulated in the EU Public procurement directive and implemented in the Norwegian public procurement regulation.
- Competitive dialogue may be beneficial where
 - greater flexibility is needed – for example complex and risky projects
 - procurement of innovative solutions
 - the public customer is unable to specify the requirements e.g. the technical, financial or legal solutions. Therefore bidders may have a major role in defining the solution
 - the public customer cannot assess without in-depth dialogue on what the market can offer

The path towards a contract.....



Qualification criterias

3.5 Qualification criteria

ID	Requirement for Applicant	Requirements for documentation
01	The Applicant must be a legally established business.	Norwegian companies: Certificate from the Register of Business Enterprises. Foreign companies: Confirmation that the company is an officially registered in a register of business enterprises, professional register, or trade register in the country where the Applicant is established.
02	The Applicant must be up to date with the payment of taxes, employer's contribution, and value-added tax.	Norwegian companies: Tax certificate, not older than six months (applies to Norwegian applicants). Foreign companies: Tax certificate or similar from the country where the Applicant is established, not older than six months.
03	The Applicant must have the economic and financial capacity to implement the contractual obligations. Credit rating A or equivalent will be sufficient to fulfil the criterium, demonstrating high credit quality with a low default risk.	Business credit rating report based on the Applicant's last available annual accounts. The rating must be performed by a certified credit rating agency. If the Applicant has an objective reason for not producing the documentation requested by the Customer, the Applicant may document their economic and financial capacity by submitting any other document the Customer deems to be suitable for the purpose.
04	The Applicant must have established a well-functioning quality assurance system suited for the services to be provided under this contract	Description of the Applicant's quality assurance system/management system. System certificate issued by accredited certification bodies, such as ISO-certifications, or equivalent documentation must be attached. Other documentation for equivalent quality assurance measures will be accepted if the Applicant does not have the opportunity to obtain such certificates within the deadline.

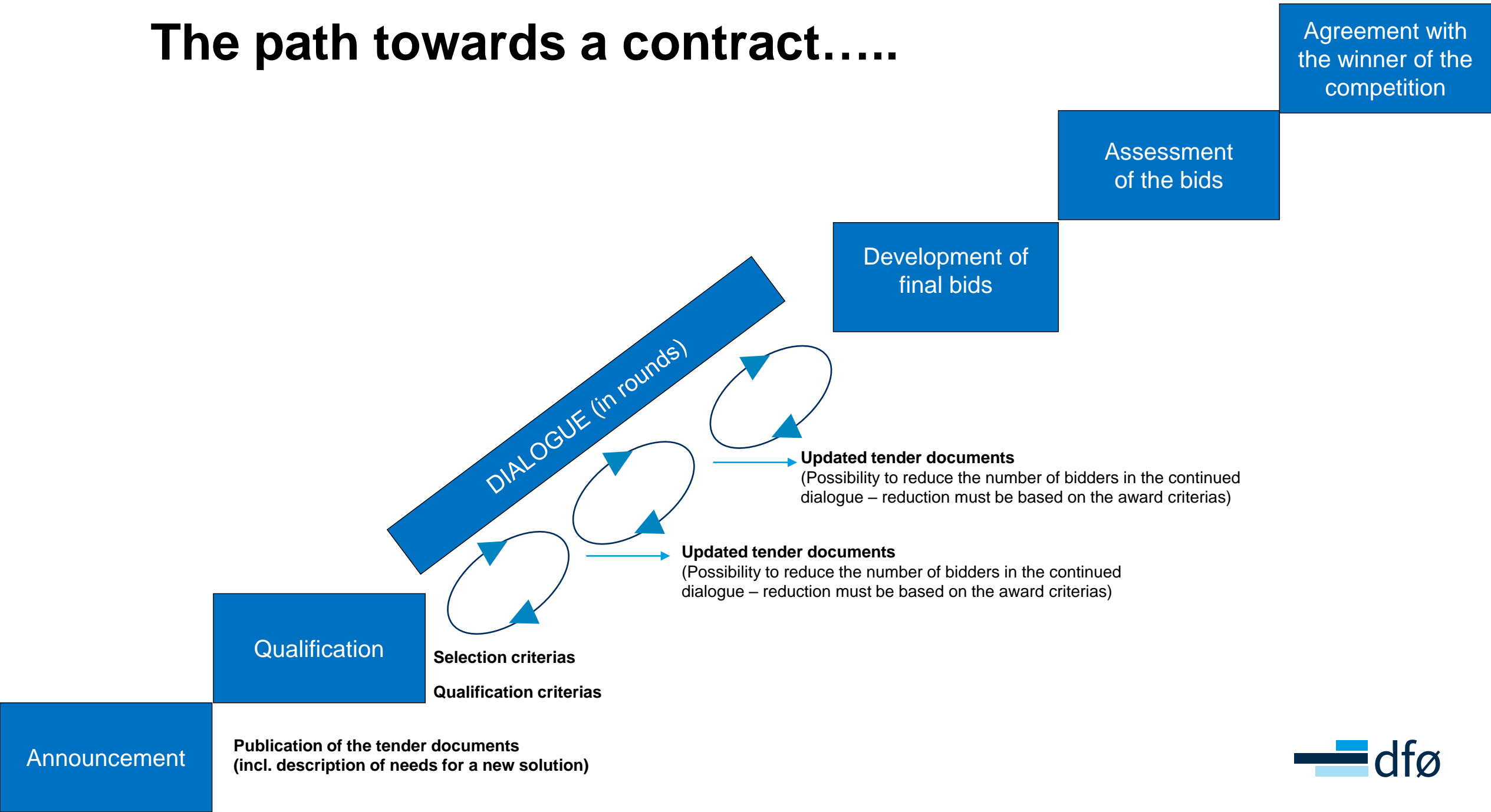
- Section 3.5 in the tender specification
- Please be aware that you must fulfill (and document) the qualification criterias in order to be able to participate in the dialogue.
 - The customer is obliged to reject bidders that do not fulfill the qualification phase
- Documentation of qualification requirements. This must include:
 - ESPD form (section 3.2)
 - Documentation of qualification criteria (section 3.5)

Selection criterias

ID	Criterion	Evaluation
01	<p>Competence and capacity</p> <p>Please provide an overview of the Applicant's competence and capacity within:</p> <ul style="list-style-type: none"> • System development and IT-management • Project implementation • User support • Incident management <p>The description may include personnel at the disposal of the Applicant, even if they are not employed in the enterprise. The Customer requires an overview, not individual CV's.</p> <p>The description shall be no longer than three (3) A4-pages.</p>	<p>Weighting: Medium</p> <p>The applications will be ranked based on a comprehensive assessment of how each Applicant's description demonstrates competence and capacity within:</p> <ul style="list-style-type: none"> • System development and IT-management • Project implementation • User support • Incident management
02	<p>Reference assignments</p> <p>Please describe up to four (4) relevant reference assignments within the last three (3) years. The description must document:</p> <ul style="list-style-type: none"> • Which of the process phases/ areas in the Customer's Initial Assignment document the reference is relevant for. • How the reference supports the Objective and Overall Needs in the Customer's Initial Assignment document. • The volume of users in the reference assignment, including the maximum number of parallel users. <p>The description shall be no longer than five (5) A4-pages.</p>	<p>Weighting: High</p> <p>The applications will be ranked based on a comprehensive assessment of how each Applicant's description of reference assignments demonstrates relevance to the goals and process descriptions in the Customer's Initial Assignment document.</p>
03	<p>Compliance with public sector requirements</p> <p>Please describe how public sector requirements for digitalisation are met in the Applicant's systems and solutions, including:</p> <ul style="list-style-type: none"> • Information security • GDPR • Universal design <p>The description shall be no more than two (2) A4-pages.</p>	<p>Weighting: Medium</p> <p>The applications will be ranked based on a comprehensive assessment of how each Applicant's description demonstrates compliance with public sector requirements for:</p> <ul style="list-style-type: none"> • Information security • GDPR • Universal design

- Section 3.6 in the tender specification
- Between four (4) and ten (10) of the qualified applicants with the highest total score on the criteria below will be selected for participation in the dialogue phase.
- Please be aware of the criterias and how they are evaluated

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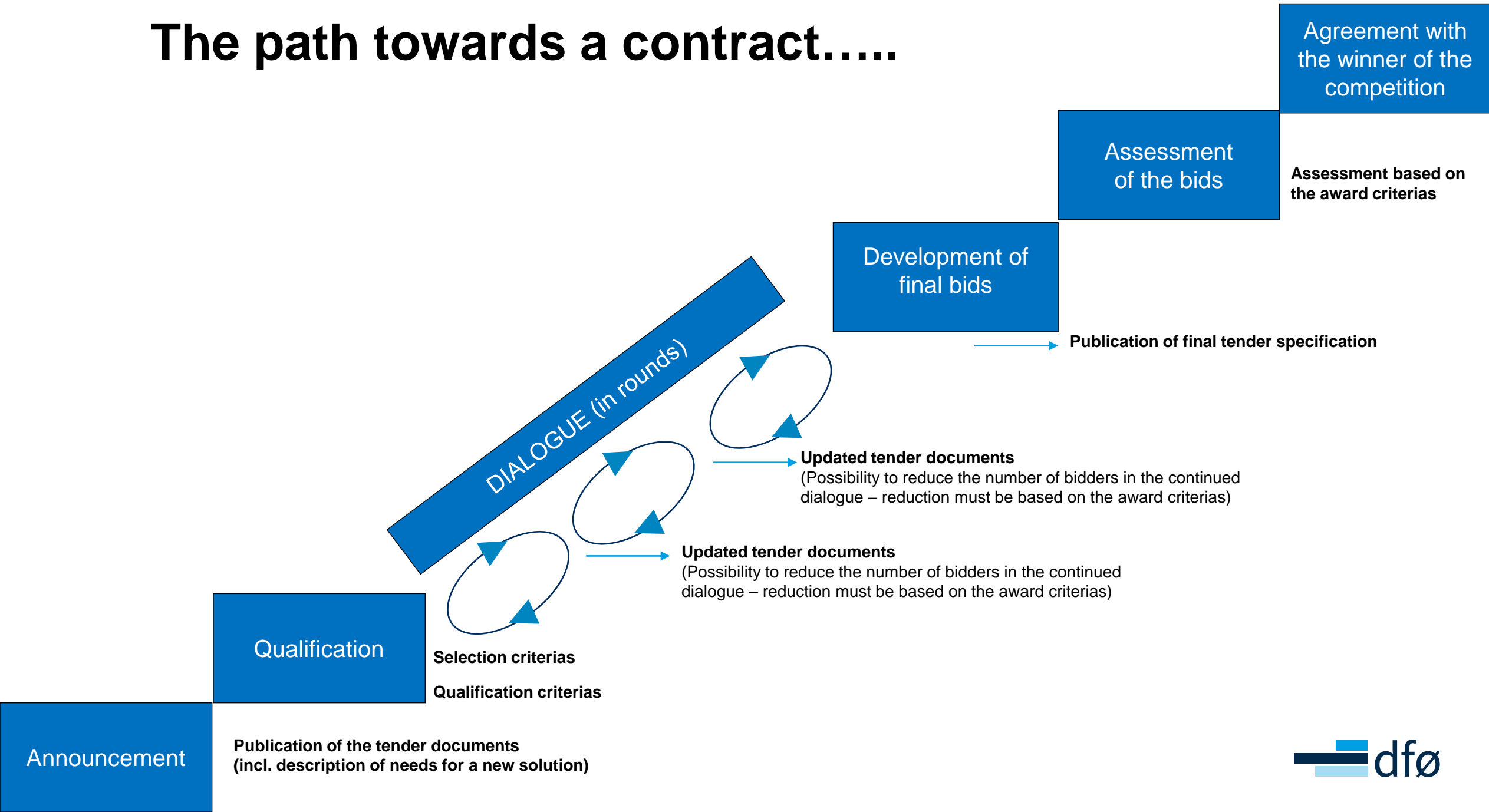


The dialogue

Round	Goals for each dialogue round
01	<p>Overview of the planned procurement and the bidders.</p> <p>The objectives of this round are:</p> <ul style="list-style-type: none">- For the Customer to become familiar with each Bidder, the Bidders's solutions, strategies, and plans for their solutions/ digital tools going forward, and to gain an initial understanding of how said solutions may resolve the Customer's needs and requirements.- For each Bidder to become familiar with the Customer's needs and requirements for a new digital solution for administration, development, execution, and analysis of tests and examinations.
02	<p>Review of needs/ requirements and potential solutions.</p> <p>The objective of this round is to review with each Bidder how their solutions may resolve the Customer's needs for a new digital solution, today and in the future.</p>
03	<p>Final review of needs/ requirements and potential solutions.</p> <p>The objectives of this round are:</p> <ul style="list-style-type: none">- To further review with each Bidder the Customer's needs and requirements, the potential for resolving these with each Bidder's solutions, and the Bidder's capability to deliver.- To review other aspects of the procurement, for example technical or contractual aspects.

- Point 4 in the tender specification
- The purpose of the dialogue is to discuss different solutions which satisfies the Customer's needs.
 - Possible to discuss every aspect of the procurement – except the how the procurement is conducted (f.eks award criterias etc.)
- The Customer may issue assignments to the Bidders to be solved prior to the round, or requests highlighting specific topics that will be discussed.
- Three rounds of dialogues are planned
 - Reduction of suppliers must be based on the award criterias
 - Payments for participation in round 2 and 3
- The dialogue phase is concluded by the Customer issuing the final tender specifications. The specification of requirements will be based on needs described in the tender specifications with attachments and matters discussed in the dialogue.

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The bid phase

Award criterias

ID	Kriterium	Vekting
01	Quality Based on the Customer's final description of needs and system requirements, the Bidder's description of: <ul style="list-style-type: none">• Understanding of the assignment (section 5.4.1) <i>The Bidder's understanding of the challenges and possibilities in the assignment.</i>• Solutions (section 5.4.1) <i>The Bidder's solutions.</i>• Ability to deliver (section 5.4.2) <i>The Bidder's capacity and delivery plan.</i>	80% (+/- 10)
02	Price (section 5.4.3) Complete and unamended price attachment.	20% (+/- 10)

- Section 5 in the tender specification
- Please be aware of the following:
 - Bids will be evaluated based on the award criterias
 - Bids that do not fulfill the obligatory must be rejected accordance with regulations for public procurement
 - Other requirements will be evaluated as a part of the award criterias
 - Tenders that are not submitted to KGV by the tender deadline are rejected in accordance with regulations for public procurement
 - Not possible to negotiate during the bid phase – however on the request from the directorate it will be possible to clarify the bids
 - The client can finalize the contract terms with the selected supplier in order to confirm financial obligations

**Use the possibilities to
think outside the box!**





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