



Questions for one-on-one meetings

- Can you meet our needs? Is there anything we haven't considered?
- Do you have any thoughts on which sustainability elements might be relevant?
- Is there anything we should be aware of that is important for achieving the best possible solution?
- Is the project timeline realistic?
- What is important to you in a competitive bidding situation?
- We are primarily looking for a total contracting/design-build contract as delivery model. What are your thoughts on this? Would you be able to deliver the entire scope or only parts of it? Please refer to relevant experience, results, and lessons learned from similar processes. Do you have any tips for us?
- Do you have any input on what kind of requirements we can set to ensure the achievement of environmental goals in Folla?
- How do we ensure that the offer is comparable with those from other suppliers (e.g. through using standardized unit prices or modules)? Or through lifetime costs? How can we weigh different sustainability elements against each other?
- What challenges do you foresee for implementation – and how can these be addressed?