




Award criteria

AC grid connection system

Project: Kaskasi II and Gode Wind 3


Rev.: 1.0
Pages: 1 of 12
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**Award criteria for the tender
Kaskasi II and Gode Wind 3**

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1 Preliminary note

Within the procedural guidelines provided in Negometrix, TenneT, hereinafter also referred to as the “client”, has described the process, the framework conditions and the objectives of the EU negotiation process with participation competition pursuant to Sections 13 (1) and 15 (1) SektVO.

In specific, this document is intended to define and describe the criteria according to which the determination of the best offer takes place.

2 Offer evaluation and award of contract

The goal of the client is to find the best offer for each lot within the framework of the allocation procedure and to commission the respective bidder with the provision of the services.

The economic efficiency of an offer is determined on the basis of the following award criteria.

3 Tender evaluation (examination of economic efficiency)


3.1 Overview of the award criteria

The offers are evaluated in accordance with the following award criteria:

- | | |
|---|-----|
| • Price | 35% |
| • Technical solution | 30% |
| • Contract terms | 15% |
| • Project management and documentation | 7% |
| • Scheduling | 8% |
| • Safety-, Health and Environment (SHE) | 5% |

A maximum of 10 points can be achieved for each award criterion. The overall evaluation corresponds to the weighted total product of the individual evaluations. This means that the total result of the evaluation which can be achieved is 10 points as a maximum

Note: All figures in the entire evaluation process described here are rounded to two decimal places in accordance with standard commercial practice. This rounding rule is in accordance with the DIN 1333 standard.

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4 Detailed description of the award criteria

4.1 Evaluation of the price criterion

The following three price categories are evaluated and weighted accordingly:

- | | |
|--|-----|
| 1. Fixed lump sum in accordance with k_Annex 9 plus power loss | 80% |
| 2. Daily rates in accordance with k_Annex 9 | 10% |
| 3. Options in accordance with k_Annex 9 | 10% |

In order to determine the results of the price categories, this is determined by the respective evaluation price.

On 1 – fixed lump sum plus power loss:

The evaluation price of the *1st price category* is comprised of the cash value of the fixed lump sum in accordance with k_Annex 9 plus the capitalised power loss.

The capitalised power loss corresponds to the cost incurred by the anticipated total energy loss during the service life of the plant. A value of €6000/kW is assumed to determine these anticipated costs. The power loss of the cable system – generated by the conductor resistance – will be determined at a stationary capacity utilisation of 70% of the nominal output and added as total costs over the lifespan of the cable system [as cash value].

On 2 and 3 - daily rates and options:


In order to determine the evaluation prices of the 2nd/3rd price category, the total is formed via the daily rates/options, the prices specified in k_Annex 9 “Hours/daily rates” / “Options / subsea cable”.

Insofar as no daily rate / no option is provided by a bidder for an item which has been requested, the client uses the respective maximum price of the remaining bidder field for the evaluation.

An evaluation of the content of the options, i.e. with regard to the degree of fulfilment of the required delivery/service scope and the validity thereof, takes place in the “Technical solution” evaluation criterion.

Basis for evaluation:

The tender with the lowest valuation price in the respective category (fixed lump sum, daily rates, options) will receive the best evaluation of 10 points. The lowest valuation price multiplied by a factor of 1.5 is assigned a result of 0 points. The valuation prices of the remaining tenders are compared to the lowest valuation price by linear interpolation.

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The overall evaluation of this criterion corresponds to the weighted sum product of the individual evaluations.


4.2 Evaluation of the Technical solution criterion

The award criterion of Technical solution is further divided into the criteria and sub-criteria which are specified in accordance with the following overview:

Criterion (Level 1)	Weighting (Level 1)	Sub-criteria (Level 2)	Weighting (Level 2)
a) <i>Cable design</i>	45%	AC cable design including integrated fibre-optic cable element for monitoring and news purposes	40%
		Design of the AC fittings (Factory bushing, repair bushing)	20%
		Quality assurance and management (QA & QC) for the production of the AC cable system (cable and bushings)	20%
		Status of the pre-qualification test of the AC cable system and operating experience	20%
b) <i>Cable installation, storage and transport</i>	45%	Cable Installation Method	40%
		Installation Vessel – Workability	30%
		Cable Pull in Methodology	28%
		Transport and Storage of Cable	2%
c) <i>Evaluation of the content of the options</i>	10%	-	-

Evaluation basis for the criteria a) cable design and b) cable installation:

The criterion “technical solution” is evaluated in comparison with the competition on the basis of the requirements specified in the tender documents. The technical solution detailed in the tender will be evaluated in consideration of all explanations and verifications submitted. Each criterion is evaluation with 0 to 10 points, whereby points are only awarded in whole numbers. 10 points corresponds to the best result and 0 points corresponds to the worst result.

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The points are awarded with the help of the following scale:


Points	Description
8–10	The proposed solution meets the requirements and facilitates use of the system in the way specified by the client. Furthermore, project and operating costs or negative environmental influences are reduced significantly or to a large extent.
6–7	The proposed solution meets the requirements and facilitates use of the system in the way specified by the client. Furthermore, either project risks and/or operating risks or negative environmental influences are reduced.
4-5	The proposed solution meets the requirements and/or facilitates use of the system in the way specified by the client.
2-3	The proposed solution meets the requirements to a limited extent. Furthermore, either project risks and/or operating risks or negative environmental influences are increased.
0-1	The proposed solution meets the requirements poorly and only facilitates use of the system in the way specified by the client to a limited extent. Furthermore, either project risks and/or operating risks or negative environmental influences are increased to a large extent.

Evaluation basis for criterion c) Evaluation of the content of the options

The level of fulfilment is evaluated of the delivery/service scope set out within the options (from k_Annex 9) and the validity thereof, whereby the lowest possible to no reduction / no restriction of the delivery/service scope and long-term validity of the options is favoured.

Each option is evaluation on a points scale from 0 10, whereby points are only awarded as whole numbers; 10 points corresponds to the best result and 0 points corresponds to the worst result.

The evaluation takes place in comparison with the competition on the basis of the following table:

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Points	Description
8-10	The level of fulfilment of the options meets the client's requirements in full.
5-7	The level of fulfilment of the options meets the majority of the client's requirements.
2-4	The level of fulfilment of the options meets the client's requirements to a limited extent.
0-1	The level of fulfilment of the options does not sufficiently meet the client's requirements.

The overall evaluation of the Technical solution criterion corresponds to the weighted sum product of the individual evaluations.

4.3 Evaluation of the criterion of contract conditions

The criterion of contract conditions is evaluated on the basis of the negotiated project agreement (excluding the contract price, annexes and appendices of the annexes).


The basis for the evaluation for a potential reduction of the number of bidders in advance of the negotiations (Section 45 III SektVO) is the draft contract with comments.

The evaluation takes place as an overall assessment in comparison with the client's contract draft in the version which was sent and in comparison with the competition.

Evaluation takes place on a points scale from 0 10, whereby points are only awarded as whole numbers; 10 points corresponds to the best result and 0 points corresponds to the worst result.

The contractual terms criterion is further subdivided into the following sub-criteria:

Regulations on liability (excluding liability for defects), transfer of risk, property and contractual penalties	40%
Regulations on liability for defects and acceptance	30%
All further regulations of the project contract	30%

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The points are awarded with the help of the following scale:

Points	Description
8–10	The client believes that the project contract diversifies the contractual risks very well. It contains few or no changes to the negotiable requirements in qualitative and/or quantitative terms or exceeds the client's ideal.
6–7	The client believes that the project contract diversifies the contractual risks well. It contains moderate changes to the negotiable requirements in qualitative and/or quantitative terms.
3–5	The client believes that the project contract diversifies the contractual risks to an acceptable extent only. It contains significant changes to the negotiable requirements in qualitative and/or quantitative terms.
0-2	The client believes that the project contract diversifies the contractual risks in a negative manner. It contains extensive changes to the negotiable requirements in qualitative and/or quantitative terms.

4.4 Evaluation of the project management and documentation criterion


The evaluation of the project management and documentation criterion takes place in comparison with the competition and on the basis of Annex A and the annexes to which reference is made there, in particular k_Annex 18.

The concepts detailed in the tender will be evaluated from a documentation and project management perspective, taking into consideration all the explanations submitted in this regard, in comparison with the competition.

Evaluation takes place on a points scale from 0 to 10, whereby points are only awarded as whole numbers; 10 points corresponds to the best result and 0 points corresponds to the worst result.

The points are awarded with the help of the following scale:

Points	Description
8–10	The contractor's project and document management system meets the client's general requirements. Furthermore, the project-specific application and/or implementation is described using specific concepts and with best practice examples and the project risks are reduced significantly or to a large extent in this manner.

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6-7	The contractor's project and document management system meets the client's general requirements. Furthermore, the project-specific application and/or implementation is described and best practice examples are provided and the project risks are reduced in this manner.
4-5	The contractor's project and document management system meets the client's general requirements.
2-3	The contractor's project and document management system meets the client's general requirements to a limited extent. Only an insufficient amount of best practice examples were provided. Furthermore, the project risks were increased.
0-1	The contractor's project and document management system only meets the client's general requirements to an insufficient extent and no best practice examples were provided. Furthermore, the project risks were increased to a significant extent.

4.5 Evaluation of the Scheduling criterion

The Scheduling criterion is subdivided into the following sub-criteria:


Timeline	80%
Payment milestone plan	20%

To the timeline

The schedule is evaluated in terms of the following aspects: Quality and detail of the native file for the contract scheduler, representation of the content of the contract, disclosure of the buffer with regard to the completion deadline (critical path), consideration of input values provided by the client and an assessment of the implementation risks.

The concepts detailed in the tender with regard to scheduling will be evaluation in comparison with the competition, taking into consideration all the explanations and proof submitted in this regard. Evaluation takes place on a points scale from 0 10, whereby points are only awarded as whole numbers; 10 points corresponds to the best result and 0 points corresponds to the worst result.

The points are awarded with the help of the following scale:

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Points	Description
8–10	Overall good to very good fulfilment of the criterion with few and/or insignificant defects. The design and description of the explanations / concepts requested in connection with the criterion to be evaluated is convincing.
6–7	The fulfilment of the criterion is above average overall with some defects. Satisfactory design and description of the explanations / concepts requested in connection with the criterion to be evaluated.
3–5	The fulfilment of the criterion just meets the minimum requirements and/or does not meet this threshold and has defects. Acceptable to unsatisfactory design and description of the explanations / concepts requested in connection with the criterion to be evaluated.
1–2	The fulfilment of the criterion includes some usable approaches, however is unsatisfactory and inadequate overall. Poor design and description of the explanations / concepts requested in connection with the criterion to be evaluated.
0	The criterion has not been fulfilled in any respect. There was insufficient to no coverage of the explanations / concepts in the presentation of the offer.

To the payment milestone plan

The percentage distribution of the fixed lump sum is evaluation with regard to the payment milestones in accordance with k_Annex 5 which are defined by means of the respective project phases and the content of the criteria which trigger payment from k_Annex 23. Evaluation takes place on a points scale from 0 to 10, whereby points are only awarded as whole numbers; 10 points corresponds to the best result and 0 points corresponds to the worst result.

In this regard, the evaluation of the payment milestone plan takes place in comparison with the competition on the basis of the following table: In particular, the percentage amount of the ZMS-ACK-PS, ZMS-ACK-T and ZMS-ACK-PC payment milestones forms part of the evaluation, whereby for ZMS-ACK-PS the lowest possible value and for ZMS-ACK-T and ZMS-ACK-PC the highest possible value is favoured:

The points are awarded with the help of the following scale:

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Points	Description
8-10	The percentage distribution of the fixed lump sum price with regard to the payment milestones and the content of the criteria which trigger payment constitutes a positive relationship for the client between the project progress to be expected for the associated project segments (k_Annex 23) and the cumulative proportion of the fixed lump sum.
5-7	The percentage distribution of the fixed lump sum price with regard to the payment milestones and the content of the criteria which trigger payment constitutes a balanced relationship for the client between the project progress to be expected for the associated project segments (k_Annex 23) and the cumulative proportion of the fixed lump sum.
2-4	The percentage distribution of the fixed lump sum price with regard to the payment milestones and the content of the criteria which trigger payment constitutes a negative relationship for the client between the project progress to be expected for the associated project segments (k_Annex 23) and the cumulative proportion of the fixed lump sum.
0-1	The percentage distribution of the fixed lump sum price with regard to the payment milestones and the content of the criteria which trigger payment constitutes a very negative relationship for the client between the project progress to be expected for the associated project segments (k_Annex 23) and the cumulative proportion of the fixed lump sum.

The overall evaluation of this criterion corresponds to the weighted sum product of the individual evaluations.

4.6 Evaluation of the Safety, Health and Environment (SHE) criterion

The SHE criterion is evaluated on the basis of the general and operative SHE requirements for contractors within the scope of offshore projects k_Annex E1 as specified individually in the tender documents. The following fields are evaluated:

- Safety Culture Ladder, Section 3.3.1 5.0%
Certificate or action plan
- SHE meetings and audits, Section 3.9 5.0%
- Incentive programmes, Section 3.2 10.0%
on a project and employee level

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- Accident investigations, Section 3.11 10.0%
- Assessment of the SHE plan 40.0%
- Quality and number of SHE advisors offered at the production location, construction site and higher in the project. 30.0%

Basis for evaluation:

The SHE criterion is evaluated on the basis of the requirements specified in the tender documents and in comparison to the competition.

The concepts detailed in the tender in accordance with k_Annex 15 with regard to the SHE requirements will be evaluated in consideration of all explanations and verifications submitted for this. Evaluation takes place on a points scale from 0 to 10, whereby points are only awarded as whole numbers; 10 points corresponds to the best result and 0 points corresponds to the worst result.

The points are awarded with the help of the following scale:

Points	Description
8–10	Overall good to very good fulfilment of the criterion with few and/or insignificant defects. The design and description of the explanations / concepts requested in connection with the criterion to be evaluated is convincing.
6–7	The fulfilment of the criterion is above average overall with some defects. Satisfactory design and description of the explanations / concepts requested in connection with the criterion to be evaluated.
3–5	The fulfilment of the criterion just meets the minimum requirements and/or does not meet this threshold and has defects. Acceptable to unsatisfactory design and description of the explanations / concepts requested in connection with the criterion to be evaluated.
1–2	The fulfilment of the criterion includes some usable approaches, however is unsatisfactory and inadequate overall. Poor design and description of the explanations / concepts requested in connection with the criterion to be evaluated.
0	The criterion has not been fulfilled in any respect. There was insufficient to no coverage of the explanations / concepts in the presentation of the offer.

The overall evaluation of this criterion corresponds to the weighted sum product of the individual evaluations.