



SELECT for Cities

PCP Request for
tenders

WEBINAR

24 March 2017

9 - 12 CET

The information presented here is not intended to replace the Request for Tender documentation on select4cities.eu



This project has received funding from the EU's H2020 Research & Innovation Programme under GA 688196.

Agenda, participants introduction and welcome

by Hugo Tamagnini Gonçalves
Forum Virium Helsinki

Expectations for this session

1. Summary of the administrative, PCP and financial questions (10 min)
2. Summary of the technical questions (10 min)
3. Summary of the living lab questions (10 min)
4. Q&A

Summary of the administrative, PCP and financial questions

by Karin Goedheid
Digipolis



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Q&A on Single/Joint Tenders

Single participation or as a consortium?

Tenders may be submitted by a single entity or in collaboration with others. Participation is open to all types of operators. There is, however, a requirement relating to the place of performance of the R&D services (Min. 50% in EU Member States or H2020 associated countries)

In case of a joint Tender:

- Specify the role and expertise of each Member
- Appoint an authorized representative of the consortium as Lead Tenderer

All Members are jointly and separately bound to fulfil the terms of the Contracts.

Provide a statement in Annex A from every Member declaring that it is aware of the provisions set out in the Tender Documents, and this in particular in relation to the IPRs.

More information can be found in TD1 - Request for Tenders

Q&A on Single/Joint Tenders

<p>How to build a consortium?</p>	<p>We advise to fill out our matchmaking tool on the Select for Cities website.</p> <p>You may be able to enter into a consortium with other companies who are still looking for professionals and expertise.</p>
<p>Subcontracting allowed at a later stage?</p>	<p>In Annex A the Tenderer shall state which part of the PCP obligations is intended to be subcontracted to other suppliers any, providing a statement from the subcontractor declaring that it is aware of the provisions set out in the Tender Documents, in particular in relation to IPRs.</p> <p>If the Contractor needs to change or add new subcontractors at a later stage the same information and statement must be provided.</p>
<p><i>More information can be found on the SELECT website and in TD1 - Request for Tenders</i></p>	

Q&A on PCP as a Competition

Compliance with definition of R&D services?

The value of any products covered by the contract in each Phase and all previous Phases must be less than 50 % of the total value of the PCP Framework Agreement.

Specify in Annex F which costs are R&D related or not. Only the following categories can be taken into account: A. Personnel & C. Subcontracting.

Phased competition and eligibility to participate in the the next Phase?

PCP awards R&D contracts to a number of competing Contractors at the same time. A Tenderer must have been awarded a Specific Contract for Phase 1 in order to be considered for Phase 2; a Contractor must have been awarded Specific Contracts for Phases 1 and 2 in order to be considered for Phase 3.

The Buyers Group evaluates if Contractors have successfully completed a Phase and if they are eligible to participate in the call-off for the next Phase.

More information can be found in TD1 - Request for Tenders

Q&A on PCP as a Competition

Opportunity to get to know other participants, or another possible subcontractors?

The SELECT for Cities Buyers Group members will publish the names of the participating contractors (including the Contractor and subcontractors) and their project abstracts, the summaries of the main results from the R&D Services and the lessons learnt during the Project.

Evaluation & Payments?

(Interim) payments corresponding to each PCP phase will be subject to the satisfactory completion of the deliverables and milestones for that Phase. More detail in the RfT Payment Schedule

More information can be found in TD1 - Request for Tenders and in TD3 - Framework Agreement

Q&A on Pricing

<p>Actual vs. Virtual Price?</p>	<ul style="list-style-type: none"> • Virtual price = hypothetical price. Quoted if all IPR is retained by the Buyers Group • Actual price = price taking ownership of IPR by Contractors into account <p>The Actual Price will be evaluated</p>
<p>Eligible costs?</p>	<p>The financial parts of the offer (Annexes F and G) must include all items needed to deliver the R&D services described for each of the PCP Phases.</p> <p>Annex G concerns the Financial Offer for Phase 1.</p>
<p>Criteria on self-financing?</p>	<p>We expect to see the Tenderers' own participation costs reflected in the part of the Tender where they elaborate on the Actual versus Virtual price.</p> <p>There are no criteria or percentages defined</p>
<p>How to manage ≠ hourly rates?</p>	<p>If a consortium consisting of companies working with different rates for the same professional profile, the different costs and hourly rates have to be mentioned.</p>

More information can be found in TD1 - Request for Tenders

Q&A on Commercialisation

Is there a commercialisation Phase in the PCP?

The actual commercialisation of the solutions is not part of the PCP phases.

Contractors are expected to commercially exploit the results of the R&D undertaken in the PCP within a period of 4 years after the end of the Framework Agreement.

Feasibility of the Tenderer's business plan and model will be assessed as part of the award criteria in each of the Phases.

More information can be found in TD1 - Request for Tenders and in TD3 - Framework Agreement

Q&A on Tender Submission

Logistics of signatures of the Annexes?

Tenderers are asked to have an authorised representative sign each of the Submission Forms (= Annexes A through G) separately, either manually or electronically, in the foreseen signature box, and upload them separately.

For the submission of the SELECT for Cities Tender the e-Tendering platform is used. For this specific RfT we have disabled the functionality to sign your submission report with a certified digital signature.

Deadline submission date - Friday 14 April 2017 at 10:00 AM CET

More information can be found in TD1 - Request for Tenders and in the step-by-step submission manual on the website

Q&A

Summary of the technical questions

by Gert De Tant
Digipolis

Overview

Is open source a requirement? should we do not use specific technology which we want to protect intellectual property right?

Open source is indeed a requirement which will be scored according to the list in the tender document. If you have existing technology, you can use it, but please indicate which one and if it is replaceable with open source alternatives.

“The platform should have a secure store for keys and be able to integrate with key stores”. Are these key stores to integrate provided by the buyers group?

Specific for Antwerp, we don't have a key store right now. So we expect a list of key stores (or prove of the capability) with which you can integrate

integration, integration points and datasets

We can't provide more information on the integrations and datasets, simply because they will change a lot over time. We expect a platform that supports open standards and that easily can integrate with different systems and different data formats

More information can be found in TD1 - Request for Tenders and TD2 - Functional Requirements

Q&A

Summary of the living lab questions

by Davor Meersman
imec

Q&A on operations

<p>Are we supposed to design / provide our vision of the living labs?</p>	<p>You will be supported with living labs infrastructure, methods, and tools in Phase 3. You will be expected to set up and run the living lab tests within a provided scope in this Phase. At the current stage, we ask that you provide a description of how you envision these living lab tests can support the validation of your solution in Phase 3, should you be successful. Asking this at this stage will allow us to gauge whether you are knowledgeable of living labs in a smart city context and how they can improve your solution.</p>
<p>Will you provide access to infrastructure and people? Do we need to install devices?</p>	<p>Yes. In every city you will be provided access to real infrastructure, key city people, and user groups so that you can test your solution in a real-world setting. You will not need to install devices as you are expected to use existing devices in the city.</p>
<p><i>More information can be found in TD2 - Functional Requirements</i></p>	

Q&A on budget

<p>Do we need to account for the cost of the living labs?</p>	<p>You will need to account for the cost of running the living lab in your project plan. Access to living labs and city infrastructure will be provided free of charge for the duration of the project.</p>
<p>Should we factor in a contingency reserve for unexpected events in the living labs?</p>	<p>You are expected to handle unexpected events to successfully execute the pilots. Therefore these events need to be reasonably accounted for in your risk management and budget.</p>
<p>Do we need to subcontract local companies for the living lab execution and/or infrastructure support?</p>	<p>No. You can assume at this stage that sufficient support will be provided by the project to execute your pilots in the three cities. If you decide to subcontract non-essential tasks for substantiated reasons, you can do so, but this is by no means a requirement.</p>
<p><i>More information can be found in TD2 - Functional Requirements</i></p>	

Q&A

Useful links

Website	www.select4cities.eu
Tender documents	http://www.select4cities.eu/tender
SELECT PCP Handbook	http://media.wix.com/ugd/a245c2_221e4ae3b7fc4b11a8b0732418929ab8.pdf
Matchmaking tool	http://www.select4cities.eu/find-a-partner
Q&A	http://www.select4cities.eu/faq-1
Webinar presentations	http://www.select4cities.eu/webinar
Tender Submission Manual	http://media.wix.com/ugd/a245c2_57acee3d98d84be1a9949c4b1d10b90e.pdf

**Thank you and looking
forward to your
Tender!**