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smart_{met}

SMART.MET tendering process Technical Evaluation Committee Internal Session and Public Session Minutes

Viveracqua, Vicenza
October 18th, 2018



Agenda

October 18, 2018	
09:30	Constitution of the Technical Evaluation Committee
09:30 – 12:00	Reading of the technical score assigned by each assessor for each sub-criteria, calculation of the average of the coefficients and reassignment of the score following the provisions defined in the CFT

List of Participants

Technical Evaluation Committee members:

- Bor Marton Laszlo, Budapest Water Works
- David Schyns, Cile
- Angel Felipe Pulido Moreno, Promedio
- Florian Simonin, Sdea
- Loris Pavanetto, Etra

Secretary

- Sara Bedin



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Minutes of the open session

On September 24th, 2018, in Vicenza, in the headquarters of Viacqua SpA, Viale dell'Industria n. 23, part of the Viveracqua scarl consortium.

Background:

- The aim of the SMART.MET project is to drive the development of new technologies to deal with the collection and management of smart metering data, through a joint Pre-Commercial Procurement (PCP).
- The SMART.MET project is led by a group of seven water utilities including Viveracqua (lead procurer) (Italy), Compagnie Intercommunale Liegeoise des eaux (CILE) (Belgium), Consorcio para la gestion de servicios medioambientales de la provincia de Badajoz (Promedio) (Badajoz, Spain), Eau de Paris (France), Fővárosi Vízművek Zrt. (Budapest Waterworks plc.) (Hungary), Syndicat des eaux et de l'assainissement Alsace Moselle (SDEA) (France) and Vivaqua (Brussels, Belgium).
- PCP is a competitive multiple-sourcing procedure for procuring research and development services. It involves different suppliers competing in parallel through different phases of development. PCP enables the public demand side to identify the best solutions to address a specific need, by making use of competitive development in phases, risk-benefit sharing under market conditions and a clear separation with possible subsequent market stages.
- The procurement will take the form of a Pre-commercial procurement (PCP) under which R&D service contracts will be awarded to a number of R&D providers in parallel in a phased approach. This will make it possible to compare competing alternative solutions. Each selected operator will be awarded a framework agreement that covers three R&D phases. The 3 phases are:
 - R&D up to solution design,
 - R&D up to a prototype,
 - R&D up to original development, validation and testing of a limited set of first products or services.
- The procurement will be developed under Italian public procurement law.
- The contract notice (2018/S 123-280648) was published on the TED (Tenders electronic daily) of the European Commission on June 29, 2018 (notice sent on June 27, 2018)
- The estimated total value of the procurement process (excluding VAT) 3 240 000.00 EUR
- The deadline for the submission of tenders was September 20, 2018.
- The AEC verified that all tenders have submitted the necessary Administrative documents and these are correct and all four tenders were accepted.
- The AEC proceeded to open the technical tenders. Viveracqua forwarded the tenders to the members of the TEC via e-mail.



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- The TEC decided to meet twice remotely (October 4th and October 15th) for the technical evaluation step.
- In the October 4th online meeting TEC members agreed to request clarifications about the R&D nature of the presented projects.
- On Friday October 5th 2018, e-mails were sent to all vendors requesting specific clarifications by Friday October 12th 2018 and other minor clarifications by October 18th 2018.
- Bidders' replies were received within the deadline.

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The Technical Evaluation Committee (TEC) of the SMART.MET public procurement process, which is made up of Mr. Simonin Florian (SDEA) in the role of President of the TEC, Mr. Angel Felipe Pulido Moreno (PROMEDIO), Mr. Schyns David (CILE), Mr. Bor Marton Laszlo (Budapest Water Works), Mr. Loris Pavanetto (ETRA SpA) members of the TEC and Ms. Sara Bedin, in the role of secretary met on September 18th, 20018, at 9:30 pm in Viacqua's headquarters in Vicenza.

Mr. Loris Pavanetto communicated on 18th October by e-mail his presence in remote.

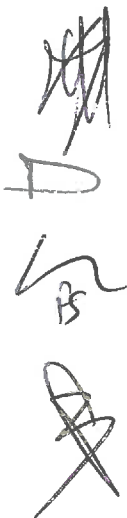
The President declared the session open and the TEC constituted with the presence of all its members.

The President acknowledges that four bids were admitted and evaluated as set forth below:

- Hydroko, Ng (Belgium), Protocol Number: 248/18.
- A Temporary Association of Companies made up of Dynamic Consulting, Abering Contadores de Agua, Gomez Group Metering (Spain), Protocol: 249/18.
- Fast S.P.A (Italy), Protocol: 250/18.
- Telereading S.R.L. (Italy). Protocol: 251/18.

In accordance with the legal requirements provided in the Legislative Decree nr. 50/2016, the technical offers have been evaluated and scored against the following award criteria, stated in the Cft:

A) level of originality and innovativeness of the proposed solution and ability of generating a technological advance that could go beyond the state-of-the-art technology
B) level of completeness and responsiveness of the solution to meet the functional requirements
C) technical validity and robustness of the solution proposed
D) commercial and standardization potential
E) ability to minimize the whole life-cycle cost
F) quality of the risk management and mitigation plan



For the definition of the technical score each assessor has read the assigned summary judgment, which corresponds to a coefficient between 0 and 1 (consistently with the table provided in the Call for Tender), for each element of evaluation of the parameters indicated in the table below.

TECHNICAL SCORE (TS)

JUDGMENT ASSIGNED TO EACH SUBCRITERIA		Coefficient
Poor	The sub-criterion has not been analyzed and/or no aspect concerning the sub-criteria has been sufficiently analyzed.	0,00
Insufficient	Some aspects concerning the sub-criteria have not been sufficiently analyzed.	0,25
Fair	All aspects concerning the sub-criteria have been sufficiently analyzed.	0,50
Good	All aspects concerning the sub-criteria were analyzed in a clear and exhaustive way.	0,75
Excellent	All aspects concerning the sub-criteria were analyzed in a particularly clear and exhaustive way, also providing qualifying elements not expressly requested that create added value to the solution.	1,00

Then the Technical Evaluation Committee (TEC) of the SMART.MET has calculated the average of the coefficients assigned by the individual components for each sub-criteria. This average has been multiplied by the maximum score available for each qualitative element.

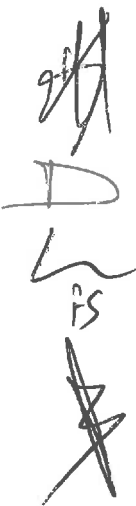
Each bidders obtained a minimum Technical Score of 48 points, as follows:

- HYDROKO, Ng (Belgium): 55,75
- TELEREADING S.R.L. (Italy): 53,75
- DYNAMIC CONSULTING, ABERING CONTADORES DE AGUA, GOMEZ GROUP METERING (Spain): 52,00
- FAST S.P.A (Italy): 48,00

Subsequently, as none have achieved the maximum Technical Score, for each tenders, the TEC has proceeded with the reassignment of the score for each sub-criteria, following the provisions in the Cft. The maximum technical score for each criteria has been awarded to the bidder that has achieved the highest score while the remaining bidders have been assigned the score in proportional form, as follows:

- HYDROKO, Ng (Belgium): 76,92
- TELEREADING S.R.L. (Italy): 75,17
- DYNAMIC CONSULTING, ABERING CONTADORES DE AGUA, GOMEZ GROUP METERING (Spain): 72,13
- FAST S.P.A (Italy): 67,07

As none of the tender participants have achieved 80 points, the Technical Evaluation Committee (TEC) of the SMART.MET has proceeded to reassign the 80 score to the bidder that achieved the highest score while the remaining bidders will be awarded the score in proportional form. Finally, the



assessors has proceeded with the drawing up the total Technical scores (TS) resulting for each admitted bidder, as follows:

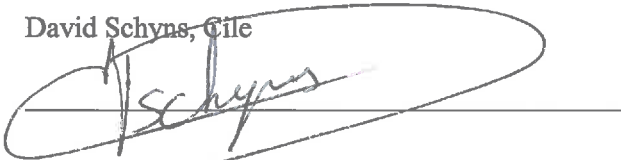
- HYDROKO, Ng (Belgium): 80,00
- TELEREADING S.R.L. (Italy): 79,42
- DYNAMIC CONSULTING, ABERING CONTADORES DE AGUA, GOMEZ GROUP METERING (Spain): 76,20
- FAST S.P.A (Italy): 70,86

At 12:00 am, the President of the TEC declares the first part of the proceedings completed and confirmed the public session at 15:00 p.m. in order to proceed to the evaluation of the financial offers.

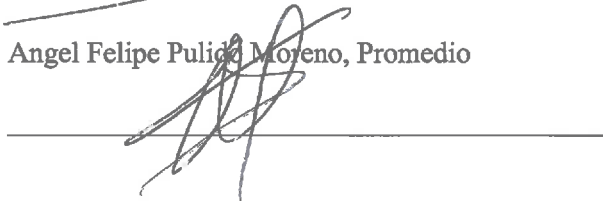
Bor Marton Laszlo, Budapest Water Works



David Schyns, Cile

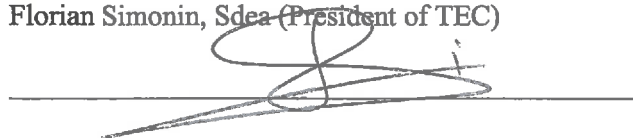


Angel Felipe Pulido Moreno, Promedio

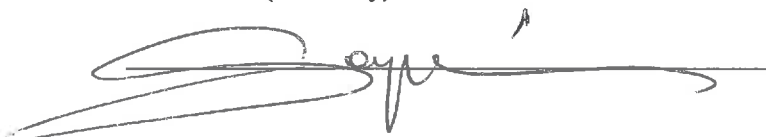


Loris Pavanetto, Etra

Florian Simonin, Sdea (President of TEC)



Sara Bedin (Secretary)



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Identification

1	HYDROKO NV
2	DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.
3	FAST S.P.A
4	TELEREADING S.R.L.



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A Level of originality and innovativeness of the proposed solution and ability of generating a technological advance that could go beyond the state-of-the-art technology

20 Maximum points

	Ángel Felipe	Bor, Márton László	David Schyns	Florian Simonin	Loris Pavanetto	Average	Coefficient	Score
1 HYDROKO NV	0,500	0,750	0,750	0,500	0,750	0,650	1,000	20,000
DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS								
2 SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	0,500	0,750	0,500	0,750	0,750	0,650	1,000	20,000
3 FAST S.P.A	0,500	0,500	0,500	0,750	0,500	0,550	0,846	16,920
4 TELEREADING S.R.L.	0,750	0,500	0,500	0,750	0,750	0,650	1,000	20,000

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B Level of completeness and responsiveness of the solution to meet the functional requirements

20 Maximum points

	Ángel Felipe	Bor, Márton László	David Schyns	Florian Simonin	Loris Pavanetto	Average	Coefficient	Score
1 HYDROKO NV	0,750	0,750	0,750	0,750	0,750	0,750	1,000	20,000
DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS								
2 SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	0,750	0,750	0,750	0,750	0,750	0,750	1,000	20,000
3 FAST S.P.A	0,750	0,750	0,500	0,500	0,750	0,650	0,867	17,340
4 TELEREADING S.R.L.	0,750	0,500	0,750	0,750	0,750	0,700	0,933	18,660

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C Technical validity and robustness of the solution proposed

20 Maximum points

	Ángel Felipe	Bor, Márton László	David Schyns	Florian Simonin	Loris Pavanetto	Average	Coefficient	Score
1 HYDROKO NV	0,750	0,500	0,500	0,500	0,500	0,550	0,846	16,920
DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS								
2 SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	0,750	0,500	0,500	0,250	0,500	0,500	0,769	15,380
3 FAST S.P.A	0,500	0,500	0,750	0,750	0,500	0,600	0,923	18,460
4 TELEREADING S.R.L.	0,750	1,000	0,500	0,500	0,500	0,650	1,000	20,000

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D Commercial and standardization potential

10 Maximum points

	Ángel Felipe	Bor, Márton László	David Schyns	Florian Simonin	Loris Pavanetto	Average	Coefficient	Score
1 HYDROKO NV	0,750	0,750	1,000	1,000	1,000	0,900	1,000	10,000
DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS								
2 SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	1,000	0,500	0,750	0,750	0,750	0,750	0,833	8,330
3 FAST S.P.A	0,750	0,500	0,750	0,500	0,750	0,650	0,722	7,220
4 TELEREADING S.R.L.	0,750	0,750	1,000	0,500	0,500	0,700	0,778	7,780

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E Ability to minimize the whole life-cycle cost

5 Maximum points

	Ángel Felipe	Bor, Márton László	David Schyns	Florian Simonin	Loris Pavanetto	Average	Coefficient	Score
1 HYDROKO NV	0,750	0,750	0,750	0,750	0,750	0,750	1,000	5,000
2 DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	0,750	0,500	0,750	0,750	0,750	0,700	0,933	4,665
3 FAST S.P.A	0,750	0,750	0,500	0,500	0,500	0,600	0,800	4,000
4 TELEREADING S.R.L.	0,750	0,750	0,750	0,750	0,500	0,700	0,933	4,665

  
B

F Quality of the risk management and mitigation plan

5 Maximum points

	Ángel Felipe	Bor, Márton László	David Schyns	Florian Simonin	Loris Pavanetto	Average	Coefficient	Score
1 HYDROKO NV	0,750	1,000	0,750	0,750	0,750	0,800	1,000	5,000
2 DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	0,750	0,500	0,750	0,500	0,500	0,600	0,750	3,750
3 FAST S.P.A	0,500	0,500	0,750	0,250	0,500	0,500	0,625	3,125
4 TELEREADING S.R.L.	0,750	0,750	0,750	0,500	0,500	0,650	0,813	4,065






Technical Offer

	TOTAL TECHNICAL QUALITY CRITERIA		SECOND RE- PARAMETRIZATION
1	HYDROKO NV	76,92	80,00
DYNAMIC CONSULTING INTERNATIONAL TELECOMMUNICATIONS			
2	SPAIN S.L. (IAP Solutions) - GÓMEZ GROUP METERING, S.L. - ABERING CONTADORES DE AGUA, S.L.	72,13	76,20
3	FAST S.P.A	67,07	70,86
4	TELEREADING S.R.L.	75,17	79,42



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Agenda

October 18, 2018	
15:00	TEC opening of economic tenders starts
15:00 – 18:00	Definition of the clarifications required to bidders to define provisional ranking list based on the overall score achieved
18:00	TEC meeting suspended

The Technical Evaluation Committee (TEC) of the SMART.MET public procurement process, which is made up of Mr. Simonin Florian (SDEA) in the role of President of the TEC, Mr. Angel Felipe Pulido Moreno (PROMEDIO), Mr. Schyns David (CILE), Mr. Bor Marton Laszlo (Budapest Water Works), Mr. Loris Pavanetto (ETRA SpA) members of the TEC and Ms. Sara Bedin, in the role of secretary met on September 18th, 2018, at 15:00 pm in Viacqua's headquarters in Vicenza.

Mr. Loris Pavanetto communicated on 18th October by e-mail his presence in remote.
No bidders participated to the public session.

The President declared the public session open and the TEC constituted with the presence of all its members and proceeded to the evaluation of the financial offers, according to the criteria and procedures stated in section 3.5 of the Cft.

The president verified the "C" envelopes were still closed in the folder with adhesive tape and countersigned on the flaps and proceeded to the material opening of the economic envelopes in the order they were received.

- **HYDROKO, Ng** has provided an offer, namely B) "actual price" of 30.000,00€.

The bidder has filled-in the justification and not the economic offer form. During the public session it has been required by e-mail to provide before Friday 19th October at noon the "Phase 1 Economic Offer" following the form, including the values already declared for the virtual price (A), actual price (B) and compensation (A-B), excluding VAT, that has to correspond to the Italian applicable rate.

- **DYNAMIC CONSULTING, ABERING CONTADORES DE AGUA, GOMEZ GROUP METERING (Spain)**: provided an offer, namely B) "actual price" of 19.771,84€ VAT excluded and other taxes included.
- **FAST (Italy)**: provided an offer, namely B) "actual price" of 24.400,00€ VAT excluded and other taxes included.

- **TELEREADING** (Italy): provided an offer, namely B) “actual price” of 27.500,00€ VAT excluded and other taxes included

Based on the MEAT criteria and applying the formula indicated in the section 3.5 of the CFT, a provisional ranking list has been drawn up, in which the tenders have been inserted based on the overall score achieved, resulting from the Technical Offer and the Financial Offer, in descending order, as follows:

- DYNAMIC CONSULTING, ABERING CONTADORES DE AGUA, GOMEZ GROUP METERING (Spain): 96,202
- HYDROKO, Ng (Belgium): 93,181
- TELEREADING S.R.L. (Italy): 93,798
- FAST S.P.A (Italy): 87,062

The President of the TEC declares the proceedings completed.


The proceedings are thus closed and all four tenders are awarded on a provisional basis.

The President declares the TEC meeting closed.

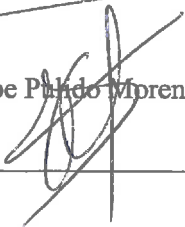
Bor Marton Laszlo, Budapest Water Works



David Schyns, Cile

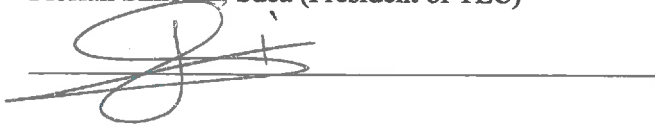


Angel Felipe Pardo Moreno, Promedio



Loris Pavanetto, Etra

Florian Simonin, Sdea (President of TEC)



Sara Bedin (Secretary)

