

## Norway-Bergen: Water transport services

OJ S 70/2023 07/04/2023

Contract notice

Services

### Legal Basis:

Directive 2014/24/EU

## Section I: Contracting authority

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### I.1. Name and addresses

Official name: Skyss

National registration number: 992 051 825

Postal address: Postboks 7900

Town: Bergen

NUTS code: NO0A2 Vestland

Postal code: 5020

Country: Norway

Contact person: Åshild Fossgard Sandøy

E-mail: [ashild.fossgard.sandoy@skyss.no](mailto:ashild.fossgard.sandoy@skyss.no)

#### Internet address(es):

Main address: <https://www.skyss.no/>

### I.3. Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://tendsign.no/doc.aspx?Uniqueld=afpozgzbc&GoTo=Docs>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted electronically via: <https://tendsign.no/doc.aspx?Uniqueld=afpozgzbc&GoTo=Tender>

### I.4. Type of the contracting authority

Regional or local authority

### I.5. Main activity

Other activity: Public transport

## Section II: Object

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### II.1. Scope of the procurement

#### II.1.1. Title

Operation of the boat routes between Bergen, Nordfjord, Sogn/Flåm.

Reference number: SKYSS/23/7

#### II.1.2. Main CPV code

60600000 Water transport services

#### II.1.3. Type of contract

Services

#### II.1.4. Short description

The aim of the procurement is to get an operator in place for running the express boat routes between Bergen, Nordfjord, Sogn/Flåm. All the routes will be included in one operation contract. The contracting authority would like to enter into a contract with one operator for the entire contract. The assignment must commence by 1 December 2026 at the latest. The winning operator has an option to start the assignment earlier, see the contract point 1.1.6. The contract will be valid for 15 years, calculated from 1 December 2026. The contract is a net contract, where the winning operator will be responsible for income, including, amongst other things, responsibility for route information, marketing, and customer information. See the contract, point 1.2.2 for further information on the distribution of responsibility.

#### **II.1.5. Estimated total value**

#### **II.1.6. Information about lots**

This contract is divided into lots: no

### **II.2. Description**

#### **II.2.2. Additional CPV code(s)**

60000000 Transport services (excl. Waste transport)

#### **II.2.3. Place of performance**

NUTS code: NO0A2 Vestland

Main site or place of performance: The assignment is for the operation of 4 boat routes: Bergen- Nordfjord (Selje) - Bergen. Nordfjord (Selje)-Bergen-Nordfjord (Selje). Bergen-Flåm-Bergen. Sogndal-Bergen-Sogndal.

#### **II.2.4. Description of the procurement**

There are maximum requirements for CO2 equivalent emissions per route kilometer. In addition the contract includes a bonus model that give the operator a bonus payment for lower CO2 emissions than the requirement.

It is up to the operator to determine the use of technology. The operator must be responsible and carry the risk for the establishment of any energy infrastructure on the quay. The contracting authority will have the cost risk for any grid upgrades on the quays in Sogndal, Strandkaien, Selje, and Flåm.

The contracting authority estimates the annual contract sum to be approx. NOK 59 million - NOK 108 million after subsidies have been deducted. In addition, the contracting authority estimates one-time costs for energy infrastructure, grid upgrades, and quay improvements to be NOK 171 million - NOK 193 million. This is equivalent to NOK 11.5 million - NOK 13 million a year if the costs for energy infrastructure, quay improvements, and grid upgrades are annualised. These estimates do not include the contract's rights to change and options, for example, the operator's right to start operations earlier, the contracting authority's right to increase the route production, access to require larger and/or extra vessels on the routes, and other change rights. The estimate is given in third quarter 2021 NOK.

#### **II.2.5. Award criteria**

Criteria below

Cost criterion - Name: Total cost - see the procedure description in point 10 and Annex A Price Sheet. / Weighting: See the price sheet.

#### **II.2.6. Estimated value**

#### **II.2.7. Duration of the contract, framework agreement or dynamic purchasing system**

End: 01/12/2041

This contract is subject to renewal: no

#### **II.2.10. Information about variants**

Variants will be accepted: no

#### **II.2.11. Information about options**

Options: yes

Description of options:

Option for the contracting authority to start the assignment earlier than 1 December 2026. The option period can be shortened if the contracting authority, through a dialogue with the grid company before the final tender deadline, receives information that the grid company will not be able to complete the upgrade in time.

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

#### **II.2.14. Additional information**

The contract has requirements for

- wages and working conditions
- action rules for ethics, social conditions, and the environment for the operator and the operator's sub-suppliers
- entity hand over in accordance with aml. § 16-2 to 16-7
- special rules for covid-19 and a new pandemic
- different rights to changes for the contracting authority, for example, the right to changes in the route timetables

### **Section III: Legal, economic, financial and technical information**

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#### **III.1. Conditions for participation**

##### **III.1.1. Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions:

1. Tenderers must have their tax, payroll tax and VAT payments in order.
2. Tenderers must be a legally established company.
3. Tenderers must have sufficient economic and financial strength to be able to fulfil the contract.
4. Tenderers must have good competence and experience from operating express passenger boats, including experience with operating minimum 2 passenger vessels with a maximum potential speed of 20 knots or higher, where
  - at least one of the vessels was ISM certified, and
  - the operation of the two vessels was part of a publicly available route offer with a public contracting authority for a minimum duration of 2 years, and where the operation involved minimum 2 daily departures, 5 days a week.

##### **III.1.2. Economic and financial standing**

List and brief description of selection criteria:

Tenderers must have sufficient economic and financial strength to be able to fulfil the contract.

Minimum level(s) of standards possibly required:

Documentation requirement:

Annual accounts

The tenderer's annual accounts including notes with the boards and auditor's reports for 2020, 2021 and 2022. If the tenderer's accounts for 2022 are not ready, it is sufficient to submit the provisional accounts for 2022.

Key information

Tenderers must complete and enclose the form with key information, cf. Annex E.

Liquidity plan

Tenderers must deliver a brief description/plan for how the tenderer will maintain or possibly improve the liquidity in the company in the coming years. For example.: What does the company do to ensure its liquidity? What is the desired liquidity degree in the company?

Credit rating

The contracting authority reserves the right to carry out a credit rating with the help of an independent credit rating company. Financial strength will be evaluated in relation to turnover, operating profit margin, equity and liquidity.

### **III.1.3. Technical and professional ability**

List and brief description of selection criteria:

Tenderers must have good competence and experience from the operation of express passenger boats, including experience with the operation of minimum 2 passenger vessels with a maximum potential speed of 20 knots or higher where

- at least one of the vessels was ISM certified, and
- the operation of the two vessels was part of a publicly available route offer with a public contracting authority for a minimum duration of 2 years, and where the operation involved minimum 2 daily departures, 5 days a week.

Minimum level(s) of standards possibly required:

Documentation requirement:

Tenderers must document experience by completing annex D for the reference assignment(s) that the tenderer has undertaken in the last 3 years.

The contracting authority reserves the right to contact the stated references and to weight assessments provided by contact persons when evaluating the tenderers' qualifications.

## **III.2. Conditions related to the contract**

### **III.2.1. Information about a particular profession**

Execution of the service is reserved to a particular profession Reference to the relevant law, regulation or administrative provision:

The operator must always meet the terms for providing passenger transport in the regulations dated 26 March 2003, no. 401 on domestic occupational transport by motor vehicle and vessel, and the operator must always meet the terms for the route licence.

All the vessels that will be used on the routes must meet the current minimum requirements in the public rules.

Vessels must be built in accordance with and must always meet the requirements in the HSV 2000 code. The vessels must have a valid certificate issued by the Norwegian Maritime Directorate for the waters that the vessel will sail in.

The vessels must always meet the current requirements for a safety control certificate/system.

## **Section IV: Procedure**

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### **IV.1. Description**

#### **IV.1.1. Type of procedure**

Competitive procedure with negotiation

#### **IV.1.3. Information about a framework agreement or a dynamic purchasing system**

#### **IV.1.5. Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

#### **IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

### **IV.2. Administrative information**

#### **IV.2.2. Time limit for receipt of tenders or requests to participate**

Date: 24/05/2023 Local time: 12:00

#### **IV.2.3. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

Date: 09/06/2023

#### **IV.2.4. Languages in which tenders or requests to participate may be submitted**

Norwegian

#### **IV.2.6. Minimum time frame during which the tenderer must maintain the tender**

Tender must be valid until: 25/01/2024

### **Section VI: Complementary information**

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#### **VI.1. Information about recurrence**

This is a recurrent procurement: no

#### **VI.2. Information about electronic workflows**

Electronic invoicing will be accepted

#### **VI.3. Additional information**

Vestland County c/o Skyss uses electronic invoicing in EHF format. Tenderers are obligated to submit invoices as described at <https://www.vestlandfylke.no/om-oss/sendefaktura-til-vestland/>  
MerceLL notice: <https://opic.com/id/afpozgzbc>.

#### **VI.4. Procedures for review**

##### **VI.4.1. Review body**

Official name: Bergen tingrett

Town: Bergen

Country: Norway

#### **VI.5. Date of dispatch of this notice**

03/04/2023