

## 280616-2026 - Competition

**Germany – Machines and apparatus with individual functions – ZAL (Hamburg): Test bench consisting of a climate and altitude chamber to operate hydrogen powered fuel cell systems at the Hanseatic Hydrogen Center for Aviation and Maritime (H2AM)**

**OJ S 80/2026 24/04/2026**

**Contract or concession notice – standard regime**

**Supplies**

### 1. Buyer

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#### 1.1. Buyer

Official name: ZAL Zentrum für Angewandte Luftfahrtforschung GmbH

Email: [ojauch@goerg.de](mailto:ojauch@goerg.de)

Legal type of the buyer: Organisation awarding a contract subsidised by a contracting authority

Activity of the contracting authority: Economic affairs

### 2. Procedure

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#### 2.1. Procedure

Title: ZAL (Hamburg): Test bench consisting of a climate and altitude chamber to operate hydrogen powered fuel cell systems at the Hanseatic Hydrogen Center for Aviation and Maritime (H2AM)

Description: ZAL is the leading technological research and development platform for civil aviation in Hamburg. Together with its partners, ZAL works on the integration and industrialization of innovative aviation technologies. The heart of the research center is the ZAL GmbH team of about 60 people. Its task is to create the ideal conditions for applied aviation research. This includes the operation of the ZAL TechCenter as well as the provision of research facilities or events. In addition, a dedicated Research & Technology team of 40 scientists and engineers work on research and innovation projects and support partners to develop technological solutions. Subject of this tender is the delivery and service of a test bench to operate a hydrogen powered fuel cell systems with an electric output power up to 200 kW in a simulated altitude between 0 m/0 ft and minimum 7600 m/25.000 ft at the Hanseatic Hydrogen Center for Aviation and Maritime (H2AM) for ZAL Center of Applied Aeronautical Research. The tender also covers related optional maintenance services, which are subject to a separate maintenance agreement.

Procedure identifier: 4d776c7a-432b-48f8-bf26-974c28c31a46

Internal identifier: ZAL-26001

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

##### 2.1.1. Purpose

Main nature of the contract: Supplies

Main classification (cpv): 31640000 Machines and apparatus with individual functions

Additional classification (cpv): 31122100 Fuel cells, 24111600 Hydrogen

##### 2.1.2. Place of performance

Postal address: Hein-Saß-Weg 22

Town: Hamburg

Postcode: 21129  
Country subdivision (NUTS): Hamburg (DE600)  
Country: Germany

#### 2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXP4YMGMLPT# Variants are subject of the negotiated procedure. The right to exclude variants is reserved.

##### Legal basis:

Directive 2014/24/EU  
vgv -

#### 2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Notice

Breaching of obligations set under purely national exclusion grounds: [ Compulsory or facultative grounds for exclusion pursuant to Sections 123 to 126 GWB ] With regard to the grounds for exclusion, the provisions of the self-declaration on the non-existence of grounds for exclusion, which is part of the application documents, apply.

## 5. Lot

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### 5.1. Lot: LOT-0001

Title: ZAL (Hamburg): Test bench consisting of a climate and altitude chamber to operate hydrogen powered fuel cell systems at the Hanseatic Hydrogen Center for Aviation and Maritime (H2AM)

Description: The following requirements apply to the test bench needed to operate hydrogen-powered fuel cell systems at ZAL: -The size of the expected test objects will be minimum 4 m x 1 m x 1.5 m (L x W x H). The test bench shall therefore consist of a climate and altitude chamber, the necessary aggregates to operate the fuel cell system and a ready-to-use operators user interface. -The climate and altitude chamber shall be able to simulate temperature, pressure and humidity according to International Standard Atmosphere (ISA) with a rate of change equivalent to 2.800 ft/min. -Aggregates to operate the fuel cell system shall include but are not limited to a balance of plant power supply, an electric load, a hydrogen supply system, a cooling system and an air system for the supply of the fuel cell systems cathode path. -All operational parts shall be controlled via a ready-to-use semi-automated central control system which allows the customer to run scripted test procedures as well as to use single operating points. -All legal and regulatory requirements for an operation in Europe, Germany and the city of Hamburg must be applied. -ZAL already operates supply infrastructures for hydrogen, process air, power supply etc., which will be extended to supply the test bench. The extension of the supply infrastructure is not part of this tender. Further information can be found in the procurement documents that will be issued after the conclusion of the participation competition.

Internal identifier: ZAL-26001

#### 5.1.1. Purpose

Main nature of the contract: Supplies

Main classification (cpv): 31640000 Machines and apparatus with individual functions

Additional classification (cpv): 31122100 Fuel cells, 24111600 Hydrogen

##### Options:

Description of the options: The contract issued after conclusion of the call for competition shall contain further details on the contract extension options. Awards pursuant to sec. 14 para. 4 no. 5 and no. 9 VgV (repetition of similar services) are expressly reserved.

### 5.1.2. Place of performance

Postal address: Hein-Saß-Weg 22  
Town: Hamburg  
Postcode: 21129  
Country subdivision (NUTS): Hamburg (DE600)  
Country: Germany

### 5.1.3. Estimated duration

Other duration: Unknown

### 5.1.6. General information

#### **Reserved participation:**

Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Tender requirement

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

This procurement is also suitable for small and medium-sized enterprises (SMEs): no

Additional information: 1. The application documents (forms) can be downloaded from the link in this notice. The use of the application documents is binding. Should further information or clarifications on the part of ZAL become necessary during the award procedure, this additional information will also be published there. Applicants must therefore regularly check whether further information has been published. A registration for the award platform facilitates access and information to the applicant information. 2. Questions regarding the requirements of this notice and the application documents should be submitted promptly, but no later than the date published on the award platform. ZAL reserves the right not to answer questions received later. 3. The information contained in this notice is solely for the purpose of providing interested companies an impression and enabling them to decide whether to participate in the process. ZAL reserves the right to make deviations and specifications in the course of negotiations. 4. Applications shall be submitted electronically to the contracting authority via the award platform. Until the expiry of the application deadline, the applications are encrypted so that ZAL has no access to them. However, the applicant is free to edit and re-upload his/her application until the expiration of the deadline. 5. ZAL reserves the right to cancel the procedure for factual reasons. Claims for compensation by applicants and bidders are - as far as legally permissible - excluded. By downloading the application documents, the applicant agrees to this. 6. Further procurement documents, including the contract and the award criteria, shall not be issued until after completion of the call for competition. 7. After receipt of the applications and their evaluation, the selected applicants will be sent the award documents with an invitation to the negotiation meetings. The negotiation meetings will be held in Hamburg or by video conference. 8. By submitting the application, the applicant undertakes to treat all documents sent to it, if any, as confidential and to maintain the secrecy of the competition in all other respects; this also applies with regard to the respective offer. ZAL, for its part, will use the applicants' documents only for the purposes of the procedure. 9. Applicant consortia must submit a legally binding declaration signed by all members with their application, which is included in the application documents. If, in the course of the procedure, an existing applicant/bidding consortium changes its composition or an individual applicant /bidder wishes to continue the procedure in an applicant/bidding consortium, this shall only be permitted with the express written consent of ZAL. In any case, consent shall not be granted if the change significantly impairs competition or if the change has an impact on expertise and economic performance. This shall apply accordingly to subcontractors. 10. ZAL reserves the

right to reduce the number of selected bidders in the course of the negotiation procedure. Further details in this regard are contained in Invitation to Tender, which will be issued upon conclusion of the call for competition. 11. The applicants or bidders are requested to clearly mark on each relevant page those parts of their application or offer which legitimately contain trade or business secrets (Sec. 165 para. 2, 3 GWB). If this is not done, the Chamber for Procurement or the Appeals Body may assume the consent of the respective applicant or bidder to inspection by other parties to the proceedings in the event of a review of the award of contract.

#### **5.1.7. Strategic procurement**

Aim of strategic procurement: No strategic procurement

#### **5.1.9. Selection criteria**

Sources of selection criteria: Notice

Criterion: Measures for ensuring quality

Description of selection criterion: Only the references (technical and professional ability) are decisive for the assessment of suitability. The information and evidence listed under TL are used to assess the references. A maximum total of 1,000 points can be achieved here. The proofs PL and WL are not evaluated qualitatively. The evaluation of technical and professional ability is carried out in a relative comparison of the applicants with each other on the basis of the following scale/grade levels. The maximum number of points achievable is multiplied by the weighting factor (percentage) achieved in each case: - 100% = very good: Applicant meets the requirements with regard to the suitability criterion to the very highest degree, - 80% = good: Applicant meets the requirements of the suitability criterion to the highest degree, - 60% = fully satisfactory: applicant meets the requirements of the suitability criterion to a high degree, - 40% = satisfactory: applicant satisfactorily fulfills the requirements with regard to the suitability criterion, - 20% = sufficient: the applicant meets the requirements of the suitability criterion to a just sufficient degree. In the range between 0% and 100%, intermediate grade levels can be formed (10%, 30%, 50%, 70%, 90%) to take into account a tendency towards the higher grade level in each case. An evaluation of a suitability criterion (technical and professional ability) with 20% or less would correspond to a complete non-fulfillment of the respective suitability criterion, which would result in the exclusion of the participation application (knock-out criterion). These are suitability criteria, not award criteria. If several bidders achieve the same total score and the number of bidders exceeds the planned number of bidders to be invited to negotiate, ZAL reserves the option to draw lots for the negotiation procedure among the remaining bidders with equal scores.

Criterion: Measures for ensuring quality

Description of selection criterion: The documents which the applicant must enclose with its application to participate are listed below. For this purpose, the applicant must use the forms (application documents) provided by ZAL. Submitted supporting documents must still be valid; insofar as requirements are made regarding up-to-dateness, the date refers to the date of publication of this notice. With their request to participate, applicants must submit the following documents: PL1. Self-declaration regarding exclusion criteria (Sec. 123, 124 GWB). A form is included in the application documents. PL2. Self-declaration on the company with information on the company name, legal form, registered office, object, management of the company, company structure (e.g. parent companies, group affiliation, branches - organization chart), with presentation of the company and capital relationships of the applicant and, if applicable, the responsible branch office and query on SME status. A form is included in the application documents. PL3. Self-declaration on the 5th EU package of sanctions ("RUS sanctions"). A

form is included in the application documents. In the case of applicant consortia, the evidence must be provided by each member of the applicant consortium. If an applicant is unable to provide any required evidence for a valid reason, it may demonstrate its ability to perform by submitting other appropriate evidence. ZAL reserves the right to request further self-declarations and certificates for applicants selected at the end of the call for competition and any subcontractors upon separate request with the submission of the offer.

Criterion: General yearly turnover

Description of selection criterion: WL. Self-declaration concerning the economic and financial capabilities of the applicant, in particular statement of total turnover of the applicant of the last 3 financial years. The form in the application documents shall be used. In the case of applicant consortia, the evidence can be provided for the applicant consortium in total. If an applicant is unable to provide any required evidence for a valid reason, it may demonstrate its ability to perform by submitting other appropriate evidence. ZAL reserves the right to request further self-declarations and certificates for applicants selected at the end of the call for competition and any subcontractors upon separate request with the submission of the offer. ZAL reserves the right to obtain financial information on the applicant.

Criterion: References on specified deliveries

Description of selection criterion: TL. Experience in the execution of comparable services, evidenced by reference projects (realized similar projects in connection with fuel cell test systems or altitude simulation). The reference projects must have been carried out or completed within the last 5 years. In the case of applicant consortia, corresponding information can be submitted for the applicant consortium as a whole. The references are to be submitted in accordance with the form from the application documents with the information specified therein, in particular including project start and actual operating period. If possible, please submit no more than 5 references and sort them according to their relevance and comparability with the subject of the tender. In individual cases, ZAL may request the submission of reference certificates from the reference clients.

The criteria will be used to select the candidates to be invited for the second stage of the procedure

Weight (points, exact): 1 000,00

**Information about the second stage of a two-stage procedure:**

Minimum number of candidates to be invited for the second stage of the procedure: 3

Maximum number of candidates to be invited for the second stage of the procedure: 5

The procedure will take place in successive stages. At each stage, some participants may be eliminated

#### **5.1.11. Procurement documents**

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 22/05/2026 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement documents: <https://www.dtv.de/Satellite/notice/CXP4YMGMLPT/documents>

**Ad hoc communication channel:**

URL: <https://www.dtv.de/Satellite/notice/CXP4YMGMLPT>

#### **5.1.12. Terms of procurement**

**Terms of submission:**

Electronic submission: Required

Address for submission: <https://www.dtv.de/Satellite/notice/CXP4YMGMLPT>

Languages in which tenders or requests to participate may be submitted: English

Electronic catalogue: Not allowed

Variants: Allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 29/05/2026 12:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

**Information that can be supplemented after the submission deadline:**

At the discretion of the buyer, all missing tenderer-related documents may be submitted later. Additional information: ZAL reserves the right to request candidates or bidders to submit, complete or correct missing, incomplete or incorrect company-related documents, in particular self-declarations, information, certificates or other evidence, or to submit or complete missing or incomplete performance-related documents, in compliance with the principles of transparency and equal treatment.

**Terms of contract:**

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: The conditions for the execution of the contract and the service contract are contained in the specifications, which will be issued after the conclusion of the competition.

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

Financial arrangement: Details on financial agreements can be found in the contract that will be issued to the selected bidders following the conclusion of the competition.

**5.1.15. Techniques**

**Framework agreement:**

No framework agreement

**Information about the dynamic purchasing system:**

No dynamic purchase system

**5.1.16. Further information, mediation and review**

Review organisation: Vergabekammer Hamburg bei der Behörde für Finanzen und Bezirke  
Information about review deadlines: Application of public procurement law and jurisdiction of the Public Procurement Tribunal: ZAL assumes that public procurement law only applies on the basis of the grant provisions. For this reason, the following explanations and the reference to the public procurement tribunal are provided purely as a precautionary measure. The time-limit for appeal is regulated under Sec. 160 para. 3 GWB. The application is inadmissible if: 1) The applicant became aware of the alleged violation of provisions governing the awarding of public contracts before submitting the appeal and did not object to the contracting entity within 10 calendar days; the deadline stipulated in Sec. 134 para. 2 remains unaffected; 2) Violations of provisions governing the awarding of public contracts which become apparent from the tender notice are not notified to the contracting entity by the end of the period specified in the notice for the submission of a tender or application; 3) violations of provisions governing the awarding of public contracts which only become apparent from the award documents are not notified to the contracting entity by the end of the period specified in the notice for the submission of a tender or application; 4) More than 15 calendar days have elapsed from the receipt of notification from the contracting entity that it is unwilling to redress the complaint. The above sentence does not apply to an application for a declaration of invalidity of the

contract pursuant to Sec. 135 para. 1 no. 2 GWB. Sec. 134 para. 1 sentence 2 GWB remains unaffected.

Organisation providing additional information about the procurement procedure: ZAL Zentrum für Angewandte Luftfahrtforschung GmbH

Organisation receiving requests to participate: ZAL Zentrum für Angewandte Luftfahrtforschung GmbH

## 8. Organisations

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### 8.1. ORG-0001

Official name: ZAL Zentrum für Angewandte Luftfahrtforschung GmbH

Registration number: DE266939019

Postal address: Hein-Saß-Weg 22

Town: Hamburg

Postcode: 21129

Country subdivision (NUTS): Hamburg (DE600)

Country: Germany

Contact point: GÖRG Partnerschaft von Rechtsanwälten mbB

Email: [ojauch@goerg.de](mailto:ojauch@goerg.de)

Telephone: +49 40500360480

Fax: +49 40500360444

Internet address: <https://zal.aero/>

#### **Roles of this organisation:**

Buyer

Organisation providing additional information about the procurement procedure

Organisation receiving requests to participate

### 8.1. ORG-0002

Official name: GÖRG Partnerschaft von Rechtsanwälten mbB

Registration number: DE177089422

Postal address: Alter Wall 20-22

Town: Hamburg

Postcode: 20457

Country subdivision (NUTS): Hamburg (DE600)

Country: Germany

Contact point: Dr. Oliver Jauch / Dr. Simon Manzke

Email: [ojauch@goerg.de](mailto:ojauch@goerg.de)

Telephone: +49 40500360480

Fax: +49 40500360444

Internet address: <http://www.goerg.de>

#### **Roles of this organisation:**

Procurement service provider

### 8.1. ORG-0003

Official name: Vergabekammer Hamburg bei der Behörde für Finanzen und Bezirke

Registration number: 02000000-KFB0000001-20

Postal address: Adolphsplatz 3-5

Town: Hamburg

Postcode: 20457

Country subdivision (NUTS): Hamburg (DE600)

Country: Germany

**Roles of this organisation:**

Review organisation

**8.1. ORG-0004**

Official name: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registration number: 0204:994-DOEVD-83

Town: Bonn

Postcode: 53119

Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Country: Germany

Email: [noreply.esender\\_hub@bescha.bund.de](mailto:noreply.esender_hub@bescha.bund.de)

Telephone: +49228996100

**Roles of this organisation:**

TED eSender

## Notice information

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Form type: Competition

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