

423369-2026 - Competition

Norway – Management-related services – Procurement of management and organisation development 2026

OJ S 117/2026 19/06/2026

Contract or concession notice – standard regime

Services

1. Buyer

1.1. Buyer

Official name: AtB AS

Email: anbud@atb.no

Activity of the contracting entity: Urban railway, tramway, trolleybus or bus services

2. Procedure

2.1. Procedure

Title: Procurement of management and organisation development 2026

Description: AtB AS ("the Contracting Authority") is a mobility company that is responsible for planning, coordination, marketing and the procurement of scheduled public transport and the development of new mobility in Trøndelag. AtB is not a supplier company itself, but purchases transport services from several supplier companies that carry out the daily operations. The company is owned 100% of Trøndelag county. Ticket prices are determined by Trøndelag county and the main financing sources for AtB are grants from the county in addition to ticket revenue. For further information, see the www.atb.no. Any questions are to be sent in writing through the tender management tool Merzell in order to ensure audit tracks and security for both the Contracting Authority and tenderers. Enquiries from the press shall be directed to the department head of communication and operations at AtB, Grethe Opsal, on mobiles: +47 924 71 195, or email: grethe.opsal@atb.no.

Procedure identifier: 174e8dea-c435-41a2-958c-19cdbbde83aa

Internal identifier: 26/00085

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

The procedure is accelerated: no

Main features of the procedure: The procurement is for the establishment of a new framework agreement for management and organisation development in AtB. The aim of the procurement is to enter into cooperation with one (1) tenderer who can assist with the development of managers, teams and organisation that shall support AtB's ability for strategic management, change and implementation. The contract will be regulated by SSA-R with annexes. The contracting authority will make call-offs with SSA-B. The contract is valid from when the contract is signed and it has a duration of four years. The contracting authority has a unilateral option for 1 year + 1 year + 1 year + 1 year. The maximum contract length is 8 years. The estimated value of the framework agreement is NOK 1 million per annum. At the maximum contract length, the estimated value is NOK 8 million. The maximum total value of the framework agreement is NOK 12 million due to the expected price growth in the period as well as unforeseen events that may require more frequent use of the service. The estimate is based on best procurement judgement. See the tender documentation for more information on the procurement.

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79420000 Management-related services

Additional classification (cpv): 79400000 Business and management consultancy and related services

2.1.2. Place of performance

Country subdivision (NUTS): Trøndelag/Tröndelage (NO060)

Country: Norway

2.1.3. Value

Estimated value excluding VAT: 12 000 000,00 NOK

2.1.4. General information

Legal basis:

Directive 2014/25/EU

Forsyningsforskriften - See the tender documentation.

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: European Single Procurement Document (ESPD)

5. Lot

5.1. Lot: LOT-0000

Title: Procurement of management and organisation development 2026

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Internal identifier: 26/00085

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79420000 Management-related services

Additional classification (cpv): 79400000 Business and management consultancy and related services

5.1.2. Place of performance

Country subdivision (NUTS): Trøndelag/Tröndelage (NO060)

Country: Norway

5.1.3. Estimated duration

Start date: 03/12/2026

Duration end date: 03/12/2027

5.1.4. **Renewal**

Maximum renewals: 3

5.1.5. **Value**

Estimated value excluding VAT: 12 000 000,00 NOK

5.1.6. **General information**

Reserved participation:

Participation is not reserved.

The procurement is covered by the Government Procurement Agreement (GPA): no

5.1.9. **Selection criteria**

Sources of selection criteria: Notice, Procurement Document

Criterion: Other economic or financial requirements

Description of selection criterion: Requirement: Tenderers shall have their tax, payroll tax and VAT payments in order. The contracting authority reserves the right to reject tenderers who have not fulfilled their tax and duty obligations. Documentation requirement: Norwegian companies: Tax certificate. The certificate must not be older than 6 months calculated from the deadline for submitting a request for participation in the competition. Any arrears or other irregularities must be justified. Foreign tenderers must provide certificates from equivalent authorities to the Norwegian authorities.

Criterion: Enrolment in a relevant professional register

Description of selection criterion: Requirement: Tenderers shall be registered in a company register, professional register or a commerce register in the country where the tenderer is established. Documentation requirement: Norwegian companies: Company Registration Certificate Foreign companies: Proof that the company is registered in a trade or business register as prescribed by the law of the country where the tenderer is established.

Criterion: Financial ratio

Description of selection criterion: Requirement: Tenderers must have sufficient economic and financial capacity to fulfil the contract. Documentation requirement: As documentation, enclose: • The annual accounts for the last 2 years, including notes and the board's and auditor's reports (2023 and 2024). • A credit rating based on the most recent financial figures. The rating shall be carried out by a credit rating company with licence to conduct this service. If a tenderer has a justifiable reason for not submitting the documentation that the Contracting Authority has required, the Tenderer can document its economic and financial capacity by presenting any other document that the Contracting Authority deems suitable, cf. the Public Procurement Regulations § 12-1 (2) and FOA § 16-4(2). The contracting authority reserves the right to carry out a credit assessment of the tenderer via a credit rating company.

Criterion: Relevant educational and professional qualifications

Description of selection criterion: Requirement: Tenderers shall have experience from relevant and comparable deliveries. Relevant and comparable deliveries means; • Consultancy services within management and organisation development delivered to entities with equivalent needs and/or complexity as the Contracting Authority. Documentation requirement: The overview of the deliveries shall as a minimum contain the following: • Description of the delivery • Name of the contracting authority. • Date of execution • Extent of the delivery in amounts. The experience requirement shall be documented by completing: • Attached

reference overview, cf. the Procedure Rules Annex 6 Overview of assignments. Up to three assignments from the last three years calculated from the qualification deadline shall be completed.

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

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: Norwegian

Address of the procurement documents: <https://permalink.mercell.com/286198958.aspx>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://permalink.mercell.com/286198958.aspx>

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

Electronic catalogue: Not allowed

Advanced or qualified electronic signature or seal (as defined in Regulation (EU) No 910/2014) is required

Variants: Not allowed

Deadline for receipt of requests to participate: 10/08/2026 10:00:00 (UTC+00:00) Western European Time, GMT

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: See the tender documentation for further information.

Legal form that must be taken by a group of tenderers that is awarded a contract: 0.5

Procedural rules Annex 5 Commitment declaration

Financial arrangement: AtB requires a 30 day due date for receipt of a correct invoice, with any attachments/foundations.

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum number of participants: 1

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: Trøndelag tingrett

Information about review deadlines: See the tender documentation for more information.

Organisation providing additional information about the procurement procedure: AtB AS

Organisation providing more information on the review procedures: AtB AS

8. Organisations

8.1. ORG-0001

Official name: AtB AS
Registration number: 994686011
Postal address: Prinsens gate 39
Town: TRONDHEIM
Postcode: 7011
Country subdivision (NUTS): Trøndelag/Tröndelage (NO060)
Country: Norway
Contact point: Avdeling Kontrakt
Email: anbud@atb.no
Telephone: +47 02820
Fax: +47 02820
Internet address: <http://www.atb.no>

Roles of this organisation:

Buyer
Organisation providing additional information about the procurement procedure
Organisation providing more information on the review procedures

8.1. ORG-0002

Official name: Trøndelag tingrett
Registration number: 926722794
Town: Trondheim
Postcode: 7013
Country subdivision (NUTS): Trøndelag/Tröndelage (NO060)
Country: Norway

Roles of this organisation:

Review organisation

Notice information

Notice identifier/version: 1c4b0bd7-10ac-42b9-9f17-36c8819e1bbc - 01
Form type: Competition
Notice type: Contract or concession notice – standard regime
Notice subtype: 17
Notice dispatch date: 17/06/2026 15:01:05 (UTC+00:00) Western European Time, GMT
Notice dispatch date (eSender): 18/06/2026 07:24:29 (UTC+00:00) Western European Time, GMT
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