

Belgium-Etterbeek: Gambling and betting services
OJ S 212/2020 30/10/2020
Contract award notice
Services

Legal Basis:

Directive 2014/24/EU

Section I: Contracting authority

I.1. Name and addresses

Official name: Loterie nationale SA de droit public

National registration number: 0223967357

Postal address: Rue Belliard 25-33

Town: Etterbeek

NUTS code: BE Belgique / België

Postal code: 1040

Country: Belgium

Contact person: Gert Van den Dries

E-mail: gert.vandendries@nationale-loterij.be

Telephone: +32 22384965

Internet address(es):

Main address: www.loterie-nationale.be

Address of the buyer profile: <https://enot.publicprocurement.be/enot-war/preViewNotice.do?noticeId=389969>

I.1. Name and addresses

Official name: Captains of Cycling SCRL

National registration number: 478242662

Postal address: Rue Belliard 25-33

Town: Etterbeek

NUTS code: BE100 Arr. de Bruxelles-Capitale/Arr. Brussel-Hoofdstad

Postal code: 1040

Country: Belgium

E-mail: gert.vandendries@nationale-loterij.be

Internet address(es):

Main address: <https://lottosoudal.be/nl/captainsofcycling/home>

Address of the buyer profile: <https://enot.publicprocurement.be/enot-war/preViewNotice.do?noticeId=286489>

I.1. Name and addresses

Official name: New Lotto Sports Organisation (NewLSO) SA

National registration number: 673508612

Postal address: Rue Belliard 25-33

Town: Etterbeek

NUTS code: BE100 Arr. de Bruxelles-Capitale/Arr. Brussel-Hoofdstad

Postal code: 1040

Country: Belgium

E-mail: gert.vandendries@nationale-loterij.be

Internet address(es):

Main address: <http://www.nationale-loterij.be>

Address of the buyer profile: <https://enot.publicprocurement.be/enot-war/preViewNotice.do?noticeId=286489>

I.1. Name and addresses

Official name: LNL Services SA

National registration number: 866352134

Postal address: Rue Belliard 25-33

Town: Etterbeek

NUTS code: BE100 Arr. de Bruxelles-Capitale/Arr. Brussel-Hoofdstad

Postal code: 1040

Country: Belgium

E-mail: gert.vandendries@nationale-loterij.be

Internet address(es):

Main address: <http://www.nationale-loterij.be>

Address of the buyer profile: <https://enot.publicprocurement.be/enot-war/preViewNotice.do?noticeId=286489>

I.2. Information about joint procurement

The contract involves joint procurement

I.4. Type of the contracting authority

Body governed by public law

I.5. Main activity

Recreation, culture and religion

Section II: Object

II.1. Scope of the procurement**II.1.1. Title**

Sportsbetting partner

Reference number: LN-FIN/PRO/2017/43-F03_0

II.1.2. Main CPV code

92350000 Gambling and betting services

II.1.3. Type of contract

Services

II.1.4. Short description

La Loterie nationale est à la recherche d'un partenaire prêt à s'investir dans l'expansion du produit et de la marque Scoore!

II.1.6. Information about lots

This contract is divided into lots: no

II.1.7. Total value of the procurement

Value excluding VAT: 31 717 190,00 EUR

II.2. Description

II.2.2. Additional CPV code(s)

92350000 Gambling and betting services

II.2.3. Place of performance

NUTS code: BE Belgique / België

II.2.4. Description of the procurement

Un modèle de partenariat envisagé serait, sans s'y limiter:

— partenariat avec un prestataire qui fournira et exploitera un certain nombre de services. Ce partenariat peut varier de la mise à disposition d'un système, d'un flux de prix/données, du partage des responsabilités jusqu'à une externalisation complète de la technologie, de la compilation des cotes, de la stratégie commerciale et marketing, de la gestion du réseau et des canaux de vente.

Quel que soit le type de partenariat retenu, les services suivants seront à charge du futur partenaire:

- création de l'offre, des cotes (trading) et la gestion du risque;
- mise à disposition d'un sportsbook proposant des paris en prématch, des paris en direct (Live) et des paris sur des événements non sportifs permettant l'intégration de flux de données (statistiques, widgets, etc.), intégrant des outils statistiques, un CRM, des outils de Bonus & Promotion...;
- fourniture d'une offre multi-canaux et multi-supports variée et compétitive sur l'ensemble des canaux de vente existants et futurs;
- fourniture d'une solution technique pouvant s'intégrer aux systèmes existants de la Loterie nationale telle que l'intégration du wallet paris sportif au wallet joueur existant de la Loterie nationale pour l'offre en ligne et une solution de prise de paris digitale de type self-service terminal dans l'offre retail.

II.2.5. Award criteria

Quality criterion - Name: Limitation of liability / Weighting: 15

Quality criterion - Name: Durée du Contrat / Weighting: 5

Quality criterion - Name: Innovation / Weighting: 5

Quality criterion - Name: Retaining brand reputation / Weighting: 15

Cost criterion - Name: Profitability / Weighting: 60

II.2.11. Information about options

Options: yes

Description of options:

Chacune des parties aura le droit de résilier le contrat anticipativement à l'amiable sans indemnité moyennant respect d'un préavis.

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

Section IV: Procedure

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

The procurement involves the establishment of a framework agreement

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.2.1. Previous publication concerning this procedure

Notice number in the OJ S: [2017/S 195-400796](#)

IV.2.8. Information about termination of dynamic purchasing system

IV.2.9. Information about termination of call for competition in the form of a prior information notice

Section V: Award of contract

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

23/10/2020

V.2.2. Information about tenders

Number of tenders received: 9

The contract has been awarded to a group of economic operators: no

V.2.3. Name and address of the contractor

Official name: Kambi Group PLC/Kambi Malta Limited

National registration number: c49768 / c49777

Postal address: 75 Quantum House, 3rd Floor, Abate Rigord Street

Town: Ta' Xbiex

NUTS code: MT001 Malta

Postal code: TBX1120

Country: Malta

The contractor is an SME: no

V.2.4. Information on value of the contract/lot

Total value of the contract/lot: 31 717 190,00 EUR

V.2.5. Information about subcontracting

The contract is likely to be subcontracted

Section VI: Complementary information

VI.3. Additional information

VI.4. Procedures for review

VI.4.1. Review body

Official name: Conseil d'État

Postal address: Rue de la Science 33

Town: Etterbeek

Postal code: 1040
Country: Belgium
Telephone: +32 22349611

VI.4.3. Review procedure

Precise information on deadline(s) for review procedures:

Quinze jours: une demande de suspension contre l'exécution de la décision motivée.

60 jours: recours en annulation.

VI.4.4. Service from which information about the review procedure may be obtained

Official name: Conseil d'État

Postal address: Rue de la Science 33

Town: Etterbeek

Postal code: 1040

Country: Belgium

Telephone: +32 22349611

VI.5. Date of dispatch of this notice

27/10/2020