

559080-2026 - Competition

Denmark – Internet service providers ISP – Framework Agreement for Broadband Services
OJ S 154/2026 12/08/2026
Contract or concession notice – standard regime
Services

1. Buyer

1.1. Buyer

Official name: Ørsted Services A/S

Email: kasmu@orsted.com

Legal type of the buyer: Public undertaking

Activity of the contracting entity: Electricity-related activities

2. Procedure

2.1. Procedure

Title: Framework Agreement for Broadband Services

Description: The tender is a Framework Agreement for the delivery of broadband connections and the management of these towards the employees to the Contracting Entity. Ørsted are issuing a tender for a Framework Agreement for broadband connections covering fixed and mobile broad-band connections at employees' residences. The scope will cover broadband connections based on fixed connections via fibre and coax with bandwidths from 200/200 up to 1000/1000, and mobile broadband based on 5G as current technology. The supplier must include routers for all connections supporting up to date specifications and ensuring support for future technology improvements to come. The current scope of broadband connections is around 2100 connections covering the entire Denmark. On top of broadband connections, the supplier must offer a full managed service solution covering both establishments, moves, changes, upgrades and closure of connections when an employee leaves Ørsted. Some consultancy support can be needed for projects

Procedure identifier: d77970ff-69c5-4e75-8b75-a01604856bd8

Internal identifier: Broadband Services

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: Services

Main classification (cpv): 72411000 Internet service providers ISP

Additional classification (cpv): 72222300 Information technology services

2.1.2. Place of performance

Country subdivision (NUTS): Københavns omegn (DK012)

Country: Denmark

Additional information: Services are to be delivered across Denmark

2.1.3. Value

Estimated value excluding VAT: 50 000 000,00 DKK

Maximum value of the framework agreement: 62 000 000,00 DKK

2.1.4. General information

Legal basis:

Directive 2014/25/EU

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Procurement Document

5. Lot

5.1. Lot: LOT-0001

Title: Framework Agreement for Broadband Services

Description: It is a Framework Agreement for the delivery of broadband connections and the management of these towards the employees to the Contracting Entity. Ørsted are issuing a tender for a Framework Agreement for broadband connections t covering fixed and mobile broad-band connections at employees' residences. The scope will cover broadband connections based on fixed connections via fibre and coax with bandwidths from 200/200 up to 1000/1000, and mobile broadband based on 5G as current technology. The supplier must include routers for all connections supporting up to date specifications and ensuring support for future technology improvements to come. The current scope of broadband connections is around 2100 connections covering the entire Denmark. In Denmark there is per July 2026 3.500 employees. On top of broadband connections, the supplier must offer a full managed service solution covering both establishments, moves, changes, upgrades and closure of connections when an employee leaves Ørsted. All communications are to be held directly between the Ørsted employee and Supplier as part of the managed service solution. Some consultancy support can be needed for projects

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 72411000 Internet service providers ISP

Additional classification (cpv): 72222300 Information technology services

Options:

Description of the options: Initial term is 3 years. It is possible to renew the agreement in 12 months increment of up to 5 times. As an option it is possible to purchase consultants for smaller tasks related to the Services delivered

5.1.2. Place of performance

Country subdivision (NUTS): Københavns omegn (DK012)

Country: Denmark

Additional information: Delivery of broadband services across Denmark

5.1.3. Estimated duration

Start date: 01/04/2027

Duration: 8 Years

5.1.4. Renewal

Maximum renewals: 5

Other information about renewals: The buyer reserves the right for additional purchases from the contractor, as described here: It is possible to renew the agreement in 12 months increment of up to 5 times. By renewing, the buyer reserves the right (i.e. not an obligation) to renew the contract (i.e. extend its duration) without a new procurement procedure. As an option it is possible to purchase consultants for smaller tasks related to the Services delivered

5.1.5. Value

Estimated value excluding VAT: 50 000 000,00 DKK

Maximum value of the framework agreement: 62 000 000,00 DKK

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: Not required

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

Additional information: Estimated value is DKK 50.000.000 and Maximum Value is DKK 62.000.000. The above estimates are indicative, and the aggregated purchases made under the Framework Agreement may vary from the above estimates. Unforeseen circumstances might occur if for instance new projects, strategic changes or new needs arise. Therefore, the Contracting Entity has decided to also include a maximum. Please note the start date is only indicative and is subject to change

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: References on specified services

Description of selection criterion: Weight 80 % For each reference, the following information is requested: Name/identifier of customer (or if confidential, this should be stated) Location/area of delivery Delivery period (Start and end date (if applicable)) Size and overall scope of delivery The assessment of the Applicant's experience will be based on the information submitted and will be an overall assessment of: Submission of more than three relevant references (with a maximum of five) will be considered more positive in the evaluation. It will be evaluated positively, if the reference is a contract with a start date within the last 3 years calculated from the prequalification deadline, or a reference for an ongoing contract which has been running for more than three years calculated back from the prequalification deadline. References from customers with similar or higher number of employees as Ørsted will be considered more relevant. References showing experience with delivering a managed service of broadband connections. References documenting the ability to deliver Broadband connections to employees based on all known technologies, both Fixed (Coax and Fiber) and Mobile (5G) will be considered more relevant.

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

Weight (percentage, exact): 80,00

Maximum number of tenders passing: 4

Criterion: Other economic or financial requirements

Description of selection criterion: Weight 20% The Applicant is encouraged to provide information about the following key figures based on the latest two audited annual reports: Turnover (revenue) Earnings before tax (EBT) Current assets Total assets (sum of all assets) Total shareholder's equity (equity including minority shares) Current liabilities Intangible assets Inventories Trade receivables Cash and cash equivalents Trade payables Total interest-bearing debt (bank loans, draw on revolving credit facilities and corporate bonds) The evaluation of the Applicant's economic and financial capacity will be based upon the information submitted and will be an assessment of the following three areas (in prioritized order), all for the latest audited annual report unless otherwise mentioned below: (a) Capital structure, in prioritized order (but where the two items marked with a * have equal priority)

consisting of: § Estimated yearly value of the Framework Agreement to equity , § Solvency ratio, (equity / total assets), § Change of Tangible Net Worth, (equity less intangible assets) (based on both audited annual reports) and § Debt to equity* § Debt to earnings* (b) Liquidity, in prioritized order (but where the two items marked with a * have equal priority) consisting of: § Current ratio (current assets / current liabilities) § Average working capital turnover (Turnover (Revenue)/Average working capital) (working capital calculated as the sum of inventories, trade receivables and cash and cash equivalents, subtracting trade payables) (based on both audited annual reports)* § Current ratio (the oldest of the two latest audited annual reports)* (c) Profitability. (The two criteria have equal priority) : § Earnings before tax to total assets, § Earnings before tax margin (Earnings before tax (EBT) / Turnover (revenue) (based on both audited annual reports).

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

Weight (percentage, exact): 20,00

Maximum number of tenders passing: 4

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

Minimum number of candidates to be invited for the second stage of the procedure: 2

Maximum number of candidates to be invited for the second stage of the procedure: 4

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

5.1.10. Award criteria

Criterion:

Type: Price

Description: The most economically advantageous tender shall be identified on the basis of the best price-quality ratio as further described in the tender material. Evaluated price. The criteria is further specified in tender documents.

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 40

Criterion:

Type: Quality

Description: The most economically advantageous tender shall be identified on the basis of the best price-quality ratio as further described in the tender material. Evaluated price. The criteria is further specified in tender documents.

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 60

5.1.11. Procurement documents

Deadline for requesting additional information: 06/09/2026 00:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement documents: <https://www.orstedprocurement.com/go/05268600019F69F7E6B5>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.orstedprocurement.com/web/login.html>

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

Electronic catalogue: Not allowed

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 15/09/2026 09:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

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: Conditions can be found in the tender material

A non-disclosure agreement is required: yes

Additional information about the non-disclosure agreement: An NDA must be in place with applicants that are invited for the next round of the tender.

Electronic invoicing: Allowed

Financial arrangement: See tender documents

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum number of participants: 1

Additional buyer coverage: All affiliates of the Contracting entity and all affiliates who are directly or indirectly controlled by Ørsted Services A/S. Ørsted establish new Affiliates on an ongoing basis. Any new Affiliate will also become a Contracting Entity under the Contract, as long as the new Affiliate's activities are within the usual activities of the Ørsted which is to develop, constructs and operates offshore and onshore wind farms, solar farms, energy storage facilities, and bioenergy plants, and provides energy products to its customers.

Information about the dynamic purchasing system:

No dynamic purchase system

Electronic auction: yes

5.1.16. Further information, mediation and review

Review organisation: Klagenævnet for Udbud, Nævnenes Hus

Information about review deadlines: Complaints about not having been pre-qualified must be filed with the Complaints Board for Public Procurement (Klagenævnet for Udbud) within 20 (twenty) calendar days from the day after the day when the Contracting Entity has notified the applicants in question about the result of the pre-qualification, provided that the notification contains a short statement of relevant reasoning behind the decision. The complainant must notify the Contracting Entity in writing of the filing at the latest when complaint is filed. There is no deadline for the Complaints Board's review of a complaint about the result of the pre-qualification

Organisation providing additional information about the procurement procedure: Ørsted Services A/S

Organisation providing more information on the review procedures: Konkurrence- og Forbrugerstyrelsen

8. Organisations

8.1. ORG-0001

Official name: Ørsted Services A/S

Registration number: 27446485

Postal address: Kraftværksvej 53, Skærbæk

Town: Fredericia

Postcode: 7000

Country subdivision (NUTS): Københavns omegn (DK012)

Country: Denmark

Contact point: Kasper Munk

Email: kasmu@orsted.com

Telephone: +4599559955

Internet address: www.orsted.com

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

8.1. ORG-0002

Official name: Klagenævnet for Udbud, Nævnenes Hus

Registration number: 10294819

Postal address: Toldboden 2

Town: Viborg

Postcode: 8800

Country subdivision (NUTS): Nordjylland (DK050)

Country: Denmark

Email: kfu@naevneneshus.dk

Telephone: +45 72 40 56 00

Internet address: <https://naevneneshus.dk/start-din-klage/klagenaevnet-for-udbud/>

Roles of this organisation:

Review organisation

8.1. ORG-0003

Official name: Konkurrence- og Forbrugerstyrelsen

Registration number: 37795526

Postal address: Carl Jacobsens Vej 35

Town: Valby

Postcode: 2500

Country subdivision (NUTS): Københavns omegn (DK012)

Country: Denmark

Email: kfst@kfst.dk

Telephone: +45 41 71 50 00

Roles of this organisation:

Organisation providing more information on the review procedures

Notice information

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