

607225-2026 - Competition

Norway – Business development consultancy services – Procurement of services for business development in the Sogna region.

OJ S 170/2026 03/09/2026

Contract or concession notice – standard regime

Services

1. Buyer

1.1. Buyer

Official name: Sogndal kommune

Email: katrine.rokke.wilson@sogndal.kommune.no

Legal type of the buyer: Body governed by public law, controlled by a local authority

Activity of the contracting authority: General public services

1.1. Buyer

Official name: Vik kommune

Email: postmottak@vik.kommune.no

Legal type of the buyer: Body governed by public law, controlled by a local authority

Activity of the contracting authority: General public services

1.1. Buyer

Official name: Luster kommune

Email: post@luster.kommune.no

Legal type of the buyer: Body governed by public law, controlled by a local authority

Activity of the contracting authority: General public services

1.1. Buyer

Official name: Aurland kommune

Email: post@aurland.kommune.no

Legal type of the buyer: Body governed by public law, controlled by a local authority

Activity of the contracting authority: General public services

1.1. Buyer

Official name: Lærdal kommune

Email: post@laerdal.kommune.no

Legal type of the buyer: Body governed by public law, controlled by a local authority

Activity of the contracting authority: General public services

1.1. Buyer

Official name: Årdal kommune

Email: postmottak@ardal.kommune.no

Legal type of the buyer: Body governed by public law, controlled by a local authority

Activity of the contracting authority: General public services

1.1. Buyer

Official name: Sogn kommunalt oppgåvefelleskap

Email: postmottak@sogndal.kommune.no

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

Activity of the contracting authority: General public services

2. Procedure

2.1. Procedure

Title: Procurement of services for business development in the Sogna region.

Description: The aim of the procurement is to ensure access to professional business development services for municipalities in the Sogna region. The services shall contribute to business development, value creation and auka attractiveness in the region, in line with the municipalities' business plans and regional strategies. Further description of the delivery is in Annex 1 the Customer say a description of the assignment. See also Annex 6 Board case for Sogn KO.

Procedure identifier: fe64a575-0e33-41b2-9700-24e9f22a4ecd

Internal identifier: 2026/7171

Type of procedure: Open

The procedure is accelerated: no

Main features of the procedure: The procurements will be carried out in accordance with the Public Procurement Act dated 17 June 2016 no. 73 (LOA) and the Public Procurement Regulations (FOA) dated 12 August 2016 no. 974. The procurement shall be carried out in accordance with part I and part III of the regulations (above the EEA threshold). The contract will be awarded in accordance with the open tender contest procedure, cf. the Public Procurement Regulations § 13-1. Negotiations are not required in this competition. The tenderer will be asked to follow the legal hires in the tender documentation with annexes, and possibly ask questions at the unceasing point through the question function in EU-Supply.

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 79400000 Business and management consultancy and related services, 79410000 Business and management consultancy services, 79411000 General management consultancy services, 79413000 Marketing management consultancy services, 79998000 Coaching services

2.1.2. Place of performance

Country subdivision (NUTS): Vestland (NO0A2)

Country: Norway

2.1.3. Value

Estimated value excluding VAT: 40 000 000,00 NOK

2.1.4. General information

Legal basis:

Directive 2014/24/EU

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 services for business development in the Sogna region.

Description: The aim of the procurement is to ensure access to professional business development services for municipalities in the Sogna region. The services shall contribute to

business development, value creation and auka attractiveness in the region, in line with the municipalities' business plans and regional strategies. Further description of the delivery is in Annex 1 the Customer say a description of the assignment. See also Annex 6 Board case for Sogn KO.

Internal identifier: 2026/7171

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 79400000 Business and management consultancy and related services, 79410000 Business and management consultancy services, 79411000 General management consultancy services, 79413000 Marketing management consultancy services, 79998000 Coaching services

Options:

Description of the options: Årdal municipality is included as an option.

5.1.2. Place of performance

Country subdivision (NUTS): Vestland (NO0A2)

Country: Norway

5.1.3. Estimated duration

Start date: 01/01/2027

Duration end date: 31/12/2030

5.1.4. Renewal

Maximum renewals: 2

Other information about renewals: 1+1 year

5.1.5. Value

Estimated value excluding VAT: 40 000 000,00 NOK

5.1.6. General information

Reserved participation:

Participation is not reserved.

Procurement Project not financed with EU Funds.

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

5.1.9. Selection criteria

Sources of selection criteria: Notice, Procurement Document

Criterion: Enrolment in a trade register

Description of selection criterion: The tenderer shall be a legally established company. •

Norwegian companies: Company registration certificate from Brønnøysundregistra. The contracting authority shall obtain documentation directly from the Brønnøysund Register Centre.

5.1.10. Award criteria

Criterion:

Type: Quality

Name: Quality of in-shed looping and method.

Description: The tenderer shall carry out the cortie assignment, including work methodology, interaction with the municipalities, organisation of service deliveries, and the choir will ensure local adaptations for different municipalities. Tenderers shall portray the cross line dei permits basic assignments, c.f. Annex 4 Annex 1. It is particularly apparent that the host documented

the chorus of local presence hosted by sikras, including office support, availability for works subjects and municipalities, and any networks in the region. The supplier shall portray close collaboration partners, access to sub-suppliers, and the company say placement in the "ecosystem". References (up to 3) shall show experience from special and relevant projects. The contracting authority emphasise the ability for innovation and proactive approach to business development.

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

Award criterion number: 45

Criterion:

Type: Quality

Name: Competence and experience of key personnel.

Description: Tenderers shall enclose CVs for key personnel who shall carry out the assignment (at least two persons). The contracting authority emphasise relevant experience from business development, entrepreneurial hire, project management, knowledge of Sogn /Vestland and knowledge of relevant national and international trends. There may be interviews with selected key personnel. In the event that the contracting authority will carry out between 1-2 persons based on the attached CV and the depiction of the intended contractor.

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

Award criterion number: 25

Criterion:

Type: Price

Name: Price

Description: The tenderer shall raise the price of the basic contractor per municipality and an hourly rate for work beyond this. See Annex 4 Annex 5 Price and Price seals for more information on what the price shall be included in the contract. The evaluation of the price will be based on the Total basic contract + hourly rate*4000.

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

Award criterion number: 30

Criterion:

Type: Quality

Name: Environment

Description: The procurement has, in its nature, a climate footprint and an environmental impact that is unknown as this is a consultancy assignment. There will be noko reiseverksemd, but tenesta will mainly consist of the consultant's work efforts. The host therefore considered that the procurements fell under the Public Procurement Act §5b 3rd section.

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

Award criterion number: 0

5.1.11. Procurement documents

Address of the procurement documents: https://eu.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=460274&TID=200420712&B=

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: https://eu.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=460274&TID=200420712&B=

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

Electronic catalogue: Not allowed

Deadline for receipt of tenders: 09/10/2026 10:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 3 Months

Information about public opening:

Opening date: 09/10/2026 10:05:00 (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

Electronic invoicing: Required

Electronic ordering will be used: no

Electronic payment will be used: yes

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: Sogn og Fjordane tingrett

Information about review deadlines: 2 years

Organisation providing more information on the review procedures: Sogn og Fjordane tingrett

8. Organisations

8.1. ORG-0001

Official name: Sogndal kommune

Registration number: 922121893

Postal address: Gravensteinsgata 17

Town: Sogndal

Postcode: 6856

Country subdivision (NUTS): Vestland (NO0A2)

Country: Norway

Contact point: Katrine Røkke Wilson

Email: katrine.rokke.wilson@sogndal.kommune.no

Telephone: +47 91769150

Buyer profile: <https://eu.eu-supply.com/ctm/company/companyinformation/index/335424>

Roles of this organisation:

Buyer

Group leader

8.1. ORG-0002

Official name: Sogn og Fjordane tingrett

Registration number: 926723278

Town: Førde

Postcode: 6801

Country subdivision (NUTS): Vestland (NO0A2)

Country: Norway

Roles of this organisation:

Review organisation

Organisation providing more information on the review procedures

8.1. ORG-0003

Official name: Vik kommune
Registration number: 937498764
Town: Vik i Sogn
Postcode: 6891
Country subdivision (NUTS): Vestland (NO0A2)
Country: Norway
Email: postmottak@vik.kommune.no
Telephone: 57 69 82 00

Roles of this organisation:

Buyer

8.1. ORG-0004

Official name: Luster kommune
Registration number: 964 968 241
Town: Gaupne
Postcode: 6866
Country subdivision (NUTS): Vestland (NO0A2)
Country: Norway
Email: post@luster.kommune.no
Telephone: 57 68 55 00

Roles of this organisation:

Buyer

8.1. ORG-0005

Official name: Aurland kommune
Registration number: 964 968 063
Town: Aurland
Postcode: 5745
Country subdivision (NUTS): Vestland (NO0A2)
Country: Norway
Email: post@aurland.kommune.no
Telephone: 57632900

Roles of this organisation:

Buyer

8.1. ORG-0006

Official name: Lærdal kommune
Registration number: 954 681 890
Town: Lærdal
Postcode: 6887
Country subdivision (NUTS): Vestland (NO0A2)
Country: Norway
Email: post@laerdal.kommune.no
Telephone: 57 64 12 00

Roles of this organisation:

Buyer

8.1. ORG-0007

Official name: Årdal kommune
Registration number: 954 679 721

Town: Årdalstangen
Postcode: 6885
Country subdivision (NUTS): Vestland (NO0A2)
Country: Norway
Email: postmottak@ardal.kommune.no
Telephone: 57 66 50 00

Roles of this organisation:

Buyer

8.1. ORG-0008

Official name: Sogn kommunalt oppgåvefellesskap
Registration number: 833333682
Town: Sogndal
Postcode: 6856
Country subdivision (NUTS): Vestland (NO0A2)
Country: Norway
Email: postmottak@sogndal.kommune.no
Telephone: 57 65 25 60

Roles of this organisation:

Buyer

Notice information

Notice identifier/version: d2434cea-c6d5-4dd8-9f45-40873aeb9741 - 01
Form type: Competition
Notice type: Contract or concession notice – standard regime
Notice subtype: 16
Notice dispatch date: 02/09/2026 07:19:40 (UTC+00:00) Western European Time, GMT
Notice dispatch date (eSender): 02/09/2026 09:00:55 (UTC+00:00) Western European Time, GMT
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