

**Norway-Oslo: Business development consultancy services**  
**OJ S 237/2023 08/12/2023**  
**Contract award notice – utilities**  
**Services**

**Legal Basis:**

Directive 2014/25/EU

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**Section I: Contracting entity**

**I.1. Name and addresses**

Official name: Vygruppen AS

National registration number: 984 661 177

Postal address: Schweigaards gate 23

Town: Oslo

NUTS code: NO081 Oslo

Postal code: 0191

Country: Norway

Contact person: Gry Andersen

E-mail: [gry.lund.andersen@vy.no](mailto:gry.lund.andersen@vy.no)

**Internet address(es):**

Main address: [www.vy.no](http://www.vy.no)

Address of the buyer profile: <https://kgv.doffin.no/ctm/Company/CompanyInformation/Index/3792>

**I.6. Main activity**

Railway services

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**Section II: Object**

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

**II.1.1. Title**

Group contract - Consultancy services for business development

Reference number: BPM000207

**II.1.2. Main CPV code**

79411100 Business development consultancy services

**II.1.3. Type of contract**

Services

**II.1.4. Short description**

The procurement will cover Vygruppen's need for consultancy services within business development. Vygruppen has a broad project and assignment portfolio that varies in scope and workload over time. As a result, Vygruppen periodically needs to call on external capacity and expertise.

The contract value/volume of the procurement is estimated at NOK 10 to 20 million excluding VAT per year, based on historical figures and expected activity, but reservations are taken in that the volume may vary significantly from year to year and that spending depends on needs

and available budgetary funds. The maximum financial ceiling for the framework agreement is set at NOK 120 million excluding VAT.

#### **II.1.6. Information about lots**

This contract is divided into lots: no

#### **II.1.7. Total value of the procurement**

Value excluding VAT: 120 000 000,00 NOK

### **II.2. Description**

#### **II.2.2. Additional CPV code(s)**

79411000 General management consultancy services, 79420000 Management-related services, 72221000 Business analysis consultancy services, 79400000 Business and management consultancy and related services, 79410000 Business and management consultancy services

#### **II.2.3. Place of performance**

NUTS code: NO081 Oslo

Main site or place of performance: Oslo

#### **II.2.4. Description of the procurement**

The framework agreement will mainly include purchases from Vygruppen c/o Strategy & Business Development, Improvement, Sustainability, Mobility & Business Development and Vy Tog Norge. However, the agreement will be able to cover the needs of the entire group for assistance, including Vy Buss, CargoNet and Vygruppen's activities in Sweden. For these, it is not obligatory to use the framework agreement.

• The framework agreement is expected to cover the following service areas:

1. Streamlining and process improvement
  2. Reorganisation and transformation
  3. Organisation development
  4. Goal setting and performance management
  5. Innovation, business and product development (commercial, not technical)
  6. Analysis and implementation of sustainability measures
  7. Analysis of markets, framework conditions and trends
  8. Other strategic project support, including support for tender work
- See the tender documentation for a further description.

#### **II.2.5. Award criteria**

Quality criterion - Name: Assignment comprehension / Weighting: 20

Quality criterion - Name: Expertise and experience / Weighting: 35

Price - Weighting: 45

#### **II.2.11. Information about options**

Options: yes

Description of options:

The framework agreement will be valid for 3 years with an option for extension for a further 1 + 1 year.

#### **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

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#### IV.1. Description

##### IV.1.1. Type of procedure

Negotiated procedure with prior call for competition

##### 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: [2023/S 106-333607](#)

##### 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 periodic indicative notice

### Section V: Award of contract

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#### Contract No: 1

A contract/lot is awarded: yes

#### V.2. Award of contract

##### V.2.1. Date of conclusion of the contract

24/11/2023

##### V.2.2. Information about tenders

Number of tenders received: 11

The contract has been awarded to a group of economic operators: yes

##### V.2.3. Name and address of the contractor

Official name: Implement Consulting Group

Town: Oslo

NUTS code: NO081 Oslo

Country: Norway

The contractor is an SME: yes

##### V.2.3. Name and address of the contractor

Official name: Bekk Consulting AS

Town: Oslo

NUTS code: NO081 Oslo

Country: Norway

The contractor is an SME: no

##### V.2.3.

**Name and address of the contractor**

Official name: KPMG AS

Town: Oslo

NUTS code: NO081 Oslo

Country: Norway

The contractor is an SME: no

**V.2.3. Name and address of the contractor**

Official name: BearingPoint Norway AS

Town: Oslo

NUTS code: NO081 Oslo

Country: Norway

The contractor is an SME: no

**V.2.3. Name and address of the contractor**

Official name: Ernst&Young AS

Town: Oslo

NUTS code: NO081 Oslo

Country: Norway

The contractor is an SME: no

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

Total value of the contract/lot: 120 000 000,00 NOK

**V.2.5. Information about subcontracting****V.2.6. Price paid for bargain purchases****Section VI: Complementary information**

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**VI.3. Additional information****VI.4. Procedures for review****VI.4.1. Review body**

Official name: Oslo tingrett

Town: Oslo

Country: Norway

**VI.5. Date of dispatch of this notice**

04/12/2023