

761048-2025 - Competition

Norway – Business and management consultancy and related services – Framework agreement for consultancy services within strategy.

OJ S 221/2025 17/11/2025

Contract or concession notice – standard regime

Services

1. Buyer

1.1. Buyer

Official name: Statens vegvesen

Email: gro.austad@vegvesen.no

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

Activity of the contracting authority: General public services

2. Procedure

2.1. Procedure

Title: Framework agreement for consultancy services within strategy.

Description: The Norwegian Public Roads Administration is responsible for the national roads, European roads, road users and vehicles. This makes the Norwegian Public Roads Administration the largest actor in road transport in Norway. The National and European roads have two thirds of all road traffic in Norway. The contracting authority would like to enter into a framework agreement for consultancy services within strategy. The aim of the procurement is to enter into a framework agreement for consultancy services within strategic consulting, strategy development, strategy implementation and strategy realisation. We would like to use the framework agreement to connect with competence and capacity that can assist us in the mentioned areas, as well as assistance with project management and project implementation of needs that may arise during the contract period.

Procedure identifier: 4d16ce4d-527d-4399-b935-095c75fa86ca

Internal identifier: 25/251933

Type of procedure: Open

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

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

Additional classification (cpv): 79410000 Business and management consultancy services, 79411100 Business development consultancy services

2.1.2. Place of performance

Country: Norway

Anywhere in the given country

2.1.3. Value

Estimated value excluding VAT: 200 000 000,00 NOK

Maximum value of the framework agreement: 200 000 000,00 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), Notice Corruption: Is the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body or has the competence to represent or control or make decisions in such bodies, in the event a enforceable verdict has been convicted of corruption by a verdict handed down not more than five years ago, or a rejection period determined directly in the judgement that still applies? Corruption as defined in Article 3 of the Convention on Combating Corruption, Involving European Communities or European Union Member States (EUT C 195 of 25.6.1997, s. 1), and in Article 2, point 1, in the Council's framework decision 2003/568/RIA of 22 July 2003 on combating corruption in the private sector (EUT L 192 of 31.7.2003, p. 54). This rejection reason also includes corruption as defined in national law for the contracting authority or supplier.

Fraud: Is the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body or has the competence to represent or control or make decisions in such bodies, at the time a legally convicted of fraud has been convicted of fraud by a verdict handed down not more than five years ago, or a rejection period determined directly in the judgement that still applies? Fraud included in Article 1 of the Convention on protection of the Financial Interests of the European Communities (EFT C 316 of 27.11.1995, p. 48).

Money laundering or terrorist financing: Is the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body or has the competence to represent or control or make decisions in such bodies, in the event a legal verdict has been convicted of money laundering or financing terrorism by a verdict handed down no more than five years ago, or a rejection period set out directly in the judgement that still applies? Money laundering or financing terrorism As defined in Article 1 of the European Parliament and Council Directive 2005/60/EF of 26 October 2005 on preventive measures against the use of the financial system for money laundering and financing terrorism (EUT L 309 of 25.11.2005, p. 15).

Participation in a criminal organisation: Is the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body or has the competence to represent or control or make decisions in such bodies, at the time a legally convicted verdict of participation in a criminal organisation by a verdict handed down no more than five years ago, or a rejection period set out directly in the judgement that still applies? Participation in a criminal organisation as defined in Article 2 of the Council's framework decision 2008/841/RIA of 24 October 2008 on control of organised crime (EUT L 300 of 11.11.2008, p. 42)

Terrorist offences or offences linked to terrorist activities: Is the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body, or has the competence to represent or control or make decisions in such bodies, in the event a legal verdict has been convicted of acts of terrorism or criminal acts connected to terrorist activities by a verdict handed down no more than five years ago, or a rejection period set out directly in the judgement that still applies? Acts of terrorism or criminal acts relating to terrorist activity as defined in Article 1 and 3 of the Council's framework decision 2002/475/RIA of 13 June 2002 on combating terrorism (EFT L 164, af 22.6.2002, p. 3). This rejection reason also includes incitement to, participation or attempts to commit such actions as included in Article 4 in the mentioned framework decision.

Child labour and including other forms of trafficking in human beings: Is the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body or has the competence to represent or control or make decisions in such bodies, in the event a legal verdict has been convicted of child labour and other forms of human trafficking by a verdict handed down no more than five years ago, or a rejection period determined directly in the judgement that still applies? Child labour and other forms of human trafficking as defined in Article 2 of the European Parliament and council directive 2011/36/EU of 5. 1 April 2011 on the prevention and control of human trafficking and the protection of its victims and for compensation of the Council's framework decision 2002/629/RIA (EUT L 101 of 15.4.2011, p. 1).

Breaching of obligations in the fields of environmental law: Is the tenderer aware of breaches of environmental provisions as stated in national law, the relevant notice or procurement documents or Article 18 (2) of Directive 2014/24/EU.

Breaching of obligations in the fields of labour law: Is the tenderer aware of breaches of provisions on working conditions as stated in national law, the relevant notice or procurement documents or Article 18 (2) of Directive 2014/24/EU.

Breaching of obligations in the fields of social law: Is the tenderer aware of breaches of provisions on social conditions as stated in national law, the relevant notice or procurement documents or Article 18 (2) of Directive 2014/24/EU.

Agreements with other economic operators aimed at distorting competition: Has the tenderer entered into agreement(s) with other tenderers with the intention of turning the competition?

Grave professional misconduct: Has the tenderer committed serious errors in professional practice? If relevant, see the definitions in national law, the relevant notice or procurement documents.

Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure: Have the tenderer: a) given grossly incorrect information when notifying the information required to verify that there is no basis for rejection, or of the qualification requirements being met, b) failed to provide such information, c) subject to immediately submitting the supporting documents requested by the Contracting Authority, or d) improperly affecting the Contracting Authority's decision process to acquire confidential information that could give this an unlawful advantage in connection with competition, or negligently has given misleading information that can have a significant influence on decisions on rejection, selection or award?

Conflict of interest due to its participation in the procurement procedure: Are tenderers aware of a conflict of interest as stated in national law, the relevant notice or procurement documents?

Direct or indirect involvement in the preparation of this procurement procedure: Has the tenderer or an entity associated with the supplier advised the contracting authority or in another way been involved in the planning of the competition?

Early termination, damages, or other comparable sanctions: Has the tenderer committed significant breaches of contract in connection with the fulfilment of a previous public contract, a previous contract with a public contracting authority or a previous concession contract, where the breach has led to the cancellation of the contract, compensation or other similar sanctions?

Breaching of obligations set under purely national exclusion grounds: Approved procedures for staffing conditions Does the tenderer himself or a person, who is a member of the tenderer's administration, management or supervisory body, or has the competence to represent or control or make decisions in such bodies, approved procedures for some of the punishable conditions mentioned above, j.f. the Procurement Regulations § 24-2, (2) paragraph, a-f?

Serious errors that cause doubt about his professional integrity Has the tenderer otherwise committed serious errors that cause doubt about his professional integrity, cf.f. the procurement regulations § 24-2, (3) letter in?

Breaching obligation relating to payment of social security contributions: Have tenderers failed to fulfil all their social security obligations in the country where they are established and in their member state, if this is a different country than what he is established in?

Breaching obligation relating to payment of taxes: Has the tenderer not fulfilled his tax and duty obligations in the country in which he is established, and in the contracting authority's member state, if this is a different country than what he is established in?

Business activities are suspended: Specify why, under the mentioned circumstances, one is able to carry out the contract, considering the current national provisions and measures for continuing the business activities? It is not necessary to provide this information if rejection of tenderers made mandatory in accordance with the current national law without the possibility for exceptions.

Bankruptcy: Is the tenderer in a bankruptcy situation? Specify why, under the mentioned circumstances, one is able to carry out the contract, considering the current national provisions and measures for continuing the business activities? It is not necessary to provide this information if rejection of tenderers made mandatory in accordance with the current national law without the possibility for exceptions.

Arrangement with creditors: Is the supplier in a situation where he has been forced debt arrangement? Specify why, under the mentioned circumstances, one is able to carry out the contract, considering the current national provisions and measures for continuing the business activities? It is not necessary to provide this information if rejection of tenderers made mandatory in accordance with the current national law without the possibility for exceptions.

Insolvency: Is the tenderer in an insolvency situation? Specify why, under the mentioned circumstances, one is able to carry out the contract, considering the current national provisions and measures for continuing the business activities? It is not necessary to provide this information if rejection of tenderers made mandatory in accordance with the current national law without the possibility for exceptions.

Assets being administered by liquidator: Specify why, under the mentioned circumstances, one is able to carry out the contract, considering the current national provisions and measures for continuing the business activities? It is not necessary to provide this information if rejection of tenderers made mandatory in accordance with the current national law without the possibility for exceptions.

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law: Is the supplier in a situation where he has been forced debt arrangement? Specify why, under the mentioned circumstances, one is able to carry out the contract, considering the current national provisions and measures for continuing the business activities? It is not necessary to provide this information if rejection of tenderers made mandatory in accordance with the current national law without the possibility for exceptions.

5. Lot

5.1. Lot: LOT-0000

Title: Framework agreement for consultancy services within strategy.

Description: The Norwegian Public Roads Administration is responsible for the national roads, European roads, road users and vehicles. This makes the Norwegian Public Roads Administration the largest actor in road transport in Norway. The National and European roads have two thirds of all road traffic in Norway. The contracting authority would like to enter into a framework agreement for consultancy services within strategy. The aim of the procurement is

to enter into a framework agreement for consultancy services within strategic consulting, strategy development, strategy implementation and strategy realisation. We would like to use the framework agreement to connect with competence and capacity that can assist us in the mentioned areas, as well as assistance with project management and project implementation of needs that may arise during the contract period.

Internal identifier: 25/251933

5.1.1. Purpose

Main nature of the contract: Services

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

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5.1.2. Place of performance

Country: Norway

Anywhere in the given country

5.1.3. Estimated duration

Duration: 4 Years

5.1.4. Renewal

Maximum renewals: 2

Other information about renewals: The contract can be extended for 1+1 year, total four years.

5.1.5. Value

Estimated value excluding VAT: 200 000 000,00 NOK

Maximum value of the framework agreement: 200 000 000,00 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): yes

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: Other economic or financial requirements

Description of selection criterion: Requirements of the tenderer's economic and financial capacity. Tenderers must have sufficient financial capacity to fulfil the contract.

Creditworthiness will be sufficient to meet the requirement. The contracting authority will obtain a credit rating from Experian. If there is doubt, the Contracting Authority can obtain further information from the tenderer.

Criterion: Technicians or technical bodies for quality control

Description of selection criterion: Requirements regarding the tenderer's technical and professional qualifications. Tenderers shall have relevant experience. The following central works/areas are particularly pertinent: • Strategy development • Strategic simplification • Strategic analyses • Alteration management • Artificial intelligence • Digitizing • Sustainability • Scorecard and result management • Profit realisation • Risk management Tenderers shall confirm that they fulfil this requirement when submitting their tender. Tenderers shall enclose the following documentation: - An overview of at least 3 (maximum 5) of the most important,

relevant work performed during the last three years, including a short description of the assignment, the name of the public or private recipient, as well as information on value/amount /scope and date. A tenderer who is newly established and cannot submit references, must be particularly careful to document and substantiate that they still have the prerequisites required to carry out the assignment. Newly established tenderers can document that the requirement is fulfilled by referring to experience that the offered persons/resources have built up in the service of others than the tenderer. The tenderer must have sufficient implementation ability. Tenderers shall confirm that they fulfil this requirement when submitting their tender. Tenderers shall enclose the following documentation: - An account of how sufficient capacity shall be ensured for this assignment. A manpower plan shall be enclosed for the assignment, showing the number of our own employees, hired persons, etc.

Criterion: Environmental management measures

Description of selection criterion: Climate and environment requirements § 7-9 (5) The obligation to set requirements or criteria in accordance with this provision does not apply if the procurement, in its nature, has a climate footprint and an environmental impact that is immaterial and this is justified in the procurement documents. 7.3 The nature of the procurement is consultancy services that are typically carried out as desk work. The work can include some, but typically limited travel activities. The main service is the consultants' work efforts.

5.1.10. Award criteria

Criterion:

Type: Price

Name: Price

Description: Documentation requirement: Tenderers shall enclose a completed price form, annex 1.

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

Award criterion number: 30

Criterion:

Type: Quality

Name: K1 The offered personnel's relevant formal competence and experience.

Description: The contracting authority will evaluate the offered personnel's relevant formal competence and experience. Particular emphasis will be put on the offered personnel having experience from and knowledge of strategic consulting, management, profit and effect measurement, and management of strategic initiatives. The evaluation of CVs will assess the resources' total competence and experience, based on the assignments that shall be solved within this framework agreement. Documentation requirement: Tenderers shall enclose CVs for the offered personnel. • Up to five resources with relevant competence and experience from strategic consulting and/or management of strategic initiatives • Up to three resources with relevant competence and experience from management, gains and effect measurements. CVs shall include detailed information on education and relevant experience. Up to 3 relevant project references shall be given per offered personnel, and the references must be provided with a gender neutral preferred at the former contracting authority. The attached CV template shall be filled in and used. Interviews can be held with relevant offered personnel in order to quality assure CVs.

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

Award criterion number: 40

Criterion:

Type: Quality

Name: K2 Assignment Comprehension

Description: The contracting authority will evaluate the tenderer's understanding of the need /assignment and the description of how the tenderer will proceed to solve the assignment.

Documentation requirement: Tenderers shall describe/account for their understanding of the assignment and how it can best be solved. As well as how the tenderer can assist with both consultancy and implementation of the mentioned disciplines within the different business parts of the Norwegian Public Roads Administration.

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

Award criterion number: 30

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: Norwegian

Deadline for requesting additional information: 10/12/2025 11:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: https://eu.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=445332&TID=406606&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=445332&TID=406606&B=

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

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of tenders: 17/12/2025 11:00:00 (UTC+00:00) Western European Time, GMT

Duration during which the tender must remain valid: 4 Months

Information that can be supplemented after the submission deadline:

No documents can be submitted later.

Information about public opening:

Opening date: 17/12/2025 11:05:00 (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:

Framework agreement, with reopening of competition

Maximum number of participants: 5

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Mediation organisation: Oslo tingrett

Review organisation: Oslo tingrett

Information about review deadlines: 10 day appeals deadline calculated from the day after the award of contract letter has been sent.

Organisation providing information concerning the general regulatory framework for taxes applicable in the place where the contract is to be performed: Oslo tingrett

Organisation providing information concerning the general regulatory framework for environmental protection applicable in the place where the contract is to be performed: Oslo tingrett

Organisation providing information concerning the general regulatory framework for employment protection and working conditions applicable in the place where the contract is to be performed: Oslo tingrett

Organisation providing additional information about the procurement procedure: Statens vegvesen

Organisation providing offline access to the procurement documents: Statens vegvesen

Organisation receiving requests to participate: Statens vegvesen

Organisation processing tenders: Statens vegvesen

8. Organisations

8.1. ORG-0001

Official name: Statens vegvesen

Registration number: 971032081

Department: Fellesfunksjoner

Postal address: Skoggata 19

Town: Moss

Postcode: 1500

Country subdivision (NUTS): Extra-Regio NUTS 3 (NOZZZ)

Country: Norway

Contact point: Gro Austad

Email: gro.austad@vegvesen.no

Telephone: +4790031469

Internet address: <https://www.vegvesen.no>

Buyer profile: <https://eu.eu-supply.com/ctm/company/companyinformation/index/249176>

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation providing offline access to the procurement documents

Organisation receiving requests to participate

Organisation processing tenders

8.1. ORG-0002

Official name: Oslo tingrett

Registration number: 926 725 939

Postal address: C.J. Hambros plass 4

Town: Oslo

Postcode: 0125

Country subdivision (NUTS): Extra-Regio NUTS 3 (NOZZZ)

Country: Norway

Email: oslo.tingrett@domstol.no

Telephone: +47 22035200

Roles of this organisation:

Review organisation

Mediation organisation

Organisation providing information concerning the general regulatory framework for taxes applicable in the place where the contract is to be performed

Organisation providing information concerning the general regulatory framework for environmental protection applicable in the place where the contract is to be performed

Organisation providing information concerning the general regulatory framework for employment protection and working conditions applicable in the place where the contract is to be performed

Notice information

Notice identifier/version: 19c2aea7-230c-45dd-aeca-f04b4fe51574 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 14/11/2025 12:19:40 (UTC+00:00) Western European Time, GMT

Notice dispatch date (eSender): 14/11/2025 12:32:15 (UTC+00:00) Western European Time, GMT

Languages in which this notice is officially available: English

Notice publication number: 761048-2025

OJ S issue number: 221/2025

Publication date: 17/11/2025