OPEN CALL FOR TENDERS

Concluding with: ***Multiple Framework contracts with 're-opening of competition'***

Tender Documentation

"Supporting activities on cybersecurity strategies, indexes and frameworks"

ENISA F-CO2-21-T01

Part 1 **Introduction to ENISA**

Part 2 **Terms of Reference**

Part 3 **Tender Specifications**

Annex I	Legal Entity & Financial ID Forms
Annex II	Simplified Financial Statement form
Annex III	Declaration on honour on exclusion criteria and selection criteria
Annex IV	Financial Offer form
Annex V	Draft Framework Service contract
Annex VI	Power of Attorney for Consortium Forms
Annex VII	Sub-Contractors Form
Annex VIII	Administrative ID and Declaration form

e-Submission

Offers via e-Submission portal ***ONLY***

CONTENTS

PART 1 ABOUT ENISA

1.1 INTRODUCTION

The European Union Agency for Cybersecurity (ENISA) was established by the European Parliament and the Council Regulation (EU) No 2019/881 of 17 April 2019 (OJ L 151/15, 07.06.2019). ENISA is dedicated to achieving a high common level of cybersecurity across Europe. Through knowledge sharing, capacity building and awareness raising, the Agency works together with its key stakeholders to strengthen trust in the connected economy, boost resilience of the Union's infrastructure, and ultimately, keep Europe's society and citizens digitally secure.

1.2 SCOPE

The frequency and sophistication of cyberattacks is rising speedily, while at the same time the use of ICT infrastructures and technologies by individuals, organisations, and industries is increasing rapidly. The needs for cybersecurity knowledge and competences exceeds the supply. The EU has to invest in building competences and talents in cybersecurity at all levels, from the non-expert to the highly skilled professional. The investments should focus not only on increasing the cybersecurity skillset in the Member States but also on making sure that the different operational communities possess the appropriate capacity to deal with the cyber threat landscape.

The energy that fuels the mill of cybersecurity is information and knowledge. For cybersecurity professionals to be efficient at tackling our objectives, to work in a constantly moving environment – in terms of digital developments as well as with regard to actors – to face the challenges of our time, we need a continuous process of collecting, organising, summarising, analysing, communicating, and maintaining cybersecurity information and knowledge. All phases are essential to ensure that information and knowledge is shared and expanded within the EU cybersecurity ecosystem.

The Agency shall assist Member States, Union Institutions, bodies, and agencies, as well as various sectors to improve and develop capabilities to respond to cyber threats and incidents, raise resilience and increase preparedness across the Union. Actions to support this activity include support information sharing within the cybersecurity ecosystem and assist in reviewing and developing national level cybersecurity strategies. The legal basis for this activity is Articles 6 of the CSA.

Moreover, the Agency shall provide shall provide strategic long-term analysis, guidance and advice on emerging technologies (such as in the area of artificial intelligence, quantum cryptography, distributed ledgers, cloud computing, edge computing, software development, etc.), cyber threats and threat landscapes, vulnerabilities and risks, and provides topic-specific as well as general assessments on the expected societal, legal, economic and regulatory impact, as well as targeted recommendations to Member States and Union institutions, bodies, offices and agencies. Assessments of the impact as mentioned above, include several aspects and aim at evaluating the potential impact of cybersecurity policies, capacity-building activities, market needs and trends, operational preparedness, etc. They may be both quantitative and qualitative and they need to take into account contextual particularities. These activities leverage on expertise of relevant legal, regulatory, economic and society trends and data by aggregating and analysing information. The legal basis for this activity is Article 9 of the CSA.

1.3 OBJECTIVES

In the context of this framework contract, the Agency's objectives are as follows:

- Empowered and engaged communities across the cybersecurity ecosystem.
- Foresight on emerging and future cybersecurity challenges.
- Efficient and effective cybersecurity information and knowledge management for Europe.
- Cybersecurity as an integral part of EU policies.
- Effective cooperation amongst operational actors within the Union in case of massive cyber incidents.
- Cutting-edge competences and capabilities in cybersecurity across the Union.
- High level of trust in secure digital solutions.
- The Agency shall assist Member States in developing national strategies on the security of network and information systems, where requested pursuant to Article 7(2) of Directive (EU) 2016/1148, and promote the dissemination of those strategies and note the progress in their implementation across the Union in order to promote best practices (Art. 6 (e) of the CSA).
- The Agency shall perform analyses of emerging technologies and provide topic-specific assessments on the expected societal, legal, economic and regulatory impact of technological innovations on cybersecurity (Art. 9 (a) of the CSA).

2. ADDITIONAL INFORMATION

Further information about ENISA can be obtained on its website: www.enisa.europa.eu.

PART 2 TERMS OF REFERENCE

I. SCOPE OF THIS TENDER

The purpose of this Call for Tenders is to provide support for ENISA's work on assisting Member States to develop National Cybersecurity Strategies, on mapping the impact of cybersecurity by means of quantitative and qualitative indexes and on developing cybersecurity taxonomies and (quantitative and qualitative) assessments of cybersecurity throughout the years 2021 - 2024. ENISA envisages various projects per year in this area, on specific topics such as National Cybersecurity Strategies, Taxonomies and methodologies for quantitative and qualitative cybersecurity assessments, impact assessment of cybersecurity, etc.

By means of this Call for Tenders ENISA seeks to contract the services of a minimum of three (3) and maximum of eight (8) service providers, which can provide support in the above fields. The successful bidders should be able to demonstrate significant experience and skills in in this field, with emphasis on the aspects dealt with in the annual ENISA Work Programme (which is described below).

Subject of the tender	Maximum budget
Supporting activities on cybersecurity strategies, indexes and frameworks	A maximum budget of **€600.000,00 (six hundred and thousand euro)** over the maximum possible period of 3 years
Last date for dispatch of offers	**29th January 2021 until 18:00 CET**

PLEASE NOTE: *This tender procedure is limited to tenderers which are legally incorporated in a member state of the European Union/EEA, or which have an incorporated subsidiary in one of the EU/EEA member states. (The Agreement on Government Procurement (GPA) does not apply to EU Regulatory Agencies.)*

IMPORTANT!

Provisions relating to BREXIT

For British candidates or tenderers:

Please be aware that after the UK's withdrawal from the EU, the rules of access to EU procurement procedures of economic operators established in third countries will apply to candidates or tenderers from the UK depending on the outcome of the negotiations.

In case such access is not provided by legal provisions in force candidates or tenderers from the UK could be rejected from the procurement procedure.

Method of submitting tenders: 	***e-Submission portal***	***YES***
	Courier or postal service	*NO*
	By hand	*NO*
	By email	*NO*

1. BACKGROUND INFORMATION

1.1 ENISA'S WORK IN THE AREA OF NATIONAL CYBERSECURITY STRATEGIES

According to the Network and Information Security (NIS) Directive[1], MS are required to develop National NIS Strategies to meet current and emerging cyber security threats. The EU Member States need to constantly develop and adapt their cybersecurity strategies and cooperate effectively to counter network and information security risks. National cybersecurity strategies (NCSS) are the main documents of nation states to set strategic principles, guidelines, and important objectives. Key priorities (among others) of a National Cyber Security Strategy are critical infrastructure protection, develop public private partnerships, citizen's awareness, provision of incentives for the private sector to invest in cybersecurity, research and development as well as promoting innovation in the field of cyber security.

The EU Cybersecurity Act[2] mandates ENISA to support **capacity-building** and preparedness across the Union by assisting the Union institutions, bodies, offices, agencies, as well as Member States' and public-private stakeholders, to increase the protection of their network and information systems, to develop and improve cyber resilience and response capacities, and to develop skills and competencies in the field of cybersecurity. In particular, Article 6 (e) states that ENISA shall support Member States (MS) in developing national strategies on the security of network and information systems, where requested pursuant to Article 7(2) of Directive (EU) 2016/1148, and promote the dissemination of those strategies and note the progress in their implementation across the Union in order to promote best practices.

ENISA is supporting the efforts of EU Member States since 2012 by providing guidelines on how to develop, implement and update NCSS, analysing existing strategies and outlining good practices.

To achieve this goal, ENISA has developed several tools, studies, guidelines and an experts group.

The table below lists ENISA's publications in the area of NCSS.

NCSS publications	Description
Good practices and guidelines	
Studies	
National Cyber Security Strategies published in 2012	Short analysis of the current status of cyber security strategies within the European Union and elsewhere.
National Cyber Security Strategies: An Implementation Guide – published in 2012	A good practice guide with the necessary steps for the development and implementation of a NCSS.
An evaluation framework for Cyber Security Strategies – published in 2014	An evaluation framework that illustrates all the necessary steps required to evaluate a NCSS and develop a new updated strategy.

[1] https://eur-lex.europa.eu/legal-content/EN/TXT/?toc=OJ:L:2016:194:TOC&uri=uriserv:OJ.L_.2016.194.01.0001.01.ENG

[2] https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32019R0881&from=EN

https://www.enisa.europa.eu/publications/ncss-good-practice-guide - published in 2016	An updated good practice guide with the necessary steps for the development, implementation and evaluation of a NCSS
Public Private Partnerships (PPP) - Cooperative models – published in 2018	Good practices and guidelines on a specific strategic objectives included in a NCSS regarding the development of cooperative models for PPPs.
Information Sharing and Analysis Center (ISACs) - Cooperative models – published in 2018	Good practices and guidelines on a specific strategic objectives included in a NCSS regarding the development of cooperative models for ISACs.
Good practices in innovation on cybersecurity under the NCSS – to be published in January 2020	An updated good practice guide with the necessary steps for the development, implementation and evaluation of a NCSS.
National Capabilities Assessment Framework – published in December 2020	A self - assessment framework for EU MS to help them assess and further develop their cybersecurity capabilities based on their NCSS objectives.
Online tools	
National Cybersecurity Strategies Training Tool – published in 2016	An e-learning platform that was developed in 2015 and presents via video all the detailed steps that policy experts and governmental officials need to follow in the development, implementation and evaluation phase of a NCSS.
National Cyber Security Strategies - Interactive Map – published initially in 2014 and updated yearly with new features and information.	An interactive map that stores all the documents of National Cyber Security Strategies in the EU, presents their strategic objectives and good examples of implementation, displays the national cybersecurity organisations, the national PPPs and ISACs and national R&D and innovation activities in each MS. ENISA is developing the NCSS interactive map to become an info-hub with information provided by the MS on their efforts to enhance cybersecurity at a national level.
National Cybersecurity Strategies Evaluation Tool – published in 2018	An NCSS evaluation tool to support MS in their efforts to assess their strategic objectives. The evaluation tool provides specific questions on set KPIs and generates recommendations and advice for improvement.

In the coming years, ENISA will:

- **Update and enhance already developed ENISA NCSS tools** with the aim to support Member States in their efforts to enhance their cybersecurity posture at both national and EU level.
- **Develop new tools to support Member States building and developing their national cybersecurity capabilities** and consequently contribute to the overall cybersecurity of NIS across the EU.
- **Support the development of good practices** by analysing NCSS objectives with the aim to support Member States in the implementation and evaluation of their NCSS.
- **Bring stakeholders together**, **facilitate cooperation** and **foster sharing of best practice** among Member States by organising workshops and conferences on topics related to NCSS.

1.2 ENISA'S WORK ON CYBERSECURITY INFORMATION AND KNOWLEDGE MANAGEMENT

The cybersecurity threat landscape is constantly evolving with the proliferation of emerging technologies such as Artificial Intelligence (AI), Internet of Things (IoT), Connected and Automated Mobility (CAM), quantum cryptography, distributed ledgers technology, 5G, etc. In addition, advanced connectivity envisaged with the advent of 5G and ubiquitous data access supported by cloud infrastructures, further sustain the vision of a highly dynamic and volatile cybersecurity ecosystem. In this context, critical infrastructures but also other domains of private sector are faced with the need to monitor this novel emerging ecosystem, protect against potential threats and leverage associated benefits to bolster their cybersecurity operations. Mapping the present and emerging cybersecurity threat landscape is thus important to maintain an understanding of the relevant threats and proactively prepare towards their mitigation, as well as learn from experiences of the past regarding relevant incidents.

Effective cybersecurity knowledge management operates on the basis of input and information gathered and maintained by a variety of information sources, building linkages and observations between different data sets and knowledge fields, synthesising and valorising the expertise from various arenas. The output of such efforts aims at providing relevant analysis and recommendations and therefore serves as input to other aspects of cybersecurity such as policy development and assessment, capacity-building activities, better preparedness for operational cooperation, more concrete understanding of market trends and requirements, etc.

Moreover, it is important to set methodological and systematic frameworks in place to regularly evaluate measure and benchmark the level of cybersecurity in the EU across key areas (also related to ENISA's activities). Such frameworks will be composite and consist of a collection of components, sub-components and individual measurable KPIs/indicators. Quantitative and qualitative measures need to be considered in order to be able to have a thorough understanding of the complex cybersecurity ecosystem and the impact that elements of such ecosystem might entail. ENISA has years long experience on drawing the cybersecurity threat landscape both a horizontal level with the annual ENISA Threat Landscape, as well as with thematic and sectorial threat landscape. Accordingly, relevant ENISA activities include but are not limited to the following:

- ENISA Threat Landscape[3]
- 5G Threat Landscape[4]
- Baseline recommendations for IoT[5]
- AI Threat Landscape
- Smart manufacturing / Industry 4.0[6]
- Smart Cars[7]
- Smart Airports[8]

[3] https://www.enisa.europa.eu/topics/threat-risk-management/threats-and-trends/enisa-thematic-landscapes/enisa-threat-landscape-for-5g-networks

[4] https://www.enisa.europa.eu/topics/threat-risk-management/threats-and-trends/enisa-thematic-landscapes/enisa-threat-landscape-for-5g-networks

[5] https://www.enisa.europa.eu/publications/baseline-security-recommendations-for-iot

[6] https://www.enisa.europa.eu/publications/good-practices-for-security-of-iot

[7] https://www.enisa.europa.eu/publications/cyber-security-and-resilience-of-smart-cars

[8] https://www.enisa.europa.eu/publications/securing-smart-airports

1.3 STAKEHOLDERS ENGAGEMENT

In this context, ENISA has established several working groups in different areas of interest:

- NCSS Experts Group
- NLO network
- ENISA Advisory Group
- Targeted ENISA ad hoc Working Groups (to be developed based on ENISA WP needs).

The goal is to provide the opportunity for relevant stakeholders to address important issues to ENISA in its work, and it provides the opportunity for ENISA to consult operational actors and to listen to suggestions and ideas.

2. PROJECTS PROPOSED FOR 2021

Without this being binding on ENISA, it is envisaged that the following topics will be tendered in 2021 to the successful framework contractors:

- Activities under NCSS related to citizens awareness- best practices
- Specifications, visuals and videos for the development of National Capabilities Assessment Framework
- Feasibility study on further development of the NCSS Interactive map
- Identification of cybersecurity indexes and taxonomies
- Feasibility study on information sources and workflows regarding the development of cybersecurity indexes
- Business analysis and specifications for platform to support cybersecurity assessments.

3. AREAS OF EXPERTISE

Tenderers are expected to have expertise and knowledge on the following topics.

- National Cybersecurity Strategies design, development, evaluation.
- Quantitative and qualitative assessments of cybersecurity policies and their impact.
- Maturity models, cybersecurity indexes and taxonomies for cybersecurity organisations and capacity building activities.
- Methodologies (design, development and implementation) on capacity building activities, including but not limited to cybersecurity strategies, economics of cybersecurity, impact assessment etc.
- Resilience, trustworthiness, protection, threat analysis, risk management in critical infrastructures and emerging technologies.
- Security assessment, analysis, threat assessment, and risk management in at critical infrastructures and emerging technologies.
- Cybersecurity exercises and table-top exercises for capacity building activities.

- Drafting of specifications and development of architectures for tools to support capacity-building activities utilising innovative technologies such as artificial intelligence and natural language processing.
- Frameworks for key performance indicators in cybersecurity.
- Standards applicable to or in development for cybersecurity strategies and knowledge management activities.
- Identification of information sources for quantification of cybersecurity.
- Supporting capacity-building activities with the use of videos and interactive visuals.
- Business analysis of complex cybersecurity scenarios, eliciting requirements, drafting specifications and mapping process flows.

4. DESCRIPTION OF TASKS & SERVICES TO BE PROVIDED

The objectives of the support services in the area of activities on cybersecurity strategies, indexes and frameworks may take but are not limited to, the following forms:

- Perform research and analysis on the topics mentioned above; relevant existing literature, reports, white papers, legislation, policies, strategies, initiatives and other research projects.
- Provide support for stakeholder engagement activities of ENISA and in particular interviews with related stakeholders (e.g. planning, design, implementing, drafting minutes, etc.). Stakeholders are identified by ENISA and include among else policy makers, MS representatives, developers, manufacturers, solution vendors, industry associations, standardization bodies, certification organisations, as well as SMEs, SME associations, customer associations, government organizations, large enterprises, etc..
- Support ENISA in collecting input (initial phase) and feedback (review phase) from related stakeholders for the studies and reports mentioned above. This involves the setting up of online tools and/or platforms for surveys, questionnaires, polls, etc. based on the content and the requirements set by ENISA on the topics mentioned above.
- Support ENISA in processing the results from interviews, surveys and questionnaires. This may include extraction of statistical values, design of infographics, compilation of summary reports/slides, quantitative and qualitative assessments, etc.
- Support ENISA in developing targeted methodologies for building cybersecurity taxonomies and frameworks, quantifying impact assessments, identifying information workflows, information and knowledge synthesis and their valorisation. Assist ENISA in evaluating the inter-relationships between different elements of the cybersecurity ecosystem, in quantitatively as well as qualitatively assessing their impact and in identification of relevant measurable key performance indicators.
- Support ENISA in the drafting of reports based on information collected (via interviews and surveys) or based on stocktaking. Support activities in this category may include proofreading, editorial work, plagiarism checks, substantiating findings by correlating to research and analysis, etc.
- Based on ENISA provided taxonomies, support the mapping of ENISA good practices and recommendations to relevant existing literature, reports, white papers, legislation, policies, strategies, initiatives and other research projects.

- Perform SWOT analysis for various kinds of technical and organisational cases related to the scope of this tender, to present this to ENISA.
- Maintain up-to-date repositories of relevant existing literature, reports, white papers, legislation, policies, strategies, initiatives and other research projects throughout the length of the project and provide technical means (e.g. online platforms, structured formats, etc.) to present this to ENISA.
- Provide tools and/or services to support ENISA in validating the findings, results, good practices and recommendations with stakeholders, such as online questionnaires, online platforms for gathering comments, etc.
- Assist ENISA in the organisation of workshops and the drafting of minutes of the workshops.
- Present effectively achieved results by using presentation techniques (paper documents, on-line documents, slides, demonstrators, graphs, videos, etc.).
- Compile collection of relevant contacts.
- Support ENISA in updating existing inventories, online tools, research and analysis, surveys, etc.

The list of tasks connected to the provision of consultancy services is indicative. The successful tenderers may be required to carry out any additional service in support of the above-mentioned objectives in order to guarantee efficient and effective delivery of quality material and contribute to the achievement of ENISA Work Program objectives.

Some travelling within the EU may be deemed necessary for example to meet with stakeholders and/or attend relevant meetings. Any required travelling will be clearly specified in the individual tenders launched under this framework contract.

5. POOL OF EXPERTS AND EXPERT PROFILES

The successful tenderers shall have a pool of experts available for individual assignments/tasks. The experts for individual assignments will be selected depending on their availability and experience with regard to the specific requirements related to each project. The pool shall comprise experts of both junior and senior category. You are required to provide only the CVs of experts deemed relevant and experienced on the above-mentioned topics.

For this call in particular, we expect that you should include at least 4 experts; at least 2 ‘Senior Experts’ and at least 2 ‘Junior Experts’ (see below):

5.1 JUNIOR EXPERT PROFILE

The **Junior Expert** shall have:

- Minimum 2 years of professional experience in the field of Cybersecurity, including at least 1 year of professional experience in at least two of the domains listed in Section 3;
- Minimum 2 years of prior experience (academic or professional) with technical aspects of cybersecurity or ICT architecture design or data protection or operational experience or hands-on experience in ICT deployment and implementation in at least two of the domains listed in Section 3;
- Very good drafting skills and ability to draft technical reports.

- Excellent communication and presentation skills.
- Proficient in both written and spoken English.

Advantageous:

- Knowledge of EU directives, EU national laws, and international laws concerning Cybersecurity and more specifically laws and secondary laws, policy initiatives and communications on cybersecurity strategies, capacity building and knowledge management;
- Qualitative and quantitative analysis of cybersecurity, including business analysis of cybersecurity scenarios;
- Experience in pre-research or in academic research (literature reviews and desk research), in at least one of the domains listed under Section 3;
- Participation to working groups, industry groups, or presentation in conferences, in at least at least one of the themes listed in Section 3;
- Proven technical expertise in the development/implementation of at least 2 projects in domains as listed in Section 3.

5.2 SENIOR EXPERT PROFILE

The **Senior Expert** shall have:

- Minimum 5 years of professional experience in the field of Cybersecurity, including at least 2 years of professional experience in at least three of the domains listed in Section 3;
- Minimum 2 years of prior experience (academic or professional) with technical aspects of cyber security or ICT architecture design or data protection or operational experience or hands-on experience in ICT deployment and implementation in at least two of the domains listed in Section 3;
- Experience with research and development projects (EU funded projects, academic research etc.) or consultancy and advisory services in fields listed under Section 3;
- Project management skills and experience as team leader;
- Excellent drafting skills and ability to draft technical reports.
- Excellent communication and presentation skills.
- Proficient in both written and spoken English

Advantageous:

- Knowledge of EU directives, EU national laws, and international laws concerning Cybersecurity and more specifically laws and secondary laws, policy initiatives and communications on cybersecurity strategies, capacity building and knowledge management;
- Qualitative and quantitative analysis of cybersecurity, including business analysis of cybersecurity scenarios;

- Experience in pre-research or in academic research (literature reviews and desk research), in at least one of the domains listed under Section 3;
- Management of working groups, industry groups, or presentation in conferences, in at least at least one of the themes listed in Section 3;
- Proven technical expertise in the development/implementation of at least 2 projects in domains as listed in Section 3;
- Experience in collecting feedback from stakeholders, performing interviews;
- Proven technical expertise in the development/implementation of at least 2 projects from the domains listed under Section 3.

6. CONTENT AND PRESENTATION OF THE TECHNICAL OFFER

The Tenderer should submit a **Technical Offer** containing relevant documents and information, which enables ENISA to assess its quality and compliance with the specifications above (the technical description).

The Technical Offer shall include the following:

- Presentation of tender proposal;
- Evidence demonstrating expertise in the fields covered by this call for tender;
- Management practices, planning and resource allocation to tasks and experts;
- Project management method that will be used for projects under this framework contract, explaining how possible projects would be carried out efficiently and effectively;
- The procedure for the provision of consultants (e.g., backup solutions etc.);
- In the case of a tender being submitted by a consortium, a description of the input from each of the consortium members and the distribution and interaction of tasks and responsibilities between them;
- A description of sub-contracting arrangements foreseen, if any, with a clear indication of the tasks that will be entrusted to a sub-contractor and the quality assurance methods to be used in relation to these tasks. A statement by the tenderer guaranteeing the eligibility of any sub-contractor shall be included as well, in case the subcontractor/s are not known at the moment of the tender submission.

In addition to the above the tenderer must provide the information concerning subcontracting as requested in Part 3; section 1.4.

7. CONTENT AND PRESENTATION OF THE FINANCIAL OFFER

The Financial offer must be drawn up using the **Financial Offer form (see Annex IV)**.

Prices must be quoted in **EURO** and include all expenses necessary to perform the contract.

These prices must be a flat rate and include all administrative costs, with the exception of reimbursable costs in relation to travel and overnight stays away from your principal place of business if requested as part of the ‘Request for offers’. These costs will be reimbursed as follows:

Travel by air will be reimbursed based on return economy tickets. Travel by train or coach will be reimbursed on the basis of a second class ticket. These approximate costs will be provided as part of the contractor's offer following a 'Request for Proposals' by ENISA.

Any costs incurred during approved business trips such as travel costs and subsistence allowances for overnight stays will be reimbursed based on the *per diem* rates published by the European Commission for the actual dates of the trip. *Per diems* cover accommodation, meals, local travel at the place of the meeting and sundry expenses. Please, refer to the following link for actual rates of reimbursement:

http://ec.europa.eu/europeaid/work/procedures/implementation/per_diems/index_en.htm

Any other costs which may be necessarily incurred will be reimbursed as appropriate, following prior agreement between both ENISA and the contractor, in accordance with the special provisions which will be defined in each Specific Contract.

8. TENDER RESULT AND ESTIMATED CONTRACT VALUES

The estimated overall maximum contract value without this being binding for ENISA cannot exceed **six hundred thousand Euros (€ 600,000.00)** over a maximum possible period of 3 years.

It is important to note that the amount stated above applies to **all** framework contracts signed under the 'multiple framework contracts' system in total and not for each framework contract. There will be a minimum of three and a maximum of eight framework contracts signed, if there are a sufficient number of admissible tenderers that meet the award criteria and minimum quality points following the evaluation of offers.

(Please note that in the case where unforeseen circumstances result in this contract being consumed faster than originally planned, the Agency reserves the right to consider conducting a 'Negotiated procedure without prior publication of a contract notice' with the existing contractor in order to increase the maximum amount stated above by up to 50%. This procedure being fully in accordance with Article 164(4) and Annex I - point 11.1(e) of the EU Financial Regulation (FR)).

9. DATA PROTECTION AND TRANSPARENCY

Processing of personal data in the context of this contract shall comply with the legal framework on data protection, i.e.:

- **Regulation (EU) 2018/1725[9] ('the EDPR')** as concerns personal data processing by the selected contractor, processing data in execution of the contract with ENISA.

The EDPR constitutes the specific data protection legal framework applicable to institutions, bodies, offices and agencies of the European Union, including ENISA, mirroring the GDPR applicable within the Union.

[9] Regulation (EU) 2018/1725 of the European Parliament and of the Council of 23 October 2018 on the protection of natural persons with regard to the processing of personal data by the Union institutions, bodies, offices and agencies and on the free movement of such data and repealing Regulation (EC) No 45/2001 and Decision No 1247/2002/EC, OJ L 295/39 21.11.2018

ENISA is the controller under this Regulation and the prospective contractor is the processor. The processor shall act only under the instructions of ENISA. ENISA's terms and conditions concerning procurement contracts are included in Article II.9.2 of the draft contract in Annex V.

- **Regulation (EU) 2016/679[10] (General Data Protection Regulation – 'the GDPR')** as concerns personal data processing carried out by the contractor on its proper behalf as a controller.

Processing of personal data by ENISA as contracting authority:

Information on the processing of personal data by ENISA as contracting authority in charge of the present procurement procedure is available in the Privacy Statement on the ENISA website as well as in Article II.9.1 of the draft contract in Annex IV. In this context, please be informed that ENISA may register your personal data as a tenderer or selected contractors in the Early Detection and Exclusion System (EDES) if you are in one of the situations mentioned in Article 136 of the Financial Regulation. The relevant Privacy Statement is available on the European Commission's website, here: http://ec.europa.eu/budget/explained/management/protecting/protect_en.cfm#BDCE.

Processing of personal data by the selected contractor:

Personal data processing in execution of the contract between ENISA and the selected contractors shall comply with Regulation (EU) 2018/1725 (the EDPR).

The processing of personal data shall happen in accordance with Article 29 of the EDPR. In particular, the selected contractor shall comply with the following:

- to process the personal data only on documented instructions of ENISA, in particular with regard to the purposes of the processing, the categories of data that may be processed, the recipients of the data and the means by which the data subject may exercise its rights;
- to abide in particular by ENISA's data protection policies as regards the confidentiality of electronic communications (Section 3 EDPR) and the processing of personal data in web services;
- to ensure that access to personal data is granted to the extent strictly necessary for the implementation of the contract and to ensure that persons authorised to process the personal data have committed themselves to confidentiality ;
- to implement appropriate technical and organisational measures to ensure a level of security appropriate to the risks, in particular the risk of accidental or unlawful destruction, loss, alteration, unauthorised disclosure of, or access to the personal data, processed or stored;
- not to engage another processor of personal data (i.e. by means of a subcontract), without prior written authorisation of ENISA. Where another processor is engaged for carrying out specific processing activities on the personal data, the same data protection obligations as set out in the contract shall be imposed on the other processor;
- to assist ENISA in the fulfilment of the controller's obligation to respond to requests for exercising the data subject's rights laid down in Chapter III of the EDPR;
- to assist ENISA with its obligations with regard to security of processing, the notification obligations in case of a personal data breach, as well as where applicable cooperation in data protection impact

[10] Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC, OJ L 119, 4.5.2016, p. 1–88

assessments (DPIAs) and prior consultations with the European Data Protection Supervisor (the EDPS)[11], outlined in Art. 33 to 40 of the EDPR ;

- to make available to ENISA all information to demonstrate compliance with the obligations laid down in the EDPR and to allow for and to contribute to audits, including inspections, conducted by ENISA or another auditor mandated by ENISA;
- As concerns the localisation of and access to the personal data, to comply with the following:
    - the personal data shall only be processed and held in data centres within the territory of the European Union and the European Economic Area and will not leave that territory. This includes also any backup centres and location of backup data.;
    - the contractor may not change the location of data processing without the prior written authorisation of ENISA ;
    - The contractor shall inform ENISA in case of any need for transfer of personal data to third countries or international organisations and will perform such transfer only after written authorisation by ENISA. Any transfer of personal data to third countries or international organisations shall fully comply with the requirements laid down in Chapter V of the EDPR ;
    - The contractor shall notify ENISA without delay of any legally binding request for disclosure of the personal data processed on behalf of ENISA made by any national public authority, including an authority from a third country. The contractor may not give such access without the prior written authorisation of ENISA;
    - To contact the Data Protection Officer (DPO) of ENISA, in charge of monitoring data protection compliance, with any questions arising or in case of need for assistance concerning personal data protection dataprotection@enisa.europa.eu,

In addition, **Article II.9.2 of the draft contract** provided in Annex V is applicable.

Confidentiality:

ENISA will disregard general statements that the whole tender or substantial parts of it contain confidential information. Tenderers need to mark clearly the information they consider confidential and explain why it may not be disclosed. The EU body reserves the right to make its own assessment of the confidential nature of any information contained in the tender.

10. MARKING OF SUBMITTED DOCUMENTS

The tenderer SHOULD NOT mark tender documents (for e.g. the header or footer) with any of the following words: RESTRICTED, CONFIDENTIAL, SECRET or TOP SECRET. If the tenderer considers that such markings are required, a prior approval from the ENISA Procurement Coordinator should be obtained BEFORE sending the tender documents. The tenderer should be aware that the information sent to ENISA for procurement purposes is handled in accordance with the governing rules for EU Public Procurement and the EU Financial Regulation framework.

[11] http://www.edps.europa.eu

11. PRICE

Prices submitted in response to this Tender must be inclusive of all costs involved in the performance of the contract. Prices shall be submitted only in Euro and VAT excluded.

12. PRICE REVISION

The price quoted must be fixed and not subject to revision during the first year of performance of the contract. From the beginning of the second year of performance of the contract, prices may be revised in accordance with Article I.3.3 of the framework contract

13. COSTS INVOLVED IN PREPARING AND SUBMITTING A TENDER

ENISA will not reimburse any costs incurred in the preparation and submission of a Tender. Any such costs must be paid by the Tenderer.

14. PERIOD OF VALIDITY OF THE TENDER

Tenderers must enclose a confirmation that the prices given are valid for (90) ninety days from the date of submission of the tender.

15. PROTOCOL ON PRIVILEGES & IMMUNITIES OF THE EUROPEAN UNION

ENISA is exempt from all taxes and duties, including value added tax (VAT), pursuant to the provisions of Articles 3 and 4 of the Protocol on the Privileges and Immunities of the European Union. Tenderers must therefore give prices, which are exclusive of any taxes and duties and must indicate the amount of VAT separately.

16. PAYMENT ARRANGEMENTS

Payments under the Contract shall be carried out within 60 days of submission of an invoice accompanying the final report or deliverable based on the conditions set out in the draft contract. One single payment will be made after receipt and approval of the deliverables by ENISA. An invoice must specify the specific deliverables covered. A note that accompanies the final deliverables must present the resources used for each of the deliverables presented. Time sheets should be submitted as appropriate.

17. CONTRACTUAL DETAILS

A Framework Service Contract will be proposed to the successful candidates. Selection of candidates and / or signature of the Framework Service Contracts imposes no obligation on ENISA to order services.

The contract and its annexes draw up the legal, financial, technical and administrative provisions governing the relations between the Agency and the Contractor during its period of validity.

The tender will conclude, valid as of the date of the last signature, with a one-year Framework Service contract, tacitly renewable twice for a maximum of three years.

The Agency reserves the right to end the contract at any time, without any obligation to invoke the reason for it, at one months' notice. The Tenderer's offer must be drafted taking fully into account the provisions of the draft Framework Service contract annexed to this call for tenders (See draft contract, in Annex V).

Execution of the Framework Contracts will be performed via Specific Contracts following the 'Re-opening of Competition' procedure.

***Please note** that the general conditions of our standard framework service contract cannot be modified. Submission of a tender by a potential contractor implies acceptance of this contract and all of the terms and conditions contained therein. **It is strongly recommended** that you have this draft contract checked and passed by your legal services before committing to submitting an offer.*

18. PROVISION OF SERVICES - RE-OPENING OF COMPETITION

At the conclusion of this tender procedure, at least 3 and up to 8 contractors will be awarded multiple framework contracts. These contractors will then be eligible to bid for specific future projects based on the 'Re-opening of Competition' procedure, which is explained below:

ENISA launches a 'Request for Proposals' (tender procedure) on a specific subject matter to each of the contractors awarded a framework contract. The proposal shall only consist of a technical offer and will not require any administrative paperwork or proof of economic stability to be re-submitted.

- The Framework Contractors will be required to respond typically within 10 - 14 working days with a detailed technical proposal. This offer will contain all aspects regarding:
    - Technical content relevant to the specific subject matter
    - Experts proposed (*they should be from the pool of experts already included in the contract but alternatives can be proposed in exceptional circumstances which are well documented*)
    - A project plan
    - Proposed duration of consultancy in person-days
    - Cost
- ENISA will evaluate all offers received by the closing date for reception of proposals. A Specific Contract will be awarded to the best offer in terms of the following award criteria:

  Quality:

    - Compliance with the technical description: *50%*
    - Quality of the proposal to provide the requested services: *50%*

  Price:

  Number of person-days and price per person-day required to complete the project *(can be lower but NOT higher than prices given in original tender)*

  PB = (Person-days x person-day price)

  The Quality/Price ratio will be set at 70/30.

For each Specific Contract the contractor will designate a Project Manager. The Project Manager will be responsible for overall management of the assignment, the timely completion of the activities and the quality and timely delivery of the deliverables.

PART 3 TENDER SPECIFICATIONS

1. INFORMATION ON TENDERING

1.1 CONTRACTUAL CONDITIONS

In drawing up their offer, the tenderer should bear in mind the provisions of the draft contract (Annex IV) attached to this invitation to tender particularly those on payments, performance of the contract, confidentiality, and checks and audits. Submission of a tender by a potential contractor implies acceptance of this contract and all of the terms and conditions contained therein. Any limitation, amendment or denial of the terms of contract will lead to automatic exclusion from the procurement procedure.

It is strongly recommended that you have this draft contract checked and passed by your legal representative before committing to submitting an offer.

Before the contract is signed, the Agency may decide to abandon the procurement procedure or cancel the award procedure without the tenderers being entitled to claim any compensation.

1.2 JOINT TENDERS (IF APPLICABLE)

A joint tender is a situation where a tender is submitted by a 'group' of economic operators (consortium). Joint tenders may include subcontractors in addition to the joint tenderers.

Tenders can be submitted by groupings of service providers/suppliers who will not be required to adopt a particular legal form prior to the contract being awarded. However, the Agency will require the grouping:

- Either to have the contract signed by all members (partners) of the grouping. In this case, one of them, as 'Lead Partner', will be responsible for the receipt and processing of payments for members of the grouping, for managing the service administration and for coordination of the contract;
- Or to have the contract signed by the 'Lead Partner' only, who has been duly authorised by the other members to bind each of them (a fully completed 'power of attorney' form for each member of the Group will be attached to the contract according to the template provided by the Agency).

In addition, the composition and constitution of the grouping, and the allocation of the scope of tasks amongst the members, shall not be altered without the prior written consent of the Agency, which can be withheld at its discretion.

In case of a joint offer, each member of the grouping shall provide the following:

- a **Legal Entities form** and a **Power of Attorney of each consortium partner**, must be filled in, signed by (an) authorised representative(s), scanned and uploaded in the corresponding section.

- a **Declaration of honour with respect to the Exclusion Criteria and absence of conflict of interest** must be filled in, signed by (an) authorised representative(s), scanned and uploaded in the corresponding section.

Hand written or electronic signature of the consortium leader who submits the tender is not required, since the signature of the ***e-Submission 'Tender Preparation Report'*** implies that all included documents are signed by this party.

1.3 LIABILITY OF MEMBERS OF A GROUP

Partners in a joint offer assume **joint and several liability** towards the Agency for the performance of the contract as a whole.

Statements, saying for instance:

- That one of the partners of the joint offer will be responsible[12] for only one part of the contract and another one for the rest, or
- That more than one contract should be signed if the joint offer is successful

are thus incompatible with the principle of joint and several liability. The Agency will disregard any such statement contained in a joint offer, and reserves the right to reject such offers without further evaluation, because they do not comply with the tendering specifications.

1.4 SUBCONTRACTING

Subcontracting is permitted in the tender but the contractor will retain full liability towards the Contracting Authority for performance of the contract as a whole.

If the tenderer intends to subcontract part of the service, they shall indicate in their offer which part will be subcontracted and to what extent (% of the total contract value).

Tenderers must ensure that Article II.7 of the contract (Annex V) can be applied to subcontractors.

Tenderers must give an indication of the proportion of the contract that they intend to subcontract.

Tenderers are required to identify all subcontractors.

During contract execution, any change of a subcontractor identified in the tender will be subject to prior written approval of the Contracting Authority.

2. STRUCTURE AND CONTENT OF THE TENDER

2.1 GENERAL

Tenders must be written in **one of the official languages** of the European Union. The working language of ENISA is English.

Tenders must be written in a clear and concise manner, with continuous page numbering. Since tenderers will be judged on the content of their written bids, they must make it clear that they are able to meet the requirements of the specifications/terms of reference.

[12] not to be confused with distribution of tasks among the members of the grouping

2.2 STRUCTURE OF THE TENDER

Based on the ***e-Submission*** environment[13], all tenders must provide information and supporting documentation in two sections:

1) Qualification - data and documentation;

2) Tender offer - data and documentation.

2.3 QUALIFICATION DATA

a) Identification of the Tenderer

The tenderer must fill in all required fields in the qualification section. In case of a joint tender the consortium name has to be provided and an identification of every party in the consortium needs to be added.

The following information should also be provided:

(i) Legal Entities

In order to prove their legal capacity and their status, all tenderers and identified subcontractors must provide a Legal Entity Form with its supporting evidence. The Legal Entity Form needs to be signed by participating parties that are not signing the '***Tender Preparation Report***'.

However, the subcontractor(s) shall not be required to fill in or provide those documents when the services represent less than 20% of the overall contract value.

The Legal Entity Form can be generated via the e-Submission application. Alternatively, a standard template in each EU language is available at:

http://ec.europa.eu/budget/contracts_grants/info_contracts/legal_entities/legal_entities_en.cfm

Tenderers must provide the following information if it has not been included with the Legal Entity Form:

- For **legal persons**, a legible copy of the notice of appointment of the persons authorised to represent the tenderer in dealings with third parties and in legal proceedings, or a copy of the publication of such appointment if the legislation, which applies to the legal entity concerned, requires such publication. Any delegation of this authorisation to another representative not indicated in the official appointment must be evidenced.
- For **natural persons**, where applicable, a proof of registration on a professional or trade register or any other official document showing the registration number.

(ii) Financial identification

The tenderer (or the single point of contact in case of joint tender) must provide a Financial Identification Form and supporting documents. Only one form per offer should be submitted (no form is needed for subcontractors and other joint tenderers). The form is available at:

[13] *For detailed instructions on how to submit a tender please consult the e-Submission Quick Guide available at: https://webgate.ec.europa.eu/digit/opsys/esubmission/assets/documents/manual/quickGuide_en.pdf*

http://ec.europa.eu/budget/contracts_grants/info_contracts/financial_id/financial_id_en.cfm

Remark: Tenderers that are already registered in the Agency's accounting system (i.e. they have already been direct contractors **with ENISA** in the past) must provide the filled in form but are not obliged to provide the supporting evidence.

The form needs to be printed, filled in and then scanned and uploaded in the Qualification section. In case of a joint tender, it has to be uploaded in the ***"Documents"*** section of the Consortium Leader.

(iii) Power of Attorney

In case of a joint tender, an Agreement / Power of Attorney for each partner must be filled in, signed by (an) authorised representative(s), scanned and uploaded. Please choose 'Model A' for an ad hoc grouping or 'Model B' for a legally constituted consortium - see templates in Annex VI (a) and (b)

(iv) Lots interested in ***(only in case the tender has multiple lots)***

The tenderer must indicate for which lots the tender is applicable, by ticking the relevant boxes in the section: ***"Interested in the following lots".***

b) Information regarding exclusion and selection criteria:

The tenderer is requested to submit the following documents:

1. Declaration by the Tenderer relating to the exclusion criteria (see 3.1 below)

   The filled-in Declaration form.

   In case of a joint tender, each member of the consortium has to submit a declaration under the respective party name (see template in Annex III)

2. Documents certifying economic and financial capacity (see 3.2.2 below)

   In case of a joint tender, each member of the consortium has to submit the documents under the respective party name.

3. Proof of technical and professional capacity (see 3.2.3 below)

   In case of a joint tender, each member of the consortium has to submit the documents under the respective party name.

If any of the above documents are associated with a specific Lot, please indicate for which Lot it is applicable inside the document AND in the Description field of the attachment *(only in case the tender has multiple lots).*

2.4 TENDER DATA

a) Technical proposal

The technical section is of great importance in the assessment of the bids, the award of the contract and the future execution of any resulting contract.

The technical offer must cover all aspects and tasks required in the technical specification and provide all the information needed to apply the award criteria. Offers deviating from the requirements or not

covering all requirements may be excluded based on non-conformity with the tender specifications, and will not be evaluated.

The technical tender needs to be uploaded in the relevant section:

The tenderer selects the "Technical Tender" document from the dropdown box ("Financial Tender or Technical Tender"). The e-Submission application allows attachment of as many documents as necessary.

b) Financial proposal

- All tenders must contain a financial proposal, to be submitted **using the form attached as Annex IV.**

The tenderer's attention is drawn to the following points:

- Prices must be quoted in **euro**, including the countries that are not in the euro-zone. As far as the tenderers of those countries are concerned, they cannot change the amount of the bid because of the evolution of the exchange rate. The tenderers choose the exchange rate and assume all risks or opportunities relating to the rate fluctuation.
- **Prices must be fixed amounts**.
- **Estimated travel and daily subsistence allowance expenses must be indicated separately**. *(only if applicable to this procedure)*

  This estimate should be based on Articles I.5 and II.22 of the draft framework contract (Annex V). This estimate will comprise all foreseen travel and will constitute the maximum amount of travel and daily subsistence allowance expenses to be paid for all tasks.
- **Prices must be quoted free of all duties**, taxes and other charges, including VAT, as the European Union is exempt from such charges under Articles 3 and 4 of the Protocol on the privileges and immunities of the European Union. The amount of VAT may be shown separately.
- Prices shall be fixed and not subject to revision during the performance of the contract.

The total price needs to be encoded in the e-Submission application[14].

- In the box labelled ***'Total amount exclusive of taxes'*** – please add the amount Total P_B from your Financial Offer form.
- In the box labelled ***'Total taxes amount'*** – please put zero *(if this is not accepted by system then enter 0,01)*
- In the box labelled ***'Total amount'*** – again simply add the amount Total P_B from your Financial Offer form

The completed Financial Offer form(s), MUST ALSO be uploaded in the relevant section:

The tenderer selects the "Financial Tender" document from the dropdown box ("Financial Tender or Technical Tender"). The e-Submission application allows attachment of as many documents as necessary.

[14] In the case of framework contracts, unless otherwise instructed, please add the maximum budget given for this tender

3. ASSESSMENT AND AWARD OF THE CONTRACT

The assessment will be based on each tenderer's bid. All the information will be assessed in light of the criteria set out in these specifications. The procedure for the award of the contract, which will concern only admissible bids, will be carried out in three successive stages.

The aim of each of these stages is:

1) to check on the basis of the ***exclusion criteria***, whether tenderers can take part in the tendering procedure;
2) to check on the basis of the ***selection criteria***, the technical and professional capacity and economic and financial capacity of each tenderer;
3) to assess on the basis of the ***award criteria*** each bid which has passed the exclusion and selection stages.

Only tenders meeting the requirements of each stage will pass on to the next evaluation stage.

3.1 EXCLUSION CRITERIA

Tenders will be rejected if they do not comply with applicable obligations under environmental, social and labour law established by Union law, national law and collective agreements, or by the international environmental, social and labour law provisions listed in Annex X to Directive 2014/24/EU and compliance with data protection obligations resulting from Regulation (EU) 2016/679 and Regulation (EU) 2018/1725".

All tenderers shall provide a 'declaration on their honour' (see Annex III), stating that they are not in one of the situations of exclusion listed.

The 'declaration on honour' is also required for identified subcontractors whose intended share of the contract is above 20%.

The 'declaration on honour' has to be duly signed by parties that are not signing the Tender Preparation Report in *e-Submission*.

The successful tenderer shall be asked to provide the actual documents mentioned as supporting evidence in Annex II before signature of the contract and within a deadline given by the contracting authority. This requirement applies to all members of the consortium in case of joint tender.

Remark:

A tenderer may be waived of the obligation to submit the documentary evidence mentioned above if such evidence has already been submitted for the purposes of another procurement procedure launched by ENISA, provided that the documents are ***not more than one-year-old*** starting from their issuing date and that they are still valid. In such a case, the tenderer shall declare on his/her honour that the documentary evidence has already been provided in a previous procurement procedure, specifying the reference of the call for tender for which the documents have been provided, and confirm that no changes in their situation has occurred.

ENISA will also waive the obligation of the tenderer to submit the documentary evidence if it can access it on a national database free of charge.

Each tenderer (and each member of a consortium) shall declare in the relevant field in Annex VII (Administrative Identification form) whether it is a Small or Medium Size Enterprise (SME) in accordance with Commission Recommendation 2003/361/EC[15].

As a general guideline, here is an excerpt from the Recommendation:
"*The category of micro, small and medium-sized enterprises (SMEs) is made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million.*"

3.2 SELECTION CRITERIA

The following criteria will be used to select the Tenderers for further evaluation. If the Tender is proposed by a consortium, these criteria must be fulfilled by each partner (unless otherwise stated).

Documentary evidence of the Tenderers' claims in respect of the below-mentioned criteria is required.

3.2.1 PROFESSIONAL INFORMATION

The Tenderer must provide evidence of enrolment (declaration or certificates) in one of the professional or trade registers related to the subject of this tender, in the country of its establishment.

3.2.2 FINANCIAL AND ECONOMIC CAPACITY

Proof of financial and economic standing shall be furnished by the following documents and minimum requirements:

(a) Copy of the financial statements (balance sheets and profit and loss accounts) for the last two (2) financial years for which accounts have been closed, where publication of the accounts is required under the company law of the country in which the economic operator is established. In case of a consortium, each consortium member shall present their financial statements.

If the tenderer is not obliged to publish its accounts under the law of the state in which it is established, a copy of audited accounts for the last two (2) financial years should be presented. In case of a consortium/grouping, audited accounts for each consortium partner shall be presented.

(b) **Complete the attached Annex II 'Simplified Financial Statement',** which summarises your recent financial capacity. Please note that the average turnover for the last two (2) financial years for which accounts have been closed must meet our **minimum annual average turnover** of **€200.000,00 (two thousand euro)**:

In case of a consortium/grouping, the annual average turnover for each of the partners shall be presented. The sum of the annual average turnovers of each partner will be taken into account to reach the annual average turnover of **€200.000,00**.

(c) If tenderers will call on the competences of another entity (for example, a parent company), a written undertaking by the said entity certifying that it will make available to the tenderers the resources required to implement the contract.

[15] Commission Recommendation of 6 May 2003 concerning the definition of micro, small and medium-sized enterprises, available at http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2003:124:0036:0041:en:PDF

If for some exceptional reason which the Contracting Authority considers justified, the tenderer is unable to provide the documentary evidence requested above, he may prove his economic and financial capacity by any other means which the Contracting Authority considers appropriate, but only following a formal request for clarification **before** the tender expiry date.

3.2.3 TECHNICAL AND PROFESSIONAL CAPACITY CRITERIA AND EVIDENCE

These criteria relate to the Tenderer's or subcontractor's skill, efficiency, experience, reliability and similar circumstances. Tenderers are required to prove that they have sufficient technical and professional capacity to perform the contract by providing the following documentation:

a) Criteria relating to tenderers

Tenderers (in case of a joint tender the combined capacity of all tenderers and identified subcontractors) must comply with the following criteria:

- The tenderer must prove its experience in the field of Cybersecurity related to information, knowledge management and cutting-edge competences and capabilities in cybersecurity for Europe with **at least two (2)** projects/deliverables delivered in this field in the last three years, **each with a minimum value of € 30,000.00.**
- The tenderer must prove experience of working and drafting reports in the English language with at least three (3) projects delivered in this field in the last five years, showing the necessary language coverage.
- The tenderer must prove its experience of working in EU countries with at least 2 projects delivered in the last three years.
- The tenderer must prove experience in one or more of the following as deemed relevant to the area of expertise the subject of this tender;
    - survey techniques,
    - data collection,
    - statistical analyses
    - drafting reports and recommendations.

Please note that your list of previous projects in the fields of expertise mentioned above can be from a wide cross-section of organisations including private industry, commercial enterprises and academia as well as with public or governmental organisations.

b) Criteria relating to the team delivering the service:

The team delivering the service should include, as a minimum, the following profiles:

Junior Expert profiles

As per minimum requirements listed in Part 2 section 5.1

Senior Expert profiles

As per minimum requirements listed in Part 2 section 5.2

c) Evidence:

The following evidence should be provided to fulfil the above criteria:

- Details of the structure of the organisation
- List of services (relevant to the area of Cybersecurity information, knowledge management and cutting-edge competences and capabilities in cybersecurity for Europe) provided in the past five years, with sums, dates and recipients, public or private.
- The educational and professional qualifications of the experts who will provide the services for this tender (CVs), including the management staff. Each CV provided should indicate their intended function in the delivery of the service.

3.3 AWARD CRITERIA

3.3.1 QUALITY OF THE OFFER

Once the Tenderer has demonstrated the appropriate capacity to perform the Contract on the grounds of the selection criteria, the offer will be assessed based on the award criteria.

No	Qualitative award criteria		Weighting (max. points)
1.	**Organizational and methodological quality of the offer**	Suitability and strength of the proposal as measured against the requirements of the illustrative experience on the tasks in terms of completeness and proposed effort. The degree to which the methodology is suited to the needs set out by ENISA, including risk management measures	40
2.	**Technical quality**	Quality of the offer in terms of technical understanding of the services required	40
3.	**Quality control measures**	This criterion will assess the quality control system applied to the management of the framework contract concerning the quality of the deliverables, the language quality check, and continuity of the service in case of absence of a member of the team. It should be noted that submitting a generic quality control system will result in a low score.	20
Total Qualitative Points (QP)			**100**

Minimum attainment per criterion

Offers scoring less than 50% for any criterion will be deemed to be of insufficient quality and eliminated from further consideration.

Minimum attainment overall

Offers scoring less than **70%** after the quality evaluation process will be considered to be of insufficient quality and eliminated from the following phase.

The sum of all criteria gives a total of 100 points. The respective weighting between the different award criteria depends on the nature of the services required and is consequently closely related to the terms of reference. The award criteria are thus quantified parameters that the offer should comply with. The **qualitative award criteria** points will be weighted at **70%** in relation to the price.

3.3.2 PRICE OF THE OFFER

The Financial Offer form (Annex IV) contains four (4) price boxes, which shall be completed with a monetary amount by the tenderer.

PS = **(P1 + P2)** will then be used in the price formula as shown below

PJ = **(P3 + P4)** will then be used in the price formula as shown below

Please note: If any price box is left blank by the tenderer then the Financial Offer will be considered to be invalid and will be eliminated from further evaluation.

PP = (A/ PS) + (C/ PJ)

where

A - is the best price of all bidders for person/day rates for Senior Expert

PS - is the price for a single bidder for person/day rates for Senior Expert

C - is the best price of all bidders for person/day rates for Junior Expert

PJ - is the price for a single bidder for person/day rates for Junior Expert

3.3.3 AWARD OF THE CONTRACT

The contract will be awarded to the offer that is the most cost effective (offers the best value for money) which obtains the highest number of points after the final evaluation, based on the ratio between the **quality criteria (70%) and the price (30%).** The following formula will be used:

TWP = (Q_P x 0.7) + (P_P x 0.3)

where;

Q_P = Qualitative points
P_P = Price points
TWP = Total weighted points score

In case the successful tenderer is unable to sign the contract for any reason, the Contracting Authority reserves the right to award the contract to other tenderers as per the ranking order established following the evaluation procedure.

4. TENDER OPENING

The public opening of received tenders will take place on **1st February 2021 at 10:30 EET Eastern European Time (Greek local time)** at ENISA Athens office, 1 Vasilissis Sofias Street, Maroussi 151 24 Attiki, Greece.

A maximum of one legal representative per participating tenderer may attend the opening session. Tenderers shall inform the Agency in writing of their intention to attend, by email to procurement@enisa.europa.eu **at least 2 working days** prior to the opening session.

Alternatively, please note *that all tenderers may simply request a copy of the Opening Report to be sent to them by email after the conclusion of the Opening Session procedure.*

5. OTHER CONDITIONS

5.1 VALIDITY

Period of validity of the Tender: 90 days from the closing date stated in Invitation to Tender. The successful Tenderer must maintain its Offer for a further 120 days from the notification of the award.

5.2 LOTS

This Tender is not divided into Lots.

5.3 ADDITIONAL PROVISIONS

- Changes to tenders will be accepted only if they are received on or before the final date and time set for the receipt of tenders.
- Expenses incurred in respect of the preparation and presentation of tenders cannot be refunded.
- No information of any kind will be given on the state of progress with regard to the evaluation of tenders.
- All documents submitted by Tenderers will become the property of ENISA and will be treated as confidential.

5.4 NO OBLIGATION TO AWARD THE CONTRACT

Initiation of a tendering procedure imposes no obligation on the Contracting Authority to award the contract. Should the invitation to tender cover several items or lots, the Contracting Authority reserves the right to award a contract for only some of them. The Contracting Authority shall not be liable for any compensation with respect to Tenderers whose tenders have not been accepted. Nor shall it be so liable if it decides not to award the contract.

6. SPECIFIC INFORMATION

6.1 TIMETABLE

The timetable for this tender and the resulting contracts is as follows:

Title: "**Supporting activities on cybersecurity strategies, indexes and frameworks"**

ENISA F-CO2-21-T01

Summary timetable comments

Launch of tender: - Contract notice to the Official Journal of the European Union (OJEU) - Uploaded to e-Tendering website - Uploaded to ENISA website	22nd December 2021	
Deadline for request of information to ENISA	22nd January 2021	
Last date on which clarifications are issued by ENISA	25th January 2021	
Deadline for **electronic reception** of offers via ***e-Submission***	**29th January 2021**	**18:00 CET** Central European time
Opening of offers	1st February 2021	**10:30 EET** Eastern European **(Greek local)** Time
Date for evaluation of offers	TBA	TBA
Notification of award to the selected candidate + 10 day standstill period commences	TBA	Estimated
Contract signature	Mid- February	Estimated