



#MPS | Cyber Risk Score Information Meeting

January 17 | 2024

DISCLAIMER



- All information is provided subject to the Instructions to Tenderers (the “ITT”)
- No information provided is intended to supplement the ITT
- The ITT takes precedence and prevails in case of conflict or ambiguity
- All questions and answers will be noted and distributed in writing after the meeting
- The meeting is closed but will be recorded and made public

AGENDA



- PURPOSE AND SCOPE OF THE INFORMATION MEETING
- CONTRACTING AUTHORITY AND CUSTOMERS
- STRATEGY AND PROCEDURE
- THE CYBER SECURITY TRIAL
- THE PROCUREMENT
- QUALIFICATION REQUIREMENTS
- TIME SCHEDULE
- GROUPS OF ECONOMIC OPERATORS
- SUBCONTRACTORS
- STRUCTURE OF REQUEST TO PARTICIPATE
- Q&A



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PURPOSE AND SCOPE OF THE INFORMATION MEETING



Purpose

- This information meeting is to help you win!
- Clarify and make you aware of details and points of interest in the ITT

Scope

- Scope is limited to the ITT
- Will not venture too far into the actual scope of contract/deliverables: subject to the following negotiation phase

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CONTRACTING AUTHORITY AND CUSTOMERS



The Contracting Authority

- The Norwegian agency for public and financial management (DFØ), represented by the Norwegian public sector cloud marketplace (#mps)
- Acting on behalf of the public civil sector entities and several state, municipalities and regional authorities:
 - “Stat”, “Fylkeskommune” and “Kommune”
- Royal decree and rights granted

The Customers

- 327 public enterprises and about 365.000 employees across Norway
- Responsible for their own call-off

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SCOPE OF THE PROCUREMENT



Scope

- Cyber Risk Score
- Provide organisations with comprehensive situation awareness, strategic oversight, and operational follow-up in cybersecurity

STRATEGY AND PROCEDURE



Delivery of cost-efficient, secure, flexible, modern and state of the art cloud services to the Norwegian public sector

- Significantly better pricing/unit cost
- Balanced commercial terms
- Efficient call-off mechanism
- Improved information security
- GDPR compliant operating models
- Flexibility and a wide range of services
- Reducing environmental footprint

Open procedure	Closed procedure
Negotiated procedure	Competitive dialogue

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THE CYBER SECURITY TRIAL



- Measure the business's risk exposure on the internet.
- Invited public entities to participate
- 26 state entities and 4 municipalities
- 6 months trial period
- Focus on strategic and operational use
- Indicated need for diversity of tools
- High score must be interpreted as a minimum-security hygiene level
- Relevant competence is necessary
- Positive measurable effect – active use
- Basis for further work on procurement



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THE PROCUREMENT



- Negotiated procedure
 - Pre-qualification phase (3-5 tenderers)
 - Tender phase
 - Award 1 contract
 - No parallel framework agreements
 - Not divided into lots
 - Non-exclusive and voluntary
 - No obligations to purchase
 - Free to procure the services outside the contracts
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- 35-50 MNOK/4yrs
 - Setting the standard for the public sector
 - Time for call-off/purchase orders from several months to a few days
 - Governance

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QUALIFICATION REQUIREMENTS



- Assessment of candidates' ability to perform the contract/deliverables
- Candidates are responsible for ensuring that all requested documentation is submitted, and that all questions and requirements are answered
- Candidates who do not comply with all qualification requirements will be rejected
- Reliance on the capacities of other entities

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TENTATIVE TIME SCHEDULE



Illustration only	2023				2024																																											
	Dec				Jan				Feb				Mar				Apr				May				Jun																							
	49	50	51	52	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26																		
Pre-qualification	Pre-qualification																																															
- Request												▲ 29/01/2024																																				
- Selection																																																
- Invitation																																																
- Standstill																																																
Tender phase																																																
- Submission of tender																																																
- Evaluation																																																
Negotiations phase																																																
- Negotiations rounds																																																
- Evaluation																																																
- Award																																																
- Standstill																																																

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GROUPS OF ECONOMIC OPERATORS



- Groups of economic operators are allowed to participate
- A group of economic operators may rely on the capacity of other entities to fulfil the qualification requirements
- A group submits a joint tender
- The economic operators of the group shall be jointly and severally liable for the execution of the framework agreement, and the contract shall be signed by all partners of the group
- Note:
 - Attachment 1: Completed letter of request to participate
 - Attachment 2: Form for groups of economic operators submitting a joint request to participate
 - Each participant to provide: (i) ESPD, (ii) Attachment 3: Declaration of commitment from entities on which the candidate relies to fulfil qualification requirements
 - May require contract between the operators prior to final tender

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SUBCONTRACTORS



- The use of subcontractors is allowed
- Responsible as if the supplier itself is performing
- The supplier shall be the sole contracting party
- If the supplier is not a SaaS vendor, the supplier shall guarantee the SaaS vendors' full attendance, cooperation and participation in the dialogue
- The Contracting Authority strongly urge the SaaS vendor to participate as prime contractor and take part directly in the procurement process
- Note:
 - Attachment 3: Declaration of commitment from entities on which the candidate relies to fulfil qualification requirements

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Documentation qualification requirements - ESPD



- Suppliers shall submit the European Single Procurement Document (ESPD)
 - The ESPD form is a preliminary documentation that the Supplier meet the qualification requirements
- The Contracting Authority may at any stage of the procurement process request the suppliers to submit some or all of the necessary documentation to document their compliance with the qualification requirements
- In any case, the Supplier awarded the contract must provide such documentation

Relying on capacity of other legal entities



- Relying on another legal entity includes:
 - Independent legal entity
 - Affiliate
 - Other legal entity within your company (intercompany agreement), e.g. a part of the company registered in another country

SELECTION CRITERIA



- Will limit qualified candidates to a minimum of 3 and a maximum of 5 candidates
- If we receive more qualified applicants than requested – we will ask you to submit documentation regarding the selection criteria

DOCUMENTS TO BE SUBMITTED



- Submission of request to participate: The **Supplier** submits all documents.
- Each Supplier shall deliver an ESPD form **and** Attachment 1 – Request to participate
- When **relying on capacity of another legal entity** for fulfilling qualification requirements:
 - **Supplier:** same documents as above (ESPD form and Attachment 1)
 - **Supporting entity:** ESPD form and Attachment 3 – Declaration of commitment
- **Group of economic entities:** One Supplier submits documents on behalf of the group.
 - Attachment 1
 - Attachment 2
 - Each participating entity: ESPD form and Attachment 3 – Declaration of commitment

STRUCTURE OF REQUEST TO PARTICIPATE



No.	Document name	Reference
1	Completed letter of request to participate	Attachment 1 (template)
2	If relevant, completed form for groups of economic operators submitting a joint request to participate.	Attachment 2 (template), cf. section 3.9
3	If relevant, declaration of commitment	Attachment 3 (template), cf. section 4.3
4	Filled out ESPD-form (if relevant, forms if the supplier is a group of economic entities or rely on the capacities of other)	Cf. section 4.2 (3.9 and 4.3)

ASSISTANCE CONCERNING PARTICIPATION



- Please ask questions during the participation process
- We do not want to reject requests for unnecessary reasons
- Please contact us!
- Ask questions!
- Ask for help!
- Remember ESPD
- Remember the declaration of commitment
- Please do not plan to finish and send the request the last day!
- We will not extend the deadline for requests to participate

ASK FOR ASSISTANCE: WE WANT YOU TO WIN!



Questions



#mps | thank you!

markedsplassen.anskaffelser.no