

## i- CALL FOR TENDERS

<b>Call for Tenders No. :</b>	ECTL_SRC_250020
<b>Title:</b>	<b>laaS in Online</b> Open Call for Tenders - Supply Contracts

### General:

EUROCONTROL has 42 Member States and is a civil-military intergovernmental organisation committed to building, together with its partners, a Single European Sky, i.e. arrangements allowing the air navigation management system in Europe to achieve the level of performance required for the coming decades.

### Technical subject matter:

This call for tenders is aiming to procure acquire for MUAC Nutanix (Lot 1) including corresponding installation services, as well as Rubrik (Lot 2), Cisco (Lot 3) and Fortinet (Lot 4) hardware and software.

The requested equipment has been grouped in four (4) separate Lots and the tenderers can provide an offer per lot. They can bid for one or multiple lot(s). The contract will be awarded per lot to the economically most advantageous tender for Lot 1 and to the Technically compliant Tender with the Lowest Contract Price for Lots 2, 3 and 4, as specified in the TEP-E document.

### Main selection and assessment criteria

<b>TECHNICAL CAPACITY CRITERIA</b>
<p><b>LOT 1 - Nutanix Equipment :</b></p> <ul style="list-style-type: none"> <li>- <b>The Tenderer</b> shall be a recognized partner of Nutanix and provide evidence of his partner status for the contract term.</li> <li>- <b>The Tenderer</b> shall provide at least two reference cases of successful installations of similar size and characteristics, being Nutanix equipment, completed within the last 18 months before the date of publication of the present CFT. Time and size of the completed installations shall be clearly indicated.</li> </ul>

### **SUPPORTING EUROPEAN AVIATION**

**Member States:** Albania, Armenia, Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Georgia, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Monaco, Montenegro, Netherlands, North Macedonia, Norway, Poland, Portugal, Republic of Moldova, Romania, Serbia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Türkiye, Ukraine, United Kingdom.

**Comprehensive Agreement States:** Israel, Morocco.

<ul style="list-style-type: none"> <li>- <b>The Tenderer</b> shall provide evidence that they are employing at least two staff members capable and experienced to perform the required installation and configuration activities. Evidence can be provided by providing CVs with reference to similar projects; certifications or similar.</li> </ul>
<p><b>LOT 2 - Rubrik Equipment</b></p> <ul style="list-style-type: none"> <li>- The Tenderer shall be a recognized partner of Rubrik and provide evidence of his partner status for the contract term.</li> </ul>
<p><b>LOT 3 - Cisco Equipment</b></p> <ul style="list-style-type: none"> <li>- The Tenderer shall be a recognized partner of Cisco and provide evidence of his partner status for the contract term.</li> </ul>
<p><b>LOT 4 - Fortinet Equipment</b></p> <ul style="list-style-type: none"> <li>- The Tenderer shall be a recognized partner of Fortinet and provide evidence of his partner status for the contract term.</li> </ul>

## TECHNICAL ASSESSMENT CRITERIA

### LOT 1 - Nutanix Equipment :

- **MN04: Overview:** The Tenderer shall supply all of the Nutanix equipment, according to the specifications and quantity as listed in the configuration under Section 3.2.2.1 A\, B\ and C\ in the Technical Specifications document.
- **MN05: Installation requirements:** The installation, configuration including the delivery of all the necessary documentation and certification to rack/stack Nutanix shall be completed within maximum 20 (twenty) working days after the delivery of all the hardware Equipment. (as stated in Section 3.2.2.1 in the Technical Specifications document)
- **M01: Delivery:** All equipment shall be directly delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M02: Equipment Specifics:** Tenderer shall declare that all equipment shall be new, original manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment shall be registered under name EUROCONTROL. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M03: Dimensioning and Capacities:** All the dimensions and capacities of the equipment to be supplied shall exactly match those required in these specifications. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M04: Delivery time:** All equipment shall be delivered within maximum 6 (six) weeks after contract signature by EUROCONTROL.

No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by EUROCONTROL (as stated in Section 3.2.2.4 in the Technical Specifications document)

#### **LOT 2 - Rubrik Equipment**

- **MR02: Overview**: The Contractor shall supply all of the Rubrik equipment including corresponding license and support services, according to the specifications and quantities as listed in the configuration under Section 3.2.2.2 in the Technical Specifications document.
- **M01: Delivery**: All equipment shall be directly delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M02: Equipment Specifics**: Tenderer shall declare that all equipment shall be new, original manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment shall be registered under name EUROCONTROL. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M03: Dimensioning and Capacities**: All the dimensions and capacities of the equipment to be supplied shall exactly match those required in these specifications. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M04: Delivery time** : All equipment shall be delivered within maximum 6 (six) weeks after contract signature by EUROCONTROL.

No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by EUROCONTROL (as stated in Section 3.2.2.4 in the Technical Specifications document)

#### **LOT 3 - Cisco Equipment**

- **MC02: Overview**: The Contractor shall supply all of the CISCO equipment as listed in the configuration under Section 3.2.2.3 in the Technical Specifications document and shall confirm that the lines with the indication 0 in quantity are included in the concerned bundle
- **M01: Delivery**: All equipment shall be direct delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. (as stated in Section 3.2.2.4 in the Technical Specifications document)
- **M02: Equipment Specifics**: Tenderer shall declare that all equipment shall be new, original manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment shall be registered under name EUROCONTROL. (as stated in Section 3.2.2.4 in the Technical Specifications document)

- **M03: Dimensioning and Capacities**: All the dimensions and capacities of the equipment to be supplied shall exactly match those required in these specifications. (as stated in Section 3.2.2.4 in the Technical Specifications document)
  - **M04: Delivery time** : All equipment shall be delivered within maximum delivered within maximum 6 (six) weeks after contract signature by EUROCONTROL.
- No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by EUROCONTROL (as stated in Section 3.2.2.4 in the Technical Specifications document)

#### **LOT 4 - Fortinet Equipment**

- **MF02: Overview**: The Contractor shall supply all of the Fortinet equipment including corresponding license and support services, according to the specifications and quantity as listed in the configuration under Section 3.2.2.4 in the Technical Specifications document
  - **M01: Delivery**: All equipment shall be direct delivered to the EUROCONTROL Maastricht UAC - Horsterweg, 11 6199 AC Maastricht-Airport - The Netherlands, referred to as The Customer throughout this document. (as stated in Section 3.2.2.4 in the Technical Specifications document)
  - **M02: Equipment Specifics**: Tenderer shall declare that all equipment shall be new, original manufactured and certified equipment, and delivered with minimum the standard European warranty or the warranty provided by the Manufacturer, starting at the Provisional Acceptance of said equipment. The equipment shall be registered under name EUROCONTROL. (as stated in Section 3.2.2.4 in the Technical Specifications document)
  - **M03: Dimensioning and Capacities**: All the dimensions and capacities of the equipment to be supplied shall exactly match those required in these specifications. (as stated in Section 3.2.2.4 in the Technical Specifications document)
  - **M04: Delivery time**: All equipment shall be delivered within maximum delivered within maximum 6 (six) weeks after contract signature by EUROCONTROL.
- No equipment shall be ordered on the account of EUROCONTROL before the contract has been signed by EUROCONTROL (as stated in Section 3.2.2.4 in the Technical Specifications document)

#### **SCORING TECHNICAL ASSESSMENT CRITERIA only for LOT 1**

##### **LOT 1 - Nutanix Equipment :**

- The Tenderer shall provide minimum two (as requested in MN02) and maximum five reference cases of successful installations and configurations of similar or larger size and characteristics, completed within the last 18 months before the date of publication of the present CFT. Time and size of the completed installations shall be clearly indicated.  
*NB: Under successful implementation of a similar installation project, the Tenderer shall understand at least an installation of min 10 Nutanix nodes per project, which is implemented*

*within 20 days of delivery with all necessary documentation provided. Each reference will contribute to the assessment of the technical experience and know-how to install and configure the Nutanix equipment. Maximum 5 reference cases will be considered in the evaluation. NB: Previous experience with installation and configuration of Nutanix equipment within EUROCONTROL can also be listed. (Ref C01 in section 3.2.2.5 in the Technical specifications)*

**ONLY FOR LOT 1: The economically most advantageous offer will be established in accordance with the following Award criteria:**

For the Technical tender, a weighting of 60% is applied, for the Financial tender, a weighting of 40%.

**For Lots 2, 3 and 4 the Technically compliant Tender with the Lowest Contract Price will be considered as the best choice for contract award and is therefore the economically most advantageous Tender, provided that no factors or risks to EUROCONTROL would justify a different recommendation (for example, failure to achieve successful contract negotiation).**

**Tender closing date:**

17 March 2025 at 15:00 CET

**Point of Contact:**

Please see the “Important Notice” below and if you have any other related questions, please contact:

Mrs Dondü OZ

MAAS/DIR/PROC

E-mail: [dondü.oz@eurocontrol.int](mailto:dondü.oz@eurocontrol.int)

Tel. : +31 43 366 1089

**If this Call for Tenders should interest you, please read the important information below:**

**IMPORTANT NOTICE**

The full i-Call for Tenders documentation is in electronic format (.pdf).

If you wish to obtain the i-Call for Tenders documentation, please read and follow carefully the instructions below:

1. If you are already registered in the EUROCONTROL Supplier Portal, you can search for this Call for Tenders, and its relevant documentation, in the “View Active Negotiations” section of the Supplier Portal.

2. If you are not yet registered as a EUROCONTROL supplier, please follow the process described on the following link: <https://www.eurocontrol.int/portal/new-supplier-portal>.
3. EUROCONTROL accepts no responsibility whatsoever for the completeness, accuracy and/or timeliness of the transmission of the electronic documents (nor for the electronic documents themselves).
4. Submission of tenders shall be made electronically and shall be exclusively made in strict accordance with the instructions given in the tendering documentation.
5. You may:
  - a) print out the documents;
  - b) forward the documents further on a strictly need to know basis (always fully acknowledging the source, i.e. EUROCONTROL), and
  - c) use printouts of the electronic i-Call for Tenders documents for the submission of tenders (especially the Price Offer Form ref: I-TSF-E).
6. You may not:
  - a) modify, edit and/or change the electronic documents other than to submit the required info and to sign/stamp where required;
  - b) transmit such documents to any third person who has no need to know them;
  - c) post such documents on any private or public website;
  - d) alter the originating source (EUROCONTROL) and or copyright signs etc., and
  - e) transmit the documents without indication of the source.

**An environmental notice:**

With a view to reduce the exponential growth of paper consumption, we would invite you only to print out electronic documents received and/or request paper copies of the price enquiry documentation if you are actually considering to submit a tender.