

# Presentation of the Call for Tender

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# Innovative public procurement for “Building Green and Climate Neutral City Hubs”



**Ted**·tenders electronic daily

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## Call publication

On 26 March 2025 (No. 193321)

Budget: € 240k x 5 lots = € 1,200k

## Call documents

<https://climaborough.eu/public-procurement/follower-cities-climaborough-tender/>

## Submission platform

<https://anci-toscana.grantplatform.com/>

## FAQ page

<https://climaborough.eu/public-procurement/follower-cities-climaborough-tender/follower-tender-faq/>

<input type="checkbox"/> Notice Number	Description	Country	Publication date	Deadline for receipt of tenders
<input type="checkbox"/>	<b>Italy – Research and experimental development services – Building green and climate neutral city hubs across European cities (II<sup>nd</sup> Edition - Follower cities)</b>			
<input type="checkbox"/> 193321-2025	Place of performance: Italy,France,Firenze,Isère Main nature of the contract: Services,Supplies Type of procedure: Innovation partnership Official name: ANCI Toscana	Italy	26/03/2025	09/05/2025 23:59:00 (UTC+2)

Normative source: art. 40 of the Procurement Directive 2014/24/EU.

# The 5 lots and their challenges

## HUB #1 – Energy and Mobility

### **Issy-les-Moulineaux (Lot 2)**

Increase the scale and persistence of people's participation in local zero-carbon initiatives.

### **Pilsen (Lot 3)**

Promote sustainable transport options and increase traffic safety around two local schools.

## HUB #2 – Waste and Circularity

### **Grenoble (Lot 1)**

Extend the lifetime of electronic equipment through reuse.

### **Prijedor (Lot 4)**

Transparently monitor local waste management process KPIs.

### **Sofia (Lot 5)**

Provide two-way communication and information to the citizens on sustainable waste management and the circular economy.

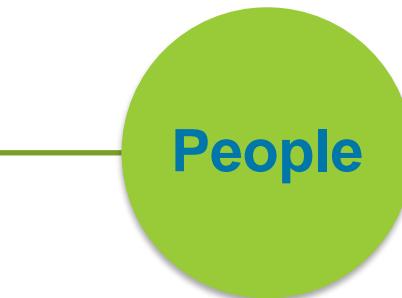


# Innovative public procurement for “Building Green and Climate Neutral City Hubs”

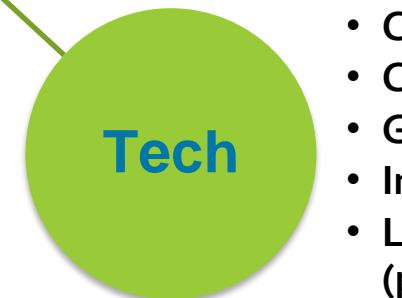
Prijedor, 17 January 2025  
Sofia, 21 January 2025  
Issy-les-Moulineaux,  
23 January 2025  
Grenoble, 27 January 2025  
Pilsen, 28 January 2025



- Existing? New?
- Sourced from...?
- Stored in which platform(s)?
- Open? Closed?



- Which role(s) for Citizen/Stakeholder engagement?
- Pilot community identification: size, location, etc.



- Climate services?
- Citizen science?
- Gamification?
- Interoperability
- Legal/ethics aspects (privacy, sandbox")

# The Phases of Competition

Phase 1 of competition	The candidature phase, during which any economic operator (single or associate) can ask the Contractor to be invited to submit a Technical Offer, and to this purpose, provides a set of documents to qualify.
Phase 2 of competition	The negotiation phase, during which selected Candidates are invited to submit a Technical Offer only, which will be discussed bilaterally with representatives of the Contractor and the Host City.
Phase 3 of competition	The proper tendering phase, during which Candidates are invited to submit a revised Technical Offer accompanied by a Financial Offer, which the Contractor will evaluate in the next phase of competition.
Phase 4 of competition	The award phase, at the end of which 2 Solution proposals per Host City, showing the highest quality vs price ratios, will be awarded by the Contractor and the Tenderers will be invited to sign a Partnership Agreement.
Phase 5 of competition	The Solution deployment phase in the Host City environment, initiated by an advance payment paid by the Contractor and globally lasting no longer than 9 months, without the possibility of an extension.

# The Phases of Competition Deadlines

Phase 1 of competition <b>09.05.202</b>	The candidature phase, during which any economic operator (single or associate) can ask the Contractor to be invited to submit a Technical Offer, and to this purpose, provides a set of documents to qualify.
Phase 2 of competition <b>27.06.2025</b>	The negotiation phase, during which selected Candidates are invited to submit a Technical Offer only, which will be discussed bilaterally with representatives of the Contractor and the Host City.
Phase 3 of competition <b>29.08.202</b>	The proper tendering phase, during which Candidates are invited to submit a revised Technical Offer accompanied by a Financial Offer, which the Contractor will evaluate in the next phase of competition.
Phase 4 of competition <b>30.09.2025</b>	The award phase, at the end of which 2 Solution proposals per Host City, showing the highest quality vs price ratios, will be awarded by the Contractor and the Tenderers will be invited to sign a Partnership Agreement.
Phase 5 of competition <b>31.08.202</b>	The Solution deployment phase in the Host City environment, initiated by an advance payment paid by the Contractor and globally lasting no longer than 9 months, without the possibility of an extension.

# Who can candidate (to one or more lots)

Only economic operators – single or associate – residing or established in EU and non EU countries that are associated to Horizon Europe, including Switzerland and the UK. For a full list see: [https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation\\_horizon-euratom\\_en.pdf](https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf)

- Single: 1 candidate alone.
- Associate: through a consortium or other form of temporary grouping (on which we don't want to know much else than the identity of the leader / main contractor).

In both cases it is also possible to involve third parties (e.g. sister or mother companies, subcontractors etc.) under the condition that they also participate in Phase 1.

Each of the aforementioned must upload some relevant attachments to the platform!

# The attachments to Annex 1 of the Call

## 9 ATTACHMENTS

The following templates are annexed for information only:

- 1) Draft Partnership Agreement
- 2) Specific requirements at each Host City
- 3) Break-Even Analysis Template
- 4) Privacy Notice
- 5) Arbitration Rules of the Florence Chamber of Arbitration

The following templates must be filled out and submitted in different phases of the competition:

- 6) ESPD in English language
- 7) Informed Consent Form
- 8) Request for participation (qualification phase)
- 9) Appointment of authorised representative (in case of consortia or other forms of temporary grouping)
- 10) Technical Offer
- 11) Financial Offer
- 12) Europass template for CVs

# Relevant attachments until May 9<sup>th</sup>

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# Minimum thresholds to access Phase 1

## ***3.2 Conditions for participation***

Any economic operator (single or associate) must fulfil the following conditions:

- 1) Suitability to pursue the professional activity
- 2) Economic and financial standing
- 3) Technical and professional ability.

These are described in the following articles, 3.3-3.4-3.5.

# Minimum thresholds to access Phase 1 (cont.)

## ***3.3 Suitability to pursue the professional activity***

All Applicants must provide the European Single Procurement Document (ESPD) in English language and provide the information required in Part II, sections A and B.

The ESPD template is annexed as Attachment 6 to this document.

Minimum standards or requirements:

- For tenderers being natural persons, evidence of holding a VAT number is required.
- For tenderers being legally established companies, a Certificate of registration in a business register is required, as prescribed in the legislation of the country in which the tenderer is established.
- For tenderers being public sector organisations, copy of the law of establishment in the original language, accompanied by a short summary in English, is required, jointly with a declaration on the existence or not of a VAT number validated for intra-Community transactions.

If the Applicant is part of a consortium, or other form of temporary grouping, this circumstance must be stated in the ESPD, Part II, Section A, and each of the participating economic operators must complete a separate ESPD with the required information. If the Applicant relies on the capabilities of other entities (e.g. a parent or sister company or a subcontractor), this circumstance must be stated in the ESPD, Part II, section C, and the other entity(ies) must each complete a separate ESPD with the required information.

# Minimum thresholds to access Phase 1 (cont.)

## ***3.4 Economic and financial standing***

All Applicants must provide the European Single Procurement Document (ESPD) in English language, specifying the following information:

- 1) Applicant's total revenue in the most recent available financial year. The information must be provided in the ESPD, Part IV, section B, point 1a) – "Total annual turnover".
- 2) Applicant's solvency ratio in the most recent available financial year. The solvency ratio is stated as the ratio between the Applicant's total equity and the Applicant's total assets. The information must be provided in the ESPD, Part IV, section B, point 4) – "Financial ratios".

The ESPD template is annexed as Attachment 6 to this document.

Re 1) and 2) by "the most recent available financial year" it is meant the most recent year when accounts have been completed in accordance with the rules and practices that apply to the Applicant's financial reporting.

If the Applicant relies on the capabilities of other entities (e.g. a parent or sister company or a subcontractor), this circumstance must be stated in the ESPD, Part II, section C, and the other entity(ies) must each complete a separate ESPD with the required information.

If the Applicant is part of a consortium, or other form of temporary grouping, this circumstance must be stated in the ESPD, Part II, Section A, and each of the participating economic operators must complete a separate ESPD with the required information.

# Minimum thresholds to access Phase 1 (cont.)

## **3.4 Economic and financial standing (cont.)**

Minimum standards or level(s) of economic and financial standing required:

- A total annual turnover of at least EUR 120 000 in the most recent available financial year.

If the Applicant relies on the standings of other entities (e.g. a parent or sister company or a subcontractor), the turnover is calculated as the sum of the turnovers of the Applicant and of these other entities in the most recent available financial year.

In the case of a consortium, or other form of temporary grouping, the turnover is calculated as the participating economic operators' total revenues in the most recent available financial year.

The Contracting authority will assess the turnover based on the information provided in the received ESPD, Part IV, section B, point 1a) – "Total annual turnover". If the information appears in separate ESPDs, they will be assessed together.

- A solvency ratio of at least 5% in the most recent available financial year. The solvency ratio is calculated as the Applicant's total equity in relation to total assets, calculated as a percentage. The solvency ratio is thus calculated as (total equity/total assets) x 100 = solvency ratio.

If the Applicant relies on the assets of other entities (e.g. a parent or sister company or a subcontractor), the solvency ratio is calculated as the total equity of the Applicant and these other entities in relation to their total assets, calculated as a percentage.

In the case of a consortium, or other form of temporary grouping, the solvency ratio is calculated as the participating economic operators' total equity in relation to their total assets, calculated as a percentage.

The Contracting authority will assess the solvency ratio based on the information provided in the received ESPD, Part IV, section B, point 4) – "Financial ratios". If the information appears in separate ESPDs, they will be assessed together.

Please note that in case of multiple requests for participation, the minimum annual turnover and solvency ratio required in point III.1.2) Economic and financial standing must be multiplied times the number of requests. In other words, the same turnover of EUR 120 000 and solvency ratio of 5% may not be counted more than once.

# Minimum thresholds to access Phase 1 (cont.)

## **3.5 Technical and professional ability**

All Applicants must provide the European Single Procurement Document (ESPD) in English language, specifying the following information:

- 3a) if the Applicant has already delivered a similar service in the years 2022, 2023 or 2024. This information must be provided in the ESPD, Part IV, section C, point 1b) — “main services of the type specified”.
- 3b) if the Applicant’s key employees are in possession of relevant educational and professional qualifications in the field. This information must be provided in the ESPD, Part IV, section C, point 6 — “educational and professional qualifications” and the CV of each key employee (in English language and in Europass format) must be annexed to the submitted ESPD. Please note that in case of award of the contract these key employees must remain in the team and cannot be replaced with the consent of the contracting authority. See also clause 5.3 of the draft Partnership Agreement presented as attachment 1 to this document.
- 3c) if the Applicant is in possession of any relevant patent or qualification or market recognition in the field. This information must be provided in the ESPD, Part IV, section C, point 13 — “other technical or professional requirements” and evidence supporting the information must be annexed to the submitted ESPD.

The ESPD template is annexed as Attachment 6 to this document.

Minimum standards or level(s) of technical and professional ability required:

- At least one of the three above conditions – 3a), 3b) or 3c – must be fulfilled.

If the Applicant relies on the capabilities of other entities (e.g. a parent or sister company or a subcontractor), this circumstance must be stated in the ESPD, Part II, section C, and the other entity(ies) must each complete a separate ESPD with the required information and supporting documents (such as CVs or else). This will serve as evidence that the entity in question is legally obliged to the Applicant, without the need for any further declaration.

If the Applicant is part of a consortium, or other form of temporary grouping, this circumstance must be stated in the ESPD, Part II, Section A, and each of the participating economic operators must complete a separate ESPD with the required information.

# Selection criteria, and scores, to access Phase 2

Selection criteria	Max score	Documentation and calculation method
Total annual turnover above EUR 120 000 in the most recent available financial year	10 points	1 point for each EUR 1 000 000 above the minimum EUR 120 000 (also considering the fractions)
Solvency ratio of above 5% in the most recent available financial year	10 points	1 point for each EUR 1% above the minimum 5% (also considering the fractions)
More than one of the three above conditions – 3a), 3b) or 3c – fulfilled	10 points	5 points for each additional condition fulfilled, above the minimum one
Educational and professional qualifications (CVs) of the offered key employees	20 points	Up to 4 points for each CV provided, depending on its quality assessment (0 insignificant, 1 poor, 2 fair, 3 good, 4 excellent)
Existence of any patent or qualification or market recognition in the field	20 points	Up to 4 points for each patent or qualification or recognition provided, depending on its quality assessment (0 insignificant, 1 poor, 2 fair, 3 good, 4 excellent)
Previous similar experiences of provided services -- number	20 points	Up to 4 points for previous similar experiences, depending on their quality assessment (0 insignificant, 1 poor, 2 fair, 3 good, 4 excellent)
Previous similar experiences of provided services -- value	10 points	2 points for each contract or service above the value of EUR 120 000

In case of a tie:

- Priority will be given to SMEs, then to consortia or other forms of grouping than contain one or more SMEs
- In case of additional tie, priority will be given to Applicants who have uploaded CVs with the higher number of offered key employees of other gender than male.

## What will happen next

Until May 2025: we will formulate a ranking for each lot and invite 6+ economic operators per lot to send us their Technical Offers by 27 June 2025.

Until July 2025: received offers will be negotiated bilaterally (in full confidentiality) and the economic operators will be invited to resubmit them by 29 August 2025, this time accompanied by a Financial Offer.

Until September 2025: we plan to award **two tenderers per lot!**

Until December 2025: after the signature of the partnership agreement, we will pay **50% of the contract price as advance payment** to the single tender or to the appointed head of the consortium / temporary grouping, who will take charge of its internal redistribution.

# Minimum requirements to enter the negotiation

Title of the minimum requirement	Generic description
1. Data usage	“The Solution should at least rely on the following datasets: .....”
2. Data acquisition	“The provider should at least acquire the following datasets: .....”
3. Data availability	“The provider should at least use the following datasets made available by the City: .....”
4. Data generation	“The Solution should at least generate the following datasets: .....”
5. Data visualisation	“The Solution should at least enable visualisation of the following datasets: .....”
6. Socio-technical Solution A	“The active engagement of citizens should at least be ensured during the 9 months of experimentation”
7. Socio-technical Solution B	“The way active engagement of citizens will contribute to a better performance of the Solution should be described in detail”
8. Socio-technical Solution C	“A minimum number of ... citizens should be engaged by the provider during the 9 months of experimentation”

All of them to be fulfilled upfront!

Details may differ strongly from lot to lot!

Title of the minimum requirement	Generic description
9. Socio-technical Solution D	“The Solution should at least demonstrate impacts on the following citizen behaviours .....”
10. Socio-technical Solution E	“The provider should at least involve the following local stakeholders during the 9 months of experimentation: ...”
11. Interoperability	“The Solution should at least be interoperable with the following existing IT systems: .....”
12. Privacy	“Use of the Solution should not imply the release of personal data unless for specific and motivated purposes”
13. Sandbox	“The provider should specify which rules/regulations should be temporarily lifted for the purpose of the experimentation”
14. Scalability	“The provider should specify how the Solution can be scaled from the site of experimentation to the broad City level”
15. Transferability	“The provider should specify the conditions under which the same Solution can be adopted by other Cities with similar challenges”

# Award criteria, and their scores

<b>Awarding criteria</b>	<b>Max score</b>	<b>Documentation and calculation method</b>
Discount off the Base Price	30 points	Financial Offer (if unavailable, the score will be conventionally set at zero). 1 point for each full percentage point (without considering the fractions)
Capacity to match the requirements # 1 through 5 of the Host City's Challenge	20 points	Revised Technical Offer Up to 4 points for each requirement matched, depending on the degree (0 unclear, 1 poor, 2 fair, 3 good, 4 excellent)
Capacity to match the requirements # 6 through 10 of the Host City's Challenge	20 points	Revised Technical Offer Up to 4 points for each requirement matched, depending on the degree (0 unclear, 1 poor, 2 fair, 3 good, 4 excellent)
Capacity to match the requirements # 11, 14 and 15 of the Host City's Challenge	12 points	Revised Technical Offer Up to 4 points for each requirement matched, depending on the degree (0 unclear, 1 poor, 2 fair, 3 good, 4 excellent)
Maturity of the proposed Solution at the end of the experimentation	18 points	Revised Technical Offer (2 points per each TRL from 1 to 9)

# IPR management rules

## 7.8 IPR arrangements

Clause 10 of the draft Partnership Agreement regulates the IPR of the material and immaterial assets generated during contract execution.

The Solutions developed and tested within each Host City will become their property at the end of Phase 5 of competition. Moreover, the Municipality hosting the testing environment will have the right — but not the obligation — to purchase the deployed Solution (copies of it) as detailed in clause 3 of the draft Partnership Agreement. The option can be exercised for a period of 12 months after the date of the last payment effected by the Contracting authority. If the Municipality actually orders copies of the Solution within this time frame, the purchase option will be extended by another 12 months after the date the order is placed, so that the Municipality can use the purchase option to order additional copies for up to 24 months after the last payment effected by the Contracting authority.

Purchase of additional copies of the developed Solution is contingent upon the definition of a price not exceeding the one stated in clause 3.1 of the draft Partnership Agreement, which will be confirmed in the Break-Even Analysis mentioned therein (a template is also annexed as Attachment 3 to this document).

The Contractor and the Host City shall not claim any royalty, license fee or other form of benefit from the material and immaterial assets generated, leaving their future exploitation the exclusive prerogative of successful Tenderers. In return, the Tenderers will commit to ensure that updates and maintenance services of the installed Solutions at the Host City (including any additional copies subsequently purchased) will be provided free of any charge for a period of 12 months after the date of the last payment effected by the Contracting authority, with the only exception of damages due to improper usage or storage of parts of the Solution.

# Thank you!



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