

Clarification Note #3

EUSPA internal reference: 323063

Procurement procedure: EUSPA/OP/02/25

Title: EGNSS Transversal Service Contractor (“ETSC”)

Question #4:

We would like to request a clarification regarding the treatment of Options 3 and 4 in the financial proposal. According to the tender documentation, “the estimated total value of all purchases under the Contract is EUR 26,000,000.00 for the whole duration of the Contract, including also the Contract extensions and options. The indicated value includes the budget volume for all activities under the Contract including extensions and options, apart from Options 3 and 4, the activation of which is expected to reduce the estimated total value of the Contract. The above estimated total value does not include such possible reductions due to the activation of Options 3 and 4.”

We understand that Options 3 and 4 correspond to negative options related to the Commissioning phase (i.e., a reduction of 6 weeks under Option 3 and a reduction of 1 day under Option 4), and that their activation would decrease the overall contract value.

However, when preparing the financial proposal, we encounter the following ambiguity:

- *The Financial Sheets indicate that the total price shall include Baseline plus Options.*
- *If Options 3 and 4 are treated as negative values, this could appear inconsistent with the requirement to include options in the total price and may potentially lead to non-compliance with the ITT.*
- *Conversely, if Options 3 and 4 are treated as positive values, the Baseline would need to be reduced accordingly to remain within the overall contract ceiling. This could result in a double counting effect when such options are later activated as reductions.*

In this context, we would appreciate your guidance on the correct approach to reflect Options 3 and 4 in the financial proposal, specifically:

- *Should Options 3 and 4 be included in the Financial Sheets as negative values (i.e., reductions), or as positive values?*
- *How should the total contract value be structured to ensure compliance with the EUR 26,000,000 ceiling while avoiding double counting?*

Answer #4:

All the options contribute to the “Total Price for Evaluation Purposes”, so even if some options will have a final negative value for the purpose of calculating the “Total Price for Evaluation Purposes”, their costs shall be quoted as positive values in their respective tabs in the Financial Template (e.g., tabs “Contract Option 3” and “Contract Option 4”). The formula in the Financial Template file will then automatically subtract the cost of the negative options from the “Total Price for Evaluation Purposes”. Tenderers are reminded that they shall strictly follow the instructions of the Financial Template and do not modify any of the formulas. Further, Tenderers are reminded that the “Total Price for Evaluation Purposes” serves solely the evaluation purposes and does not represent any commitment on the side of the Contracting Authority, neither a total price to be paid under the Contract (for instance since, indeed, some of the options are mutually exclusive).