
TENDER COMPARISON

487573 / Bothnian Coastal Route

Economically most advantageous tender, scoring

Total number of tenders selected for comparison: 2

Total number of tenders selected for this comparison view: 2

Bothnian Coastal Route

**NordicMarketi
ng GmbH**

**Bothnian
Coastal
Route:
Organizing
meetings with
distributors**

**ToolBox
Consulting Oy**

**Bothnian
Coastal Route
- Additional
Tender of
Sales Tours
by ToolBox
Consulting
Ltd.**

<p>The tenderer enters the total price for the service based on the description attached to this request for tender (appendix 1).</p> <p>As for Service entity 1, point d. “Organizing meetings with distributors”, we would like to have a clarification in order to compare the offers in a fair way: The price of the service is to be given per sales event, where one sales event consists the following: a physical sales tour in the DAHC / Benelux area, where two persons from the BCR team attends. During one sales tour there are 6 meetings to be held at the tour operator's premises, not e.g. at a fair. The tenderer may not give any kind of package options, only price / sales tour, without travel costs for the representatives of BCR project.</p>	Maximum points	The given information	Points	The given information	Points
Unit price		6600.00 EUR / Object		5700.00 EUR / Object	
Quantity to procure 1 Object		6600.00 EUR		5700.00 EUR	
Quality = a maximum of 70 points	Maximum points	The given information	Points	The given information	Points

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The quality assessment is carried out by an evaluation team consisting of representatives of the BCR project team. The members of the evaluation team will first evaluate each bid received individually and based on a joint discussion, jointly score the bids for each quality criterion.

70

Preparation of action plan	5,00
References	20,00
Knowledge of tourism sector	20,00
Proven network	20,00
Sustainability	5,00
Quality points total	
Total criteria-specific points	70,00
Service entity 1	20,00
Service entity 2	8,00
Service entity 3	2,00
The total price	30,00
All points in total	100,00

[] Ranking 1.

	3,00
	20,00
	20,00
	20,00
	3,00
	66,00
	70,00
	17,87
	7,35
	2,00
84980,00 EUR	27,22
	97,22

[] Ranking 2.

	5,00
	19,00
	20,00
	15,00
	3,00
	62,00
	65,76
	20,00
	8,00
	2,00
75950,00 EUR	30,00
	95,76

Suitability requirements		NordicMarketi ng GmbH		ToolBox Consulting Oy	
		Bothnian Coastal Route: Organizing meetings with distributors		Bothnian Coastal Route - Additional Tender of Sales Tours by ToolBox Consulting	
Tenderer's information					
Official Name		NordicMarketin g GmbH		ToolBox Consulting Oy	
Postal address		Klockerigge 13a 44892 Bochum Germany		Kalaonnentie 9 B 63 02230 Espoo FINLAND	
Business ID		DE814232174		FI3013795-6	
Tenderer's contact person (name, email and phone number)		Jan Badur +49 178 348 10 48 jan.badur@nor dicmarketing.d e		Ms. Enna Paavola, enna.paavola@ toolboxtravel.fi +35850375132 8	
Tendering within a group					

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Does the tenderer take part in this procurement as a member of a group of other tenderers?

No

No

According to Section 92 of the Procurement Act and Section 90 of the Procurement Act for Special Fields, bidders may submit bids or register as candidates as a group. Grouping refers to the cooperation of bidders in order to obtain a procurement contract. A group can be, for example, a temporary association.

In the offer, the consortium must name one member of the consortium (primarily responsible bidder) in the offer in the "Bidder's information" section, who will handle all communication with the customer. However, all group members are jointly responsible for contractual responsibilities by signing the procurement contract.

According to Section 92 of the Procurement Act and Section 90 of the Procurement Act for Special Fields, the tenderer may use the resources of other units (so-called resource subcontractors) to fulfill the suitability requirements (other suitability requirements) set in the tender request. The resources of other units can be, for example, the financial or technical resources of the provider's owner company, companies belonging to the same

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Please state the names of other members in this group and their tasks in this procurement.

Statement of group members and/or resource subcontractors used and their share in the implementation of the procurement (Part II, Section C of the ESPD form)

The name, business ID, postal address and contact person with contact information (name, e-mail address and telephone number) of at least each group member/power subcontractor must be declared.

The group's mutual agreement / commitment and/or agreements / commitment between the provider and resource subcontractors

A mutual agreement/commitment of group members and/or agreements/commitments between the bidder and the resource subcontractors used must be attached, with which the bidder demonstrates that the aforementioned group members and resource units are available to carry out the procurement.

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Reliance on the capacities of other entities.		No		No	
<p>The tenderer or the group of tenderers may rely on the capacities of other entities with regard to criteria relating to economic and financial standing and to criteria relating to technical and professional ability of the tenderer.</p> <p>Is the tenderer or the group of tenderers relying on the capacities of other entities in order to fulfill these criteria?</p> <p>This refers to those subcontractors who are known at the time of submitting the bid, but whose resources the bidder does not use to fulfill the suitability requirements (other suitability requirements) set in the request for tenders.</p> <p>If subcontracting is used, the bidder is responsible for the subcontracted work as if it were its own.</p>					
<p>Please state the names of these entities the tenderer relies on and their duties in this procurement.</p> <p>At least the subcontractor's name, business ID, postal address and contact person with contact information (name, e-mail address and phone number) must be declared.</p>					

Social obligations and subscriber liability law.					
<p>The tenderer assures that it or its responsible persons are not subject to the Section 80 of the Procurement Act and Section 84 of the Procurement Act for Special Fields so-called mandatory exclusion criteria.</p> <p>Exclusion criteria: http://finlex.fi/fi/laki/alkup/2016/20161397 (Act on Public Procurement and License Agreements 29.12.2016 / 1397)</p> <p>Exclusion criteria: https://www.finlex.fi/fi/laki/alkup/2016/20161398 (Act on acquisitions and concession agreements of entities operating in the field of water and energy supply, transport and postal services 29.12.2016 / 1398)</p>		Yes		Yes	
<p>The tenderer assures that it or its responsible persons are not subject to the Section 81 of the Procurement Act so-called discretionary grounds for exclusion</p> <p>Discretionary grounds for exclusion: http://finlex.fi/fi/laki/alkup/2016/20161397 (Act on public procurement and concession agreements 29.12.2016 / 1397)</p>		Yes		Yes	

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An explanation of the discretionary grounds for exclusion concerning the bidder, as well as any corrective measures the bidder has taken to demonstrate its reliability despite the existence of the grounds for exclusion in question ("cleaning up")?

<p>The tenderer assures that it, as well as potential consortium members and resource subcontractors, fulfill the obligations in accordance with the Customer Liability Act (1233/2006), and that it undertakes to deliver the statements and certificates (no more than 3 months old) presented below in accordance with the Customer Liability Act from its own and potential consortium members and resource subcontractors before signing the contract and whenever requested without separate compensation.</p> <p>- An explanation of whether the company is registered in the advance collection register and employer register according to the Advance Collection Act (1118/1996) and in the VAT register according to the Value Added Tax Act (1501/1993) and, if necessary, an explanation of the grounds for non-registration</p> <p>- Trade register extract</p> <p>- A statement that the company does not have a tax debt as referred to in section 20 b, subsection 1, point 2 of the Act on the Disclosure and Confidentiality of Taxation Information (1346/1999) or a statement from the authority on the amount of the tax debt (tax debt certificate) and a statement on the approved payment arrangement</p> <p>- Certificates of taking out employee pension insurance and paying pension insurance</p> <p>The tenderer has joined Vastuu Group Oy's Reliable partner service</p>		Yes		Yes	
		No			

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To what extent have potential group members and resource subcontractors joined Vastuu Group Oy's Reliable partner service					
Other eligibility requirements					
The tenderer's annual turnover for each of the last three (3) confirmed fiscal years is at least 100000 euros.		Yes		Yes	
Copies of three (3) financial statements and audit reports for the previous approved financial years must be uploaded here, from which the fulfillment of the above requirements can be verified.		NordicMarketing GmbH - BWA 3-Jahres-Vergleich - englisch (1).pdf			
Considering the size and quality of the procurement, the tenderer has sufficient professional, technical, financial and other prerequisites to complete the procurement.		Yes		Yes	
The tenderer has operational liability insurance, the insurance amount should be at least 100000 euros.		Yes		Yes	
The certificate of taking out liability insurance must be submitted before signing the contract.					

<p>The tenderer meets the following reference requirement: The provider must have a minimum of three (3) successful references to show from the past three to five (3-5) years. The work provided in the references must be of similar kind as asked for in this tender. The customer of the reference given must be destinations, tourism companies or a combination of both. Co-operation with national marketing organizations is seen as an advantage. For each reference given, please also specify what the work consisted of and what was the lasting results. The provider must have proven knowledge about the tourism sector in both Sweden and Finland. This to be shown in the references given. Proven network. The provider shall state the number of contacts (to whom for example newsletters are sent to distributors they have in the market(s) stated in this tender. Knowledge of or previous cooperation with EU-funded projects is seen as an advantage.</p>		Yes		Yes	
<p>The tenderer must upload here a more detailed explanation of the indicated references.</p>		Bothnian-Coastal-Route--References-NordicMarketing (4).pdf			
<p>Commitment to other terms of the procurement</p>					

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The tenderer assures that it has familiarized itself with this tender document and its annexes in its entirety and accepts all the conditions and requirements set therein.		Yes		Yes	
The tenderer assures that it has familiarized itself with the draft contract attached to the request for tenders and accepts all the conditions and requirements set therein.		Yes		Yes	
The tenderer assures that it has familiarized itself with the possible questions presented in the request for tender and the answers given to them and has taken them into account as part of the request for tender and its offer.		Yes		Yes	
Presentation of information to be kept confidential					
The tenderer states that its offer contains business and professional secrets or information to be kept secret for other reasons.		No		No	
The bids should be drawn up in such a way that they do not contain secret accurate information.					
The tenderer has marked and named with the text "CONFIDENTIAL" any appendixes to the bid that contain confidential information. Confidential information is identified and marked in the appendixes clearly and distinctively, e.g. by underlining.					

The tenderer has indicated in the Tarjouspalvelu.fi portal on the 'Conditions of eligibility' and 'Procurement object data entry' forms that the information they have submitted must be kept secret.					
The tenderer must upload a separate appendix to this, in which the reasons for confidentiality have been announced for each item/appendix regarding the information presented to be kept confidential in the Tarjouspalvelu.fi portal and in the tender's appendixes.					
Procurement contract contact information					
Contract contact person with primary responsibility for the procurement contract (name, job title/position, e-mail address and telephone number)		Jan Badur Managing Director +49 178 348 10 48 jan.badur@nor dicmarketing.d e		Enna Paavola Senior Market Specialist enna.paavola@ toolboxtravel.fi	
The name and job title/position of the signatory of the procurement contract		Jan Badur Managing Director		Kari Halonen CEO	
The e-mail address and mobile phone number of the signatory of the procurement contract		+49 178 348 10 48 jan.badur@nor dicmarketing.d e		kari.halonen@t oolboxtravel.fi +35850375132 8	
The procurement contract is primarily sent electronically for signature.					
Postal address of the signatory of the procurement contract		Klockerigge 13a, 44892 Bochum, Germany		Kalaonnentie 9 B 63, 02230 Espoo, FINLAND	

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Calculation method



By procurement

By procurement

By procurement

Manual

smallest entered value
----- * maximum score
tendered value

