***Atklāta sarunu procedūra “Ziemeļu-Baltijas ūdeņraža koridora nacionālais komerciālais pētījums (izmaksu un ieguvumu analīze, komerciālais un finansiālais novērtējums)”, (Iepirkuma ID Nr. PRO-2025/190), turpmāk – Iepirkums.***

***Open negotiated procedure “National Commercial Study of the North-Baltic Hydrogen Corridor (Cost-Benefit Analysis, Commercial and Financial Assessment)” (Id. Nr. PRO-2025/190), hereinafter – Procurement.***

Akciju sabiedrība “Conexus Baltic Grid”, reģistrācijas Nr. 40203041605, (turpmāk – Pasūtītājs/Conexus).

The Joint Stock Company "Conexus Baltic Grid" (registered as "Akciju sabiedrība "Conexus Baltic Grid"), hereinafter – Customer/Conexus.

Iepirkuma komisija (turpmāk – Komisija) ir saņēmusi ieinteresētā piegādātāja jautājumus un sniedz šādas atbildes uz tiem (citējot jautājumus):

The Procurement Commission (hereinafter referred to as the Commission) has received questions from an interested suppliers and provides the following responses to them (quoting the questions):

| **Nr.** | **JAUTĀJUMI / QUESTIONS** | **ATBILDES / ANSWERS** |
| --- | --- | --- |
| **1.** | **Cost inputs:** Could you specify which investment-related costs the TSO will provide to the Consultant (eg, CAPEX for construction works, purchase of materials and equipment, permits, rights-of-way, groundwork, preparatory work, design, stakeholder consultations, equipment purchase, installation, decommissioning). The same clarification is requested for operating costs. Could you share lists distinguishing cost items to be supplied by the TSO from those to be covered by the Consultant? | TSO provides the cost template (indicative only; subject to change during the project) with the indicated minimal content of cost types up for estimation. Please refer to the attached .xlsx file – “NBHC\_expenditures\_CBG\_27\_10” |
| **2.** | **Accuracy level:** Please confirm that the required Class 3 (-20% / +30%) accuracy applies to the overall project estimate, not to each sub-component individually. | The Class 3 (–20% / +30%) accuracy level applies to the overall project cost estimate, not to each individual sub-component. Sub-component estimates may have varying levels of accuracy, but the combined total will meet the specified Class 3 accuracy range. |
| **3.** | The first one is regarding the task 1 on cost estimates. In the description of this task, it is mentioned that “cost estimate shall target Class 3”. To achieve a Class 3 is very ambitious and requires access to very detailed studies of the project, therefore we were wondering if a class 4 cost estimate would suit your needs and what studies would be provided to the Consultant to carry out this cost estimate ? | Please, see the answer to Question No.2. |
| **4.** | Our second question is with respect to task 4. Our understanding is that in this task the development of a tariff model from scratch is expected from the Consultant, and we were wondering if there are some local legislations or policies that you would like to be taken into account in this tariff model? | The understanding of the task corresponds to the expectations of the TSO. Although, neither national legislation, nor policy for hydrogen transmission has been developed in Latvia, the EU level legislation provides framework for available tariff settings. |
| **5.** | If possible, we would greatly appreciate it if the deadline could be extended slightly. Thank you for your understanding. | The deadline for submitting tenders has been extended until November 10, 2025 at 12:00 PM (Latvian time). |
| **6.** | We understand that assessing the Latvian hydrogen market is part of the assessment. Is local market expertise (i.e. through Latvian experts) strictly necessary? | TSO considers it as favourable factor for delivering comprehensive and reasonable analysis. |
| **7.** | Task 1 requires producing a detailed breakdown of costs. Could you please specify which advancements of the cost estimates relative to the input provided by Connexus are expected? | Please, see the answer to Question No.2. |
| **8.** | Could you please comment on the intended use of the socio-economic benefit calculation, as the degree of detail (and hence the commercial implications) vary depending on the intended purpose. | The analysis on socio-economic benefits shall primary serve as advocating material intended for project’s stakeholders, which would justify/challenge the project’s added value to Latvian economy. |
| **9.** | Do you expect the financial model to be completely aligned with applicable accounting and taxation standards, or are you aiming for a representative financial model capturing all main financial aspects? | The TSO expects the financial model refined to a stage where it provides a reliable basis for decision-making. The financial model should be reasonably aligned with International Financial Reporting Standard and national taxation regime. |
| **10.** | We understand a market survey will be conducted in Q1 of 2026. Could you please confirm that maximum , average offtake and willingness to pay for delivered hydrogen of future grid-users will be part of the survey? | The questionnaire contains questions on offtake capacity needs (MWh/h) and yearly consumption (MWh),mand indicative willingness to pay for hydrogen delivered. |
| **11.** | Is it possible to get an extension upon the deadline? | The deadline for submitting tenders has been extended until November 10, 2025 at 12:00 PM (Latvian time). |
| **12.** | Under 19.11 of the RFP, “the members of the association of suppliers are jointly and severally liable towards the Customer (hereinafter - the partnership Contract)”.  Whilst we would be happy to sign a sub-contracting agreement with a partner supplier, it is against our corporate policy to commit to both being liable to the client.  It is more typical for there to be a lead Consultant who assumes liability, and the sub-contractor is liable to them.  Is 19.11 mandatory or would you allow liability being limited only to the lead consultant with the sub-contractor liable to them? | We would like to clarify that Clause 19.11 of the Regulations applies exclusively to situations where an offer is submitted by an association of suppliers. Subcontracting represents a distinct form of cooperation between companies, and therefore, Clause 19.11 does not apply in cases involving subcontracting. |
| **13.** | Is our understanding correct that the requirements under 9.1 and 9.2 can instead be met by a European Single Procurement Document? | According to public procurement practice and the Regulations (Regulations 9.10.) the Public Service Provider accepts the European Single Procurement Document as the initial proof of compliance with the Tenderer selection requirements defined by the Regulations of the negotiations. However, please be notified, that in this particular case ESPD could be a valid and useful solution only for the proving non-eligibility of the exclusion conditions (Regulations 9.1.), because the Commission will perform the examination of the exclusion conditions only for the Tenderer who, in accordance with the Regulations, should be awarded the contract (Regulations 14.3.).  In turn, in order for the Commission to be able to verify the applicant's compliance with the qualification requirements specified in Section 9.2 of the Regulations, it would need the specified information. Therefore, despite the fact that the submission of ESPD is not prohibited, if the tender lacks the necessary details for assessing the applicant’s qualifications, the Commission will request this information regardless.  In addition, we would like to point out that, while the submission of the ESPD is not prohibited, Additionally, we emphasize that information regarding both the applicant’s and staff’s experience is essential—not only for qualification assessment but also for evaluating the most economically advantageous tender, as points are awarded based on this criterion..  In light of the above, and to ensure a smooth and efficient evaluation process, we kindly invite you to submit all relevant information for qualification assessment and determination of the most economically advantageous tender along with your tender documents. |
| **14.** | We note that under 5.4 “answers to questions of interested suppliers are publicly available on Conexus’s website: <https://conexus.lv/procurements>”, we cannot see any to date though.  Are there any?  Whereabouts would we see them? | We inform that, as of now, no answers have been published on the Conexus website under Section 5.4. If any responses are provided, they will be made publicly available at <https://conexus.lv/procurements>.  It’s possible that the answers will be published on 27–28 October, in line with the procurement commission’s planned review schedule. We recommend checking the Conexus website during that time and periodically thereafter for any updates. |
| **15.** | Šobrīd mēs, …, … izskatām iespēju iesniegt savu piedāvājumu atklātai sarunu procedūrai “Ziemeļu-Baltijas ūdeņraža koridora nacionālais komerciālais pētījums”, ID Nr. PRO-2025/190. Tā kā paredzamais darbu apjoms ir plašs, intensīvs, un prasa augsta līmeņa speciālistu iesaisti, saredzam, ka šobrīd paredzētais termiņš (2025. gada 3. novembris) diemžēl varētu būt nepietiekams, lai sagatavotu visaptverošu, kvalitatīvu piedāvājumu un nokomplektēt iespējami kompetentāko speciālistu komandu šādu pakalpojumu veikšanai. Vēlamies, lai spējam piedāvāt veikt šādus darbus ar iespējami augstāko pievienoto vērtību Conexus, tāpēc lūdzam pagarināt termiņu par 2 nedēļām. Tas veicinātu mūsu iespēju iesniegt Conexus kvalitatīvu, konkurētspējīgu un profesionālu piedāvājumu. | The deadline for submitting tenders has been extended until November 10, 2025 at 12:00 PM (Latvian time). |
| **16.** | …, we were wondering if it could be possible to be granted a two-weeks extension for the submission deadline? | The deadline for submitting tenders has been extended until November 10, 2025 at 12:00 PM (Latvian time). |