Framework Agreement for Development Support

Award number: EINCC-256

Award Criteria

1. Information on overall evaluation

This document describes the evaluation methodology for submitted bids and outlines the documents required as part of the tender. Bidders are required to submit the following documents for the award criteria:

- **Price sheet** (please use the provided form "Part D_Appendix 01_Price sheet") – forms the basis for the evaluation of the "Price" award criterion
- **Role profiles** (please use the forms provided in folder Role profile templates)

For each award criterion, this document sets out the relevant evaluation categories, the number of points available, and the applicable weighting. Depending on the criterion, scoring will be based either on the submitted price sheet or on the submitted role profiles.

2. Evaluation method

The framework agreements are awarded to the three most economically advantageous bids, which, taking into account the stated criteria and weightings, achieve the highest overall scores (with a maximum score of 100 points, calculated to three decimal places).

Overall score = Total Price Score + Total Quality Score

The three bids are ranked in descending order of their overall score. If fewer than three admissible tenders remain, framework agreements are awarded to the remaining tenders only. The ranking determines the order of call-offs pursuant to section 5.2 of the service description. In the event of equal overall scores, the tender with the higher score in the criterion "Total Quality Score" of the submitted role profiles is ranked higher. This applies to the determination of all ranks, in particular where tenders with equal overall scores compete for rank 3.

For **Total Quality Score**, a total number of **60 points** can be awarded. The Client expects a **minimum quality score** in order to be included in the evaluation. Bidders that achieve a total quality score of less than **30 points** (out of a maximum of 60 points) will be excluded from the evaluation. For **Total Price Score**, a total number of **40 points** can be awarded.

3. Information on Total Price Score

3.1 Preliminary remarks and notes

For **Total Price Score**, a total number of **40 points** can be awarded.

The price sheet in Part D_Appendix 01_Price sheet contains all roles as mentioned in the service description. All prices are all-inclusive prices incl. travel expenses (fixed prices). All prices must be stated in EUR (net, excluding VAT) and must include all applicable costs such as transport, travel and any other costs required for complete service delivery and effective cooperation with the client.

The bidder must only complete the grey cells in accordance with the description and may not make any changes to the structure or composition of the price sheet. Otherwise, the offer must be rejected/excluded.

3.2 Categories for Total Price Score

A – Mandatory roles

The daily rates must be entered for all roles as part of Part D_Appendix 01_Price sheet. Failure to provide price information results in the bid being rejected/ excluded.

Role	Daily rate [EUR]
Software Architect	
iOS Developer	
Android Developer	
Backend Developer	

Please note the following information:

- Daily rates are to be quoted per role as defined in the service description. These definitions and minimum requirements are binding for the price sheet.
- For billing purposes, daily rates per role are taken into account (grey fields in table above).
- All daily rates are based on full working days including 8 working hours.
- If needed, parties can agree to bill on an hourly basis. When billing on an hourly basis, the hourly rate is calculated as 1/8 of the daily rate for the individual role.

B – Optional roles

The roles listed below and described as optional in the Service Description may be provided by the Bidder. If all or particular roles are not provided by the bidder the bidder should enter “n/a” in the table. If a value is entered, it will be included in the calculation of award criteria "price". A bidder is required to provide a minimum of one optional role in order to receive points.

Role	Daily rate [EUR]
App Analytics Specialist	
DevOps/ platform Engineer	
Integration Engineer	
Operations Engineer	
Product Owner	
QA/ automation Engineer	
Security Engineer	
UI/UX Designer	

Please note the following information:

- For billing purposes, daily rates are taken into account.
- All daily rates are based on full working days including 8 working hours.
- If needed, parties can agree to bill on an hourly basis. When billing on an hourly basis, the hourly rate is calculated as 1/8 of the daily rate for the individual role.

3.3 Scoring for Total Price Score

Preliminary score per role

For each of the roles (mandatory and optional) a **preliminary score** with a **maximum of 10 points** is awarded:

- For mandatory and optional roles, daily rates are the basis for evaluation.
- A maximum of 10 points is awarded to the lowest daily rate for the respective role.
- 0 points are awarded to a fictitious bid with twice (200%) the lowest daily rate in the respective role. Daily rates between lowest daily rate and 200% of the lowest daily rate are scored by linear interpolation leading to a preliminary score per role. The lowest daily rate is determined among the bids considered in the evaluation.
- All bids with daily rate above twice the daily rate for a given role receive 0 points.

Role group average

The average score for a role group (see Service Description. 2 role groups exist: mandatory roles and optional roles) is calculated as the mean of all preliminary role scores within the group. When calculating the average for the optional roles, only the roles offered by the bidder are included in the calculation.

Mandatory role group average = Sum of preliminary scores for mandatory roles / 4

Optional role group average = Sum of preliminary scores for offered optional roles / Number of offered optional roles

A **maximum of 10 points** can be awarded for each of the mandatory and optional role groups. If a bidder does not provide some or all of the optional roles, the bid will be taken into

account, yet a minimum of one role needs to be provided in order to earn points in the price category for optional roles. Optional roles not offered are excluded from the calculation of the optional-role average. Point averages are only calculated based on roles where points are awarded.

Total Price Score

The Total Price Score is calculated as the sum of the role group averages. The role group average for the mandatory roles is multiplied by a factor of 3 to reflect its higher importance:

Total Price Score = 3x mandatory role group average + 1x optional role group average

The maximum Total Price Score is 40 points. Points are rounded to the third decimal place.

4. Information on Total Quality Score

4.1 Preliminary remarks and notes

For **Total Quality Score**, a total number of **60 points** can be awarded.

The quality of a tender is evaluated on the basis of the role profiles submitted with the bid. For each role described in the service description, the bidder submits one role profile if not mentioned otherwise, i.e. six role profiles for the mandatory roles and eight role profiles for the optional roles. If an optional profile is not offered with the bid, the bidder uploads an empty role profile template. If a bidder provides more role profiles than required for a given role, only the required amounts will be taken into account for evaluation (based on alphabetical order by surname).

If a bidder cannot provide some or all of the optional roles, the bid will be taken into account, yet a minimum of one role needs to be provided in order to earn points for optional roles (see Total Quality Score calculation below). Bidders are not excluded from the tender when not offering any optional roles.

Each role profile must meet the following **minimum requirements**:

(1) Professional experience: The named person has professional experience in the respective role and field of at least four years.
(2) Language skills: The named person is able to work in English at a level of at least C1 of the Common European Framework of Reference for Languages (CEFR). Knowledge of German is optional and is not an evaluation criterion.
(3) Location. The named person is located in the European Union/ European Economic Area within a time zone of +/- 2 hours of Central European Time.
(4) Project references: Each role profile includes at least one and up to three project references of the named person, which must meet the following requirements:

- The named person has contributed to the referenced project in the respective role for at least three person-months (PM).

- At least part of the person's contribution was provided on or after 01.11.2023. Completed and ongoing projects are accepted. A project that began before this date is sufficient if services were also provided within the reference period.
- The project must have been carried out for private or public clients in European Economic Area (EEA).

Irrespective of seniority, the submitted role profiles must demonstrate a high level of professional expertise and independence within their discipline. They are expected to independently manage complex tasks, take responsibility for their quality and delivery, resolve challenging problems and make sound professional decisions. They also contribute to the development of the wider team through guidance, reviews and knowledge sharing.

A bid in which a role profile for a mandatory role does not meet these requirements is excluded from the evaluation. A role profile for an optional role that does not meet these requirements is awarded zero points.

4.2 Scoring Total Quality Score

The role profiles are evaluated separately for each role by comparing all submitted role profiles for that role on the basis of the following evaluation criteria, listed in descending order of importance:

1. **Experience in the identity realm:** Experience in one or more of the following areas: (a) developing a wallet solution based on the NiScy reference implementation and/ or (b) supporting a Member State in providing an EUDI wallet solution and/or (c) developing and operating an identity wallet.
2. **Experience in technical frameworks:** Experience with frameworks, standards and protocols relevant to the project as described in section *Frameworks, standards and protocols* of the service description.
3. **Relevance of the project references:** Relevance of the project references relative to the service modules described in the service description.
4. **Individual contribution:** Scope and significance of the person's individual contribution in the projects described, including role, responsibility and results.
5. **Match with the role description:** Degree to which the named person's background, professional experience and key skills match the requirements of the respective role description in section *Roles* of the service description.
6. **Availability:** (Applies only to mandatory roles) Availability of the named person at the extent of 100 % as of the expected start date of the framework contract. Limited availability (e.g. less than 100%) at the start or at a later stage has negative impact on the role evaluation,
7. **Extent of involvement.** Duration of the project references and extent of the person's involvement in them.
8. **Open source:** Contributions to open source projects relevant to the respective role.
9. **Public sector:** Experience in projects for public sector clients.

The number of criteria bears no relation to the number of points awarded. Points are awarded exclusively on the basis of the comparison of all role profiles submitted for the same role, as described in section 4 of the service description. Each role profile is assessed as a whole against all evaluation criteria– taking the order of importance listed above into account. At most three project references per role profile are considered (first three in order of submission); further references are disregarded.

Only information contained in the role profiles is considered. Experience beyond the minimum requirements is considered only to the extent that it is relevant to the criteria above; the number of years of experience alone is not an evaluation criterion.

Each role is evaluated separately by comparing all role profiles submitted by all bidders for that role. The best role profile(s) receive 5 points, the next best 4 points, and so on in descending order down to 1 point. All remaining role profiles receive 0 points. Role profiles of equal quality receive the same number of points. Where multiple role profiles are submitted for a single role (e.g. iOS developer), each role profile is assessed individually using the same evaluation approach.

The quality score of a bid is the sum of the points achieved across all evaluated mandatory role profiles plus the average of achieved points across all offered optional roles. Optional roles not offered by the bidder, do not affect the average score for optional roles. The sum is multiplied by a scaling factor:

Total Quality Score = (Sum of scores for mandatory roles + Average score for optional roles) x 12/7

The maximum Total Quality Score is 60 points. The Client expects a **minimum quality score** in order to be included in the evaluation. Bidders that achieve a total quality score of less than **30 points** (out of a maximum of 60 points) will be excluded from the evaluation. Points are rounded to the third decimal place. If no optional role is submitted, the average score for optional roles is zero.

5. Example scoring

5.1 Example scoring for Total Price Score

A fictional Bidder A submitted all mandatory roles and role profiles for three optional roles leading to a Total Price Score of 23,583.

Category	Role	#	Prelim Score	Average
Mandatory	Software Architect	-	3	5,8
	iOS Developer	1	10	
	iOS Developer	2		
	Android Developer	1	5	
	Android Developer	2		
	Backend Developer	-	5	
Optional	App Analytics Specialist	-	5	6,3
	DevOps/ Platform Engineer	-	6	
	Integration Engineer	-	n/a	
	Operations Engineer	-	n/a	
	Product Owner	-	8	
	QA/ Automation Engineer	-	n/a	
	Security Engineer	-	n/a	
	UI/UX Designer	-	n/a	
Total Price Score				**23,583**

Note: Total Price Score = **3x** Mandatory Average + **1x** Optional Average

Scores per role are calculated based on the formula stated in 3.3:

Preliminary Score for Role B = 10 × (2 – P(B) / P(B)min) for P(B)min ≤ P(B) ≤ 2 × P(B)min, and 0 points for P(B) > 2 × P(B)min,

where:

- B: any role “B”
- P(B): Price offered for role “B” by bidder A
- P(B)min: Price offered for role “B” by the bidder who offered the lowest price (“min”)

Considering bidder A offers role "Backend Developer" for a daily rate of EUR 72/day and the lowest daily rate offered for role "Backend Developer" among all bidders is EUR 60/ day (all values are fictitious):

Preliminary Score for Role "Backend Developer" = 10 × (2 - 72/60) = 8

5.2 Example scoring for Total Quality Score

A fictional Bidder A submitted all mandatory roles and role profiles for three optional roles leading to a Total Quality Score of 46,857:

Category	Role	#	Score for role	Sum	Average
Mandatory	Software Architect	-	3	23,0	
	iOS Developer	1	4		
	iOS Developer	2	5		
	Android Developer	1	3		
	Android Developer	2	5		
	Backend Developer	-	3		
Optional	App Analytics Specialist	-	5		4,3
	DevOps/ Platform Engineer	-	4		
	Integration Engineer		n/a		
	Operations Engineer	-	n/a		
	Product Owner	-	4		
	QA/ Automation Engineer	-	n/a		
	Security Engineer	-	n/a		
	UI/UX Designer	-	n/a		
Preliminary Total Quality Score				27,333	
Total Quality Score (incl. Scaling factor)				**46,857**	

Note: Preliminary Total Quality Score = **Sum** of Mandatory Scores + **Average** of Optional Scores. Scaling factor of **12/7** is multiplied to get Total Quality Score

5.3 Example scoring Overall Score

In the example described in 5.1 and 5.2, the Overall score can be calculated:

Overall score = Total Price Score + Total Quality Score = 23,583 + 46,857 = 70,440

The tables above are provided to the bidder as document *Part C_Appendix_01 Sample evaluation matrix* in the appendix.