

#	Receipt of Question		Question	Reference	Answer proposed
1	24.09.2026	17:34h	Can you confirm that the EUR100,000 budget is per lot and not the budget for the entire contract (i.e. for all lots)?	Invitation to Tender	Yes.
2	26.09.2026	15:55h	Does EIT RawMaterials envisage that proposals may be led by a learning-development organisation, with named domain SMEs or specialist organisations participating as consortium members or subcontractors, provided all SME, eligibility and delivery requirements are fully met?	Invitation to Tender	Yes. A learning-development organisation may lead a tender with domain specialists participating as consortium members or subcontractors, provided the applicable eligibility and delivery requirements are met. The proposal must identify the lead Subject Matter Expert(s) and include their CVs. Where a tenderer relies on a third party's professional ability or experience, that third party must perform the services for which those capacities are required.
3	26.09.2026	15:55h	Does EIT RawMaterials intend to provide, or would it consider providing, any neutral mechanism through which interested organisations with complementary capabilities can identify potential consortium or subcontracting partners?	Invitation to Tender	No. EIT RawMaterials will not provide an opt-in list, partner-search noticeboard or other partner-matching mechanism for this procurement. Interested organisations may independently form consortia or subcontracting arrangements in accordance with the procurement documents and applicable competition law.
4	26.09.2026	15:55h	Could an opt-in list, partner-search noticeboard or similar mechanism be made available for organisations willing to collaborate on particular Lots?	Invitation to Tender	No. Please see the answer to question 3.
5	26.09.2026	15:55h	Is it correct to understand that EIT RawMaterials does not expect every individual tendering organisation to employ internally the full range of subject-matter, instructional-design, digital-development, assessment, accessibility and certification capabilities required by the procurement?	Invitation to Tender	Correct. The procurement documents do not require each individual organisation to employ all the required capabilities internally. Tenderers may submit a tender as a consortium or rely on third-party capacities, subject to the eligibility, documentation and performance requirements set out in the procurement documents. The proposal must identify the lead organisation and explain how the proposed team will deliver the full scope of services.
6	28.09.2026	10:03h	The notice ticked the procurement as suited especially for start-ups and other SMEs, but freelancers or self-employed applicants were not ticked. May a freelancer under a personal VAT number tender?	Invitation to Tender; Contract Notice	Yes, provided that all applicable eligibility and tender requirements are met.
7	28.09.2026	10:03h	If a freelancer under a personal VAT number submits a tender alone, is the tenderer treated as a sole tenderer or as a micro-enterprise, and does this affect any criterion?	Invitation to Tender	A tenderer submitting alone participates as an individual tenderer. The published eligibility and award criteria shall apply.
8	28.09.2026	10:03h	How do the turnover, headcount and work-example criteria apply to a tenderer established less than three years ago? Are these criteria pass/fail requirements or are they scored?	Declaration of Eligibility	Please refer to the explanatory footnotes in the Declaration of Eligibility and to Section 6.2 of the Invitation to Tender. The turnover and headcount criteria are information criteria ("I"). The three-year period for work examples does not require the business to have existed throughout that period; however, the submitted examples must fall within the period and demonstrate the required comparable experience. Those work-example requirements are minimum requirements ("EX") assessed on a pass/fail basis as part of the eligibility assessment.
9	28.09.2026	10:03h	May work examples be drawn from a tenderer's earlier professional work, such as school leadership or moderation of a European Commission-funded course?	Declaration of Eligibility	Yes. Work examples may be drawn from a tenderer's earlier professional work. However, moderation of a course is not sufficient proof of experience in designing and developing courses or modules.
10	28.09.2026	10:03h	If a guarantee is required, what form and amount are required? Can it be reduced or waived for small applicants, or provided after award?	Guarantees	Please refer to the service agreement and the procurement documents. Neither the contract notice nor the procurement documents require a guarantee.

#	Receipt of Question		Question	Reference	Answer proposed
11	28.09.2026	10:03h	What is the minimum professional indemnity insurance, is it needed at submission or only at award, and can it be taken out after award?	Declaration of Eligibility; Service Agreement	No minimum coverage amount is specified.
12	28.09.2026	10:03h	What are the payment terms: milestone payments, an advance, and the invoicing period?	Service Agreement	Please refer to Article 2 of the Service Agreement for the payment and invoicing terms.
13	28.09.2026	10:03h	Does submitting a tender entail any costs for the tenderer, such as costs for a qualified electronic signature, certified documents or translations?	Tender preparation costs; Translations	Access to the procurement documents is free of charge. A qualified electronic signature is not required for submission. Documents not in English must be accompanied by English translations; certified translations are not required. Any costs incurred in preparing and submitting a tender, including any costs of obtaining or translating documents, are borne by the tenderer and will not be reimbursed. Please refer to sections 2 and 5 of the Invitation to Tender.
14	28.09.2026	10:03h	Where a tenderer relies on an external SME, may the SME's CV and Validation Statement be supplied after the deadline under the provision concerning missing tenderer-related documents?	Invitation to Tender	All requested documents must be submitted with the tender. Section 56(2)-(4) Procurement Ordinance shall apply to missing documents. The decision to request missing documents is at the discretion of EIT RawMaterials.
15	28.09.2026	10:03h	How does the "team" criterion score an applicant with an external SME rather than in-house staff?	Invitation to Tender	The team proposal is assessed under the published team criterion, weighted at 10%. Identify lead SME(s), submit their CVs and explain their roles and contribution. Teams made up of internal members shall be treated and evaluated equally as teams comprising external partners.
16	28.09.2026	10:03h	Is a credible plan and timeline for securing an SME assessed differently from a named, confirmed SME?	Invitation to Tender	We will not pre-evaluate possible tender scenarios. It is the responsibility of the tenderers to prepare a promising team proposal.
17	28.09.2026	10:03h	How long does certification under the Training Contributor Certification Programme (TCCP) take for an SME, and does it entail any costs for the SME or the tenderer?	SoW	It is the tenderer's responsibility to bear the costs eventually associated with the involvement of SMEs. We cannot provide information on the duration of the certification process.
18	28.09.2026	10:03h	Would EIT RawMaterials consider making contract signature conditional on the SME's verification of the technical content?	Invitation to Tender; SoW	No. For the identification of lead SMEs, please refer to section 6.4 of the Invitation to Tender. For the SME Validation Statement, please refer to section 2.2.7 of the applicable Statement of Work.
19	28.09.2026	10:03h	Is the absence of existing training accreditations or quality marks an eligibility bar, or is it relevant only to scoring?	Declaration of Eligibility	Please refer to criterion C3 of the Declaration of Eligibility and section 8.1 of the Invitation to Tender for the distinction between the declaration of existing accreditations and the evaluation of the course-certification proposal.
20	28.09.2026	10:03h	Would EIT RawMaterials accept a plan to obtain certification through a recognised body or through its own quality check instead of an existing accreditation?	Declaration of Eligibility	An existing accreditation held by the tenderer is not specified as a minimum requirement. Please also see the answer to question 18 and section 2.2.6 of the applicable Statement of Work
21	28.09.2026	10:03h	Could EIT RawMaterials list every form and declaration needed at submission, and say which may be supplemented later?	Invitation to Tender	No. For the documents to be submitted with the tender, please refer to sections 6.1–6.5 of the Invitation to Tender and the list of documents in the Tender Letter. For the rules on requesting missing documents after the submission deadline, please refer to section 5 of the Invitation to Tender.
22	28.09.2026	10:03h	Is a single-lot bid possible for a one-person practice, or do we need to bid on all lots?	Invitation to Tender	A single-lot bid is possible. Regarding the submission of tenders for individual lots, please refer to section 6 of the Invitation to Tender.
23	28.09.2026	10:03h	Please confirm that the earlier RfPs are superseded and that the DTVP tender documents are the only binding requirements.	Tender documents	Tenders in this procedure must be prepared on the basis of the latest versions of the procurement documents and Q&A published through DTVP.
24	28.09.2026	11:21h	The tender documents contain two different submission deadlines for 23 October 2026: 00:00 CEST in Section 5 and 12:00 CEST in the timetable in Section 10. Could you please confirm the binding submission deadline?	Invitation to Tender	The deadline for receipt of tenders is 23 October 2026 at 12:00 noon (CEST). The reference to 12:00 AM in Section 5 of the Invitation to Tender was an editorial error has been corrected in the updated Invitation to Tender.

#	Receipt of Question		Question	Reference	Answer proposed
25	28.09.2026	11:21h	What is the specific scope of Sub-lot 1 and Sub-lot 2 within each Lot? Is exactly one course expected per Sub-lot? If a tenderer is awarded both Sub-lots of the same Lot, are two different courses expected, or could the same course fulfil the requirements of both Sub-lots? Please clarify how the two Sub-lots differ in terms of scope and deliverables.	Scope of Sub-lot 1 and Sub-lot 2	The two sub-lots of each lot do not differ in terms of scope and deliverables. There is no specific number to be developed per sub-lot.
26	28.09.2026	11:21h	Does the budget ceiling of EUR 100,000 excluding VAT apply to each Lot as a whole or separately to each Sub-lot?	Budget ceiling per Lot or Sub-lot	Please see the answer to question 1.
27	28.09.2026	11:21h	How should the tender letter, declaration of eligibility, price list and technical proposal be submitted if a tenderer bids for both Sub-lots of one Lot? Is a separate price sheet and technical concept required for each Sub-lot, or should the information be consolidated in the existing Lot-specific forms? Please also clarify how the proposals and prices for the two Sub-lots will be evaluated.	Submission structure for multiple Sub-lots	Offers for sub-lots must be complete and comprise all requested documents. Offers for sublots must be identifiable and clearly marked as such, e.g 'lot 1 - subplot 1'.
28	28.09.2026	11:21h	Is there a minimum or expected number of courses or modules, a target learning duration or any other predefined production scope per Sub-lot, or are tenderers expected to define the appropriate number, structure and learning hours themselves in their proposal?	Number, duration and scope of courses/modules	There is no specific number of courses or modules expected per subplot. Tenderers are requested to propose a course/module structure that best meets the Academies' objectives. Please also refer to Section 6.4 of the Invitation to Tender.
29	28.09.2026	11:21h	Could you please provide a corrected evaluation matrix, including the calculation of the weighted overall score? The individual weightings and maximum weighted scores currently shown do not correspond to the stated overall weighting of 80% for the technical and functional proposal, 10% for the team and 10% for price.	Evaluation matrix and scoring methodology	Thank you for pointing out the inconsistencies in the table in Section 8.1 of the Invitation to Tender. We have corrected the weightings. Please refer to the updated version 1.1 of the Invitation to Tender.
30	28.09.2026	11:21h	Which WCAG 2.2 conformance level is required for the courses, assessments and Starter Packs: Level A, AA or AAA? Which testing and acceptance criteria will EIT RawMaterials use to determine compliance?	SoW, Section WCAG 2.2 conformity level and acceptance criteria	Courses are expected to be aligned with WCAG 2.2 AA level. The Contractor shall provide an accessibility conformance statement with each deliverable, listing the success criteria tested, the methods used and any known exceptions. EIT RawMaterials will verify compliance during acceptance testing on the Academy learning platform, using automated tools, manual checks (keyboard navigation, screen reader, colour contrast, captions) and the QMS quality checklists. Non-conformities must be corrected by the Contractor before acceptance.
31	28.09.2026	11:21h	Is one thematically comparable work sample from the last three years sufficient as evidence of technical and professional capacity for each Lot tendered for? May the same reference be used for several Lots if it is demonstrably relevant to the respective subject matter?	Declaration of Eligibility; Reference requirements	Yes. Criterion C1 requires at least one work example meeting the stated requirements for the relevant Lot. The example must demonstrate experience in both designing and developing courses or modules with comparable content and must relate to services delivered or performed within the three years preceding the submission deadline. The same example may be identified for more than one Lot, provided its comparability is declared separately for each Lot.
32	28.09.2026	11:21h	Is at least one Starter Pack required per course, per Sub-lot or per Lot? Is the Starter Pack a mandatory deliverable, or only required if explicitly proposed by the tenderer?	Starter Pack requirements	Starter Packs are only required if explicitly proposed by the tenderer.

#	Receipt of Question		Question	Reference	Answer proposed
33	28.09.2026	11:21h	Which subject-matter materials, datasets, industry cases, design templates, branding assets and platform or tool access will EIT RawMaterials provide for course development?	Inputs provided by EIT RawMaterials	EIT RawMaterials will provide the applicable branding guidelines. Everything else is part of the contractor's services and will need to be arranged by the tenderer..
34	28.09.2026	11:21h	How many review and correction cycles are envisaged during development and acceptance? Are there defined turnaround times for feedback, approvals and other required decisions by EIT RawMaterials?	Review and approval cycles	Turnaround times very much depend on the specific courses or modules to be reviewed and cannot be specified in advance. Please refer to Article 1.6 of the Service Agreement, which provides for an appropriate acceptance review period based on the scope of services and the associated review effort. This period begins upon delivery of the completed work results. Non-conforming deliverables must be corrected and resubmitted for acceptance without delay, at the latest within the reasonable period specified for this purpose.
35	28.09.2026	11:21h	Will the six-month delivery and acceptance period be extended if required materials, platform access, decisions or approvals from EIT RawMaterials are provided later than assumed in the agreed project plan?	Dependencies and six-month delivery period	It is not possible to give a general answer to this question. If circumstances arise which make it impossible to meet contractual deadlines, the contracting parties shall take appropriate measures to ensure that the objectives of the contract are nevertheless achieved. However, we would like to already clarify that we do not consider it necessary to grant platform access. As clearly stated in the SoW, the contractor will have to provide fully functional SCORM packages. Specifications regarding the LMS which is currently under procurement cannot be made nor are they necessary for the course material provider.

#	Receipt of Question		Question	Reference	Answer proposed
36	28.09.2026	11:21h	Regarding Section 6.4 of the Invitation to Tender, Section 2.2.6 of the Statements of Work and Annex 1 No. 9: 1. What evidence regarding a recognised industry-relevant certification body is required already at tender stage? Is it sufficient to identify a suitable organisation and provide a substantiated proposed certification route, or is a written expression of interest, cooperation agreement or binding commitment required? 2. Is the contractor expected to complete the external certification/accreditation within the six-month delivery period, or is the requirement to develop a certification-ready course and support EIT RawMaterials in the subsequently selected accreditation process? 3. Who bears any fees charged by the external certification or accreditation body?	Course certification and accreditation	1. At tender stage, no written expression of interest, cooperation agreement or binding commitment from the proposed certification body is expressly required by Section 6.4 of the Invitation to Tender. However, the proposal shall <u>identify and name</u> the industry-recognised certification body or, where applicable, a consortium member able to issue recognised credentials, and describe the credential learners will receive. The proposal should also account for the proposed certification route and how the cooperation required under Annex 1, No. 9 ("Certification readiness"), will be provided. 2. In accordance with Annex 1, No. 9 ("Certification readiness"), the course must be designed to be certifiable by a recognised, industry-relevant authority, and the contractor must cooperate on the selected accreditation route. EIT RawMaterials reserves the right to make the final decision and eventually opt for another certification body with which the contractor would need to cooperate. 3. The fees will be covered by EIT RawMaterials.
37	28.09.2026	11:21h	Do the named subject-matter experts need to have completed the Training Contributor Certification Programme (TCCP) at the time of tender submission, or is completion only required before content development begins? Is there a minimum number of subject-matter experts required per course?	TCCP and subject-matter experts	Please refer to Section 2.2.7 of the applicable Statement of Work and Section 6.4 of the Invitation to Tender. The named contributing SMEs must complete the TCCP before content development begins, not necessarily before tender submission. At submission, identify the lead SME(s), provide their CVs and confirm the contributors' commitment to completing the programme. There is no minimum number of SMEs required per course. The proposed team must cover the relevant subject matter and ensure co-development, formal validation and sign-off of all learning materials, scripts, datasets and case studies.
38	28.09.2026	11:21h	Could you please clarify the scope of the paid maintenance cycle(s), including: • which types of changes and what maximum volume of updates are covered; • the required turnaround time for commissioned updates; • whether, for Lot 4, the 5% maintenance ceiling applies separately to each of the two review cycles; and • how "errors in the technical content" that must be corrected without additional remuneration during the first year are distinguished from later changes in the state of the art, legislation, requirements or other regular paid maintenance updates?	Maintenance and update cycles	Please refer to Section 2.2.8 of the respective Statement of Work. The review will be based on learner feedback data (post-course evaluations, assessment performance, and completion data collected by EIT RawMaterials), together with the annual content validity assessment. The review shall identify content that is outdated, unclear, or underperforming against learner feedback, and propose corresponding updates. As the scope will be very much depending on the learner feedback no maximum volume of updates can be specified in advance. For lot, 4, the 5% maintenance ceiling applies for each of the two cycles. Updates refer to changes of already accepted course material. Correction of errors, on the other hand, refers to content which deviates from contractual agreements as set out in SoW, proposal and later mutual specifications.

#	Receipt of Question		Question	Reference	Answer proposed
39	28.09.2026	11:21h	For which courses is a Kirkpatrick Level 3 evaluation expected? Should the concept and associated effort be included and priced in every tender even though EIT RawMaterials will only select certain courses for Level 3 evaluation?	Kirkpatrick Level 3 evaluation	No. It is not required for all courses to be evaluated at L3 of Kirkpatrick. Only if the course topic focuses on more applicable/ hands-on skills, these shall be evaluated at L3. The tenderer needs to design the course and the evaluation survey and provide guidance on how the proposed survey measures the impact of learning at L3. Also, supporting formulas for further calculations can be provided. The tenderer is not expected to run the evaluations. These would be managed by EIT RM.
40	28.09.2026	11:21h	For which activities in instructional design, text production, image and video production, assessment creation and dataset generation is the use of generative AI permitted? Which information regarding the use of AI must be disclosed in the tender and/or when the final course materials are delivered?	Use of generative AI	Please refer to Section 2.2.7 of the SoW according to which the Academies enforce a strict "no AI-only content" policy to ensure the industrial relevance, technical accuracy, and pedagogical integrity of the courses. Content generated solely via generative AI utilities without expert validation will not be accepted. In addition, Section 2.2.10 of the SoW, clearly states that AI-generated content must comply with the transparency obligations of the EU AI Act, including the labelling of synthetic media.
41	28.09.2026	11:21h	Regarding Section 6.4 of the Invitation to Tender: - Does the 15-page limit apply per Sub-lot, per Lot including both Sub-lots, or to the entire submission across all Lots tendered for? - The section refers to six aspects, while seven proposal sections appear to be listed. Could you please confirm the required structure? - Are the Team section, CVs, milestone tables and other annexes included in the 15-page limit? - If several Lots or Sub-lots are tendered for, may common sections be submitted once and supplemented by Lot- or Sub-lot-specific content?	15-page limit for the technical proposal	- The page limit applies per sub-lot. - Correct, 7 aspects (incl. team) should be covered. - Yes, all content (text, tables, CVs, visualization) should all be included. - Every tender must be complete, even if content is partly identical from one sub-lot tender to another.
42	28.09.2026	11:21h	The award is subject to approval of public funding by the European Commission. When is the funding decision expected, and does this condition apply equally to all Lots and Sub-lots?	Funding condition	Funding for the tendered services has already been granted.

#	Receipt of Question		Question	Reference	Answer proposed
43	28.09.2026	11:21h	Regarding potential approval under the German Distance Learning Protection Act: • Who bears the fees of a required ZFU approval procedure? • How will changes requested by the ZFU be remunerated where they are not caused by non-compliance of the materials originally delivered by the contractor? • Would an ongoing ZFU approval process affect the six-month delivery and acceptance deadline?	Potential ZFU approval	As stated in Section 2.2.6 of the SoW the approval obligation rests with EIT RawMaterials as course operator. So do the costs for the eventual approval procedure. However, the contractor's contribution is to provide all necessary course documentation and implement any content or descriptive changes required by the ZFU at no additional cost, insofar as they result from non-conformity of the delivered materials. Course design and development should therefore take this into account. When drawing up the overall time and milestone plan, the contractor should take into account whether and to what extent ZFU approval is required. Submitting the eventually necessary request for approval as soon as all necessary documentation is compiled and the initiation of the approval procedure is EIT RawMaterials' responsibility.
44	28.09.2026	11:21h	The Statement of Work for Lot 2 states that detailed design work has already started on a learning pathway on "Data-driven Integrated Mineral Exploration" and that proposals covering data processing and machine learning as well as GIS and spatial data modelling for mineral exploration are welcome. Could you please provide further information on the current status and scope of this learning pathway, in particular its existing learning objectives, planned modules/content, available source materials and the expected contribution of the contractor?	Lot 2 – "Data-driven Integrated Mineral Exploration" learning pathway	We have added the following five stages of the learning pathway and corresponding objectives to the Statement of Work for lot 2. Foundations in Data Driven Integrated Mineral Exploration 1. Data Sources in Mineral Exploration (From Space to Lab) - Understand the stages of a mineral exploration campaign. - Evaluate key geodata sources (remote sensing, historical datasets, in situ measurements, laboratory analyses), including their roles, strengths, synergies and limitations. 2. Data Processing and Machine Learning - Apply statistical data modelling and basic machine learning techniques to process and analyse exploration datasets using various tools. 3. GIS and Spatial Data Modelling for Mineral Exploration - Apply GIS, spatial and geochemical modelling methods to integrate, visualise and analyse geo datasets. Create a geological model for mineral exploration and targeting. 4. Interpretation of Mineral Exploration Outputs - Analyse, interpret and communicate exploration outputs and model results. - Evaluate their potential and limitations to support strategic exploration decisions. 5. Integrated Exploration Decision-Making and Campaign Design - Analyse and interpret geo data, analytical outputs and model interpretations. - Design and justify an exploration and drilling campaign, supporting target generation and resource estimation within a data-driven decision-making framework. Tenderers are welcome to further develop and share their ideas based on this outline.
45	28.09.2026	11:39h	Could you please clarify whether partial invoicing against agreed development milestones will be permitted during the six-month course development period, or whether the development fee may only be invoiced following final delivery and acceptance of the course?	Service Agreement; Remuneration / Invoking	Yes, a milestone-based payment plan can be proposed as part of the proposal / project plan.

#	Receipt of Question		Question	Reference	Answer proposed
46	28.09.2026	11:39h	Please confirm whether the maintenance amount may only be invoiced if and when the corresponding update work is commissioned and delivered.	SoW, section; Service Agreement	Yes.
47	28.09.2026	16:30h	Could you please clarify the payment and invoicing schedule for the course development contract? In particular, could you confirm whether: - any advance/pre-financing payment is made upon contract signature; - interim or milestone-based invoicing is possible during the six-month development period; and - if so, what payment milestones or percentages are foreseen. If no advance or milestone payments are foreseen, should we understand that the full development fee can only be invoiced after completion and acceptance of the final course deliverables?	Service Agreement; Remuneration / Invoicing	Please refer to the #45 of this Q&A-list.
48	29.09.2026	18:37h	SME domain scope (Section 2.2.6.2): Would a Subject Matter Expert with strong deployment experience in industrial IoT and embedded AI, paired with a named reference partner from a materials-producing or manufacturing operation, satisfy the "qualified industry or academic Subject Matter Expert with proven domain expertise in the specific materials or manufacturing application" requirement, or must the named SME's own background be in materials science/metallurgy specifically?	SoW Lots 4 and 5; Invitation to Tender	We ask for your understanding that we do not carry out any preliminary evaluation of potential contents of the proposals.
49	29.09.2026	18:37h	Would academic co-badging through a university partner be considered an acceptable "recognised, industry-relevant authority" for course certification, or does EIT RawMaterials expect a professional society, industry body, or sector accreditation provider specifically?	SoW Lots 4 and 5; Invitation to Tender	Professional societies, industry bodies, or sector accreditation providers are listed as examples. Tenderers may propose other organisations as certifying authorities provided that they demonstrate that they are industry-relevant. Again, we cannot pre-evaluate potential content of proposals through the Q&A-process.
50	29.09.2026	18:37h	Can a single organisation submit two proposals under this RfP addressing different indicative themes, each independently scoped and priced, or must the two proposals be related/complementary in some way?	SoW Lots 4 and 5; Invitation to Tender	No. Tenderers may not submit more than one tender. However, it is possible to proceed as described in your question with regard to two sub-lots.
51	29.09.2026	18:37h	Is there a preferred or expected range of total learner hours per course, or is this left entirely to tenderers' judgement based on the scope of the skill gap addressed?	SoW Lots 4 and 5; Invitation to Tender	The latter. Again, we cannot pre-evaluate potential content of proposals through the Q&A-process.
52	29.09.2026	18:37h	Does EIT RawMaterials have access to anonymised real industrial datasets that could be made available or licensed to providers for practical exercises, or should tenderers assume all datasets must be sourced or synthesised independently?	SoW Lots 4 and 5; Invitation to Tender	The latter.
53	29.09.2026	18:37h	Should tenderers assume by default that courses developed under this RfP will be subject to German ZFU review, for budgeting purposes, or will this be assessed on a course-by-course basis after award? Should tenderers include the associated costs in their budget?	SoW Lots 4 and 5; Service Agreement;	Please refer to #43 of this Q&A-list.

#	Receipt of Question		Question	Reference	Answer proposed
54	29.09.2026	18:37h	Interactive/virtual lab content: Beyond the preferred authoring tools (Articulate Suite, Synthesia), are browser-based interactive lab environments acceptable as part of the SCORM-packaged deliverable, provided they are self-contained and meet WCAG 2.2 and platform testing requirements?	SoW Lots 4 and 5; Invitation to Tender	We cannot pre-evaluate potential content of proposals through the Q&A-process. The full learning experience must be accessible through the SCORM platform and external web-based platforms should not require additional sign-up or licenses.
55	29.09.2026	18:37h	For courses offering a Level 3 workplace-transfer survey, will EIT RawMaterials administer the survey and host the response data on its own platform, with the provider responsible only for survey design, or is further provider involvement expected at the administration stage?	Invitation to Tender; Annex 1 to SoW	EIT RawMaterials is solely responsible for the administration of the survey.
56	29.09.2026	18:37h	For an awarded proposal, will payment be structured as a grant/subsidy or as a commercial project/service payment under a supplier contract? This affects how tenderers account for the funds internally (e.g., as service revenue versus grant income), so clarification would help tenderers to budget plan.	Service Agreement	Payments are designated to be remuneration for the provision of works and services under the published Service Agreement.
57	29.09.2026	18:37h	If a single legal entity submits the proposal, rather than a formal multi-partner consortium, is it acceptable to name a Subject Matter Expert who is employed by, or engaged through, a different organisation (e.g., under a subcontractor or individual expert agreement), without that organisation being listed as a full consortium partner? If so, what documentation (e.g., subcontractor agreement, letter of commitment) would be required for that SME to satisfy Section 2.2.6.2?	SoW Lots 4 and 5; Invitation to Tender	A SME involved as single person with the tenderer's team would legally still be considered a subcontractor to the tenderer. For the purpose of this procurement procedure it is sufficient to provide the information and documentation as requested in Section 2.2.7 of the SoW (corresponds to Section 2.2.6.2 of the former RfP). It is the tenderer's contractual responsibility towards EIT RawMaterials to ensure availability of SME named in the proposal.
58	29.09.2026	18:37h	Would EIT RawMaterials be open to the awarded course also being developed toward AZAV certification (Anerkennungs- und Zulassungsverordnung Arbeitsförderung), in addition to the accreditation route described in Section 2.2.6.1? If so, could the cost of pursuing AZAV certification for the course be included as a distinct line item within the EUR 100,000 price cap, or would this need to sit outside the scope and budget of this RFP?	SoW Lots 4 and 5, Invitation to Tender	No. The accreditation and certification route is as described in Section 2.2.6 and is decided and funded by EIT RawMaterials. Whether to pursue any additional certification, including AZAV, rests solely with EIT RawMaterials, and the associated costs are not part of the tenderer's price. Tenderers should therefore not include certification costs in their price offer, which remains subject to the EUR 100,000 cap (VAT excl.). Tenderers should still propose a certification approach as set out in the proposal requirements. The Contractor is expected to deliver courses that can support the certification route chosen by EIT RawMaterials.
59	29.09.2026	18:37h	The interactive lab exercises are intended to run fully client-side within the SCORM 1.2 package. To confirm feasibility, could EIT RawMaterials indicate which LMS product and version its learning platform uses, whether there is a maximum SCORM package upload size, whether the platform permits packages that include JavaScript-based computation and embedded datasets, and whether provider test access to the platform will be granted during development rather than only at final acceptance?	SoW Lots 4 and 5; Invitation to Tender	As a tender to procure a LMS is still ongoing, the requested information cannot be provided at this stage, but will be shared with the selected providers.

#	Receipt of Question		Question	Reference	Answer proposed
60	29.09.2026	18:37h	Should content be produced within EIT RawMaterials' own Articulate 360 and Synthesia accounts (with provider access granted), or under the provider's own licences with project files transferred on delivery?	SoW Lots 4 and 5; Invitation to Tender	The contractor should produce content using its own software licences.
61	29.09.2026	18:37h	Does the Academy learning platform provide, or integrate with, any code execution environment (e.g., hosted Jupyter/JupyterHub, a Python sandbox, or a similar service) in which learners could run AI/ML exercises interactively? If such an environment exists or is planned, could it be made available for courses developed under this RFP, and should tenderers design lab exercises around it? If not, should tenderers assume that any executable exercises must either run fully client-side within the SCORM package or be hosted by the provider, and in the latter case how would hosting responsibility and cost be handled after acceptance?	SoW Lots 4 and 5; Invitation to Tender	The Academy learning platform does not provide, or integrate with, a code execution environment (such as hosted Jupyter/JupyterHub or a Python sandbox), and none is planned for procurement currently. Tenderers should therefore not design lab exercises around such an environment. Executable exercises should either run fully client-side within the SCORM package, tested and accepted on the Academy platform, or be provided as downloadable materials (e.g. notebooks and datasets) that learners run on their own systems. Externally hosted services are not required and carry risk for course continuity and GDPR compliance. If a tenderer nevertheless proposes one, all set-up and hosting costs must be included in the price offer (EUR 100,000 cap, VAT excl.). EIT RawMaterials will not bear any recurring hosting costs after acceptance, and the tenderer must explain how the course remains fully functional without that service.
62	01.10.2026	11:48h	The procurement documents require at least one work example from the last three years demonstrating experience in designing and developing training courses or modules with content comparable to the subject matter of the relevant Lot. How should tenderers interpret "comparable content" for Lot 1 (Regulatory, Traceability and Compliance) and Lot 3 (Circular Economy and Sustainability)?	Declaration of Eligibility	The basis for the comparability is the description in Section 2.2.1 of the SoW.
63	01.10.2026	11:48h	Would instructional design projects covering cross-sector corporate sustainability, circular economy fundamentals or general ESG regulations be acceptable references even if they were not exclusively applied to the materials sector?	Declaration of Eligibility	Yes.
64	03.10.2026	17:13h	We note that the scoring table in Section 8.1 refers to "Team (cf. Section 6.5)" and "Financial Offer (cf. Section 6.6)", while in the body of the document the Team is included under Section 6.4 and the Financial Offer under Section 6.5. Could you please confirm the correct references?	Invitation to Tender	Thank you for pointing out this editorial error which we have corrected in the attached version 1.1 of the document.

#	Receipt of Question		Question	Reference	Answer proposed
65	03.10.2026	17:13h	We also note that the total of the "Weighted points (max)" values shown in the scoring table does not reconcile with the overall allocation of 1,000 points. In particular, sub-criteria 1.1 and 1.2, each weighted at 15%, appear to correspond to 150 points rather than 100 points. Furthermore, even after this adjustment, the total points shown in the table do not reconcile with the stated overall score. Could you please confirm whether there is an error in the weighting calculation and/or whether any evaluation criteria are missing from the scoring table?	Invitation to Tender	Please refer to #29 of this Q&A-list.
66	04.10.2026	16:39h	Exclusion of members (Invitation to Tender, section 6.2): Tenders from members of EIT RawMaterials e.V. must remain unconsidered. Does this exclusion also apply to (a) subcontractors, (b) third parties whose capacities a tenderer relies on, and (c) individual experts who are employed by a member organisation but contribute as named Subject Matter Experts?	Invitation to Tender	Yes, this exclusion also applies to (a) subcontractors, (b) third parties whose capacities a tenderer relies on, and (c) individual experts who are employed by a member organisation but contribute as named Subject Matter Experts.
67	04.10.2026	16:39h	Sublots and budget cap: Does the budget cap of EUR 100,000 (excl. VAT) apply per lot or per subplot? How do subplot 1 and subplot 2 differ in content, and how are they awarded? Can one tenderer be awarded both sublots of a lot with two different courses?	Invitation to Tender	• The budget cap applies per sub-lot. • The sub-lots do not differ in content. A separate evaluation process shall be carried out for each sub-lot. • Yes. One tenderer can be awarded both sublots of a lot with two different courses.
68	04.10.2026	16:39h	Award of several lots: If a tenderer is awarded more than one lot, can the contract start dates be staggered, or must all courses be delivered within six months of the award?	SoW	The latter. All courses must be delivered within six months of the award.
69	04.10.2026	16:39h	Course volume: What course volume, in learner hours, do you expect per course? Is one course per subplot expected, or may a tender comprise several shorter modules?	SoW	Both options are technically possible, one course per subplot or several modules. Tenderers are invited to develop a proposal that best meets the objectives set out. The same applies to the question regarding the course volume. We cannot not pre-evaluate potential content of the proposals.
70	04.10.2026	16:39h	Payment terms: The Service Agreement does not specify payment milestones. Is payment due only after final acceptance, or are interim payments linked to milestones foreseen?	Service Agreement	Please refer to #45 of this Q&A-list.
71	08.10.2026	10:52h	Section 5 of the Invitation to Tender states that tenders must be submitted via the DTVP procurement platform and refers to the "Bietertool" as the submission tool. Please confirm whether the Bietertool is an integrated component of DTVP or a separate platform requiring separate registration and access	Invitation to Tender	Bietertool is a desktop client software which can be used to submit tender to the procurement platform DTVP (Deutsches Vergabeportal).

#	Receipt of Question		Question	Reference	Answer proposed
72	08.10.2026	10:52h	Please confirm which specific link and procedure must be used to submit the tender. The Invitation to Tender refers to DTVP, while the instructions for the Bietertool refer to different links and interfaces. Please identify the link that must be used for the final submission.	Invitation to Tender	The access to this tender procedure is only via the link referred to in section 5.1.11 of the contract notice as well as in section 2 of the Invitation to Tender: https://www.dtv.de/Satellite/public/company/project/CXP4DM2MVHK/en/overview?3 As clearly stated and depicted with screenshots in section 2 of the Invitation to Tender submission is either possible using this desktop client software Bietertool or directly through the browser. Further explanation and assistance is available on support pages of the platform provider of DTVP to which the Invitation to Tender additionally refers to.
73	08.10.2026	10:52h	Please confirm whether the registration completed on DTVP is sufficient to access and use the Bietertool, or whether a separate registration is required.	Invitation to Tender	No separate registration is required.
74	08.10.2026	10:52h	The English version of the platform and the automatic translations of the German instructions are incomplete or inconsistent (see attachment). Please confirm whether an official English-language version of the relevant platform instructions and submission steps is available.	Invitation to Tender	All English-language information sources were made available to tenderers in Section 2 of the invitation to tender. This DTVP procurement platform, together with the explanatory section in the invitation to tender, has already been successfully used by dozens of tenderers in numerous procurement procedures.
75	08.10.2026	10:52h	Please indicate the appropriate contact point for technical assistance in English during the registration and submission process.	Invitation to Tender	Since this question was submitted via DTVP, we assume that you have already successfully registered and further assistance is not necessary. If tenderers face technical issues when submitting tenders support in English is available via the messaging feature of DTVP. Again, we encourage everyone willing to submit to test the electronic means in good time before the tender submission deadline.
76	08.10.2026	10:52h	Please confirm that any technical difficulty caused by the platform, the Bietertool or unclear platform instructions will not result in the exclusion of a tenderer that has attempted to submit the tender within the prescribed deadline.	Invitation to Tender	We disagree with the assumption that platform instructions are unclear. However, technical issues on the platform's side which prevent tenderers from submitting tender in due time do not result in exclusion from the procedure.