

Q&A: Request for Proposals for Studies on hydrogen and mobility data spaces

[\(RfP accessible here\)](#)

[Dissemination fee \(2.3\)](#)

What is the 25.000€ fee for dissemination activities mentioned in section 2.3?

The fee is a cost the awarded entity will have to pay to EIT Urban Mobility to benefit from dissemination services mentioned in 2.3 (dissemination services are needed to upscale the consulting service derived from the blueprint study). EIT Urban Mobility will be responsible to deliver the dissemination actions and the awarded supplier will benefit from them. The dissemination actions are essential marketing actions for future consultancy work.

What is the “order for dissemination services” mentioned in section 2.3?

The order for dissemination services to EIT Urban Mobility’s Market Development department is the engagement by the tenderer to pay the dissemination fee if they are awarded. There is no specific template for this order, but we expect a declaration of honour letter signed by the entity’s legal representative indicating the order to receive the dissemination services and the indicated amount. Failing to submit such an order is an exclusion criterion, as indicated in section 4.1 (e) of the RfP. In case of award there will be two contracts to sign, one for the provision of the study and another for the provision of dissemination services.

[Exploitation of results \(2.4\)](#)

Which activities of exploitation falls under the actual responsibility of the entity that carries out the study?

The expected activities consist in the provision of advisory services to third parties based on the exploitation of the tool or methodology applied in the study.

Why isn’t there a deliverable in section 2.7 about the exploitation of results, even if the offer has to include a plan for further use of the study beyond contract finalization?

The deliverables are purely focused on the study itself. However, in the proposal it is expected and highly valued (see section 4.2 award criteria) to give a clear explanation of the actions the tenderer will undertake to deliver future advisory services based on the blueprint study (a plan for the exploitation of results).

In the evaluation criteria, what is meant with the sub criteria “Team’s capacity to successfully carry out the exploitation plan”?

The exploitation plan explaining how the tenderer plans to provide advisory services based on methodology/ tools applied in the study is an important part of the proposal, as it will enable the future provision of services once the study has been delivered. Although not part of the study itself, it is an important aspect that will be considered when awarding the tender since there will be a joint business development of the consulting services associated to the study.

How are doubts about the Intellectual Property Rights criteria in the RfP going to be handled?

This is an aspect that will be addressed within the contract, as EIT Urban Mobility is open to consider proposals based on a shared exploitation of the results.

Award criteria (4.2)

In the award criteria, what does the “track record of the entities” covers exactly?

This criterion will be assessed based on relevant projects executed by the entity (e.g. Number of similar studies executed by the entity on the same topic).

Does the ‘track record’ refers to the previous experience in conducting similar studies, or also to the track record mentioned in the sub criteria for evaluating the exploitation plan?

‘Track record’ herein refers to the previous experience in conducting similar studies.

Tender submission form

Do applicants wishing to apply for both studies need to submit separate proposals?

Yes. As indicated in section 2.2, applicants may submit proposals to more than one study. If this is the case, applicants shall submit one proposal per study.

What is the maximum price available per study?

Offer per single study shall not exceed 68,181 EUR.

Please explain which information shall be included in the part of the table named “Technical offer: (if applicable)”?

The Tender Submission Form is a template which will have to be fully completed with the main technical aspects. Furthermore, the tenderer may send a separate proposal with full details following the award criteria.

In the Tender Submission Form, the tenderer is obliged to confirm to “have examined and accept without reserve or restriction the entire content of the tender documentation”. Does this represent a waiver on modifications or negotiation?

No, there is room for negotiation once the tender has been awarded.

Ownership of Proposals

What is meant by “EIT Urban Mobility retains ownership of all proposals received under this tendering procedure.”?

The offers are strictly confidential and will be kept in our records.