

EVALUATION OF THE OFFERS AND AWARD OF SPECIFIC CONTRACT

**Request for services Chafea/2015/health/40 for the implementation of Framework Contract
FWC DIGIT/R2/PO/2013/004 ABC III Lot 2**

**concerning the implementation analysis regarding the technical specifications and other key
elements for a future EU system for traceability and security features in the field of tobacco
products**

Name of contractor	PWC-EVERIS
Date of the offer	20/05/2016
Registration number Ares	Ares(2016)2374707
Receipt of offer within the deadline	YES
Absence of conflict of interest	YES
Withdrawal of the Framework contractor	NO
Respect of the fee rates	YES
Respect of the maximum budget / estimated	
Technical conformity to the Terms of Reference	YES

AWARD CRITERIA

Contractor: PWC-EVERIS

Criterion 1: Understanding of the services, problem analysis and general approach and quality of the offer

Number of points: 19/25

Comments:

The proposal clearly identifies the main purpose of this study which is to provide services to and assist the European Commission in the design of a European Union system for tracking and tracing of tobacco products and for security features, as envisaged in Articles 15 and 16 of the Tobacco Products Directive (TPD).

The offer shows a good understanding of the nature, scope and objectives of the services to be provided; in particular, it shows a good comprehension of the envisaged track and trace system and related IT solutions.

The offer describes the means needed to be deployed for the development and conduct of the requested service and

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

In addition, the offer contains several ideas [REDACTED]

[REDACTED]

[REDACTED]

Furthermore, the offer not only explores solutions already available on the market, but it also goes beyond and takes on board the possibility that new technologies are being developed which would also be taken into account during the study.

Finally, the proposed team demonstrates the necessary expertise and the CVs of team members are in line with the requirements of the request for services.

Criterion 2: Methodology

Quality and the relevance of the proposed approach to:

- WP 0 Inception phase

Number of points: 1.5/2

While in principle it is for the Commission /Chafea to identify and encourage various stakeholders to participate in the project, [REDACTED]. The tenderer considers that the role of encouragement of participation of the stakeholders in the project will be better played at an institutional level (Chafea and/or DG SANTE) due to its significance. Nevertheless, it becomes clear from the clarifications made to the offer, that the contractor will be proactive in contacting targeted contacts to request information needed for this analysis, being 100% transparent with the Chafea and/or DG SANTE in all communications and information exchanged.

The [REDACTED] is a good and interesting tool, and shows a good understanding of the players active in this multi-polar field. In addition, the initial list of stakeholders that could be involved in the project is also enclosed in the proposal. Nevertheless, [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] it is important to note that the current list of stakeholders is not determined as the contractor has expressed its willingness to add further stakeholders (if proposed by the Commission /Chafea) and if necessary, to proactively contact them.

- WP 1 Reassessment of the Feasibility Study:

Number of points: 4/5

The proposed methodology relies on a [REDACTED]. This provides for high assurance of a robust quality outcome.

[REDACTED]. This method can enable the contractor to fully exploit the information collected in the consultation process. Its adoption will also mitigate the risk that the stakeholders' positions are misinterpreted at the early stages which are critical for the project's success.

- WP 2 Preparation of the concepts for the optimal system:
Number of points: 13/18

The contractor proposes a well-structured methodology for the selection process of an optimal system solution. The proposed approach is based on a [REDACTED], which is usually highly labour intensive, but significantly lowers the risks of a major flaw in the concept design. The proposed methodology to define the general concept of design of the optimal system will consist in an [REDACTED]

With a view to the proposed methodology, it is essential to stress that the main burden of work will remain on the contractor, who will have to perform an intensive analytical work, [REDACTED]
[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED].

Regarding the analytical job to be carried out by the contractor, it is essential that during the inception phase the contractor provides additional, robust information on how this task will be carried out, and how the different systems proposed at the end of WP1, and in consequence, the industry existing solutions which might fulfil the requirements of the mentioned WP1 systems, will be explored in an objective and analytical way.

Given the sensitive subject of this contract and in particular the presence of vested interests on the part of the industry and proprietary technology providers, [REDACTED]
[REDACTED]
[REDACTED]

In addition, the baseline of this Work Package is formed by the findings of the first Work Packages, which means not only [REDACTED] but also any further solutions identified under the previous Work Package.

- WP 3 Design of the technical specifications:
Number of points: 17/22

The proposed methodology reflects well the overall logic of the project. It correctly emphasises [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED] [REDACTED]
[REDACTED] [REDACTED]
[REDACTED]
[REDACTED]

Regarding [REDACTED] the offer correctly reflects that [REDACTED] has to be prepared on the basis of the proposed concept under Task 3 and the proposed technical specifications under Task 6. In addition, the offer provides some more detailed information on the hardware requirements. [REDACTED]

- WP 4 Preparation of the Final Report

Number of points: 1.5/3

The main objective of Work Package 4 (WP4) is to deliver, in a summary fashion, a gathering of the main findings from WP2 and WP3. To do so, the offer allocates enough resources to revise, if necessary, the findings of the previous WPs.

[REDACTED]

Total number of points per criterion: 37/50

Comments:

This offer is in general compliant with the technical specifications and develops a good methodological approach to achieve the requested tasks.

[REDACTED]

Criterion 3: Organisation and management

Number of points: 16/25

Comments:

- The tenderer shows experience and understanding of how to manage a project, and mentions

[REDACTED] Whenever possible the work packages and the related deliverables will be developed in parallel for the best use of available time during the period allocated to the project, i.e. 18 months.

- [REDACTED] the governance mechanism is carefully developed and the table gives a good snapshot of the management of the project, [REDACTED]

- The Evaluation Committee considers that the total man days proposed in the offer might be reasonable during the whole life of the project, due to the broad scope of the service. [REDACTED]

[REDACTED] This procedure should allow for adequate monitoring of the project, including necessary *ad-hoc* adaptations.

- [REDACTED]
- [REDACTED]
- Regarding the confidentiality and privacy safeguards: the [REDACTED] document attached to the offer provides the necessary details and appropriate assurance in this area.

SUMMARY OF THE POINTS ON THE BASIS OF THE AWARD CRITERIA

TENDERER	CRITERION 1 (max 25 points)	CRITERION 2 (max 50 points)	CRITERION 3 (max 25 points)	TOTAL (max 100 points)
1. PWC-EVERIS	19	37	16	72

FINANCIAL PART

The evaluation committee checked that the offer meets the criteria indicated in the terms of reference, and in the Framework Contract (**Annex B – Contractor's Financial Offer and Work Breakdown Structure**).

AWARD OF THE CONTRACT TO THE TENDERER

Successful evaluation yes

Comments:

The Evaluators concluded that, on the basis of the evaluation and in accordance with the criteria set out in the specifications, the offer proposed by PWC-Everis is a relevant one and the financial prices indicated in the framework contract were respected.

It is therefore suggested to award this contract to PWC-Everis for the amount of **1,349,190.60 euros**

Evaluation date of the offers:

Evaluator 1  **signature:** _____

Evaluator 2  **signature:** _____

Evaluator 3  **signature:** _____

Evaluator 4  **signature:** _____

Evaluator 5  **signature:** _____

Evaluator 6  **signature:** _____

