



	Name of tender: <b>Procuring a study on development of business cases for fuel cells and hydrogen applications for European regions and cities</b> Reference number: FCH JU 2017 D4259	
	<b>Question received</b>	<b>Answer of the Contracting Authority</b>
1.	<p>The tender specifications, under section 3.2.3. (Economic and financial capacity criteria) first ask for the "<i>Turnover of the <b>last two financial years</b></i>" but then as proof ask for a "<i>Copy of the profit and loss accounts and balance sheet for the <b>last two years for which accounts have been closed</b></i>". The last two financial years are of course 2016 and 2015, but the last two years for which accounts have been closed are in our case 2015 and 2014.</p> <p>A) Can you confirm that in fact what is requested is the turnover of the last two years for which accounts have been closed?</p>	<p>-The economic and financial capacity criteria applies to the tenderer as a whole, i.e. the combined capacity of all members in the group in case of a joint tender.</p> <p>- Regarding the evidence to be submitted, this is:</p> <ul style="list-style-type: none"> <li>➤ "<i>copy of the profit and loss accounts and balance sheet for the last two years for which accounts have been closed from each concerned legal entity; "</i></li> <li>➤ "<i>failing that, appropriate statements from banks</i>".</li> </ul> <p><u>Answer:</u> Yes, we confirm that the evidence requested in support of the economic and financial capacity criteria is the copy of the profit and loss accounts and balance sheet for the last two years for which accounts have been closed.</p>



<p>2.</p>	<p>The tender specifications, under section 3.2.3. (Economic and financial capacity criteria) first ask for the "<i>Turnover of the last two financial years</i>" but then as proof ask for a "<i>Copy of the profit and loss accounts and balance sheet for the last two years for which accounts have been closed</i>". The last two financial years are of course 2016 and 2015, but the last two years for which accounts have been closed are in our case 2015 and 2014.</p> <p>B) Can you indicate how, in case of joint tenderers for whom the "last two years for which accounts have been closed" do not match (e.g. their financial years start on different dates), one needs to deal with this request?</p>	<p>The economic and financial capacity criteria applies to the tenderer as a whole, i.e. the combined capacity of all members in the group in case of a joint tender.</p> <p>- Regarding the evidence to be submitted, this is:</p> <ul style="list-style-type: none"> <li>➤ "<i>copy of the profit and loss accounts and balance sheet for the last two years for which accounts have been closed from each concerned legal entity;</i>"</li> <li>➤ "<i>failing that, appropriate statements from banks</i>".</li> </ul> <p><u>Answer:</u> In case of joint tender, this criterion applies to the group as a whole – i.e. the combined capacity of all members of a group. The evidence to be provided in this case is a copy of the profit and loss accounts and balance sheet for the last two years for which accounts have been closed from each concerned legal entity, regardless if the closed financial year of one member of the group matches or not the closed financial year of another member of the group.</p>
<p>3.</p>	<p>The call for tender indicates a total estimated value excluding VAT of 1 000 000 EUR.</p> <p>Is it intended that a share of this budget be used to cover the travel expenses of public authorities participating in the working groups, the steering committee and the general assembly?</p>	<p>The FCH 2 JU does not require the successful contractor to cover travel and accommodation costs for participating public entities separately in their offer – such a requirement does not exist in the tender specifications.</p> <p>For the purpose of clarifying the extent of the FCH 2 JU expectations as contracting authority, I would like to underline two paragraphs from the Tender Specifications:</p> <ol style="list-style-type: none"> <li>1. The last paragraph under <u>section 2.3 Tasks</u>:  <i>"In order to carry out all of these tasks, proposers must address and describe a successful approach to manage a large coalition of stakeholders. This should address how to accommodate the expectations and inputs of all participants to achieve a successful outcome, as well as communication issues. This aspect is considered essential to the success of the project."</i></li> <li>2. <u>Section 2.8 Guidance on Methodology</u>:  <i>"The expected methodology involves the formation of working groups around specific applications where business cases and roadmaps are discussed. Tenderers are requested to explain how these groups should be formed and</i></li> </ol>



		<p><i>structure their work based on the information provided in this tender document; amongst other aspects, proposers may suggest agglomerating certain applications within a working group. In any case, the rationale behind the proposed approach must be duly explained and justified. In addition, a specific body of work on funding/financial tools is expected.”</i></p>
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