

PROCUREMENT DOCUMENT

Competitive Procedure
to Parts I and III of the Norwegian Public
Procurement Regulations
Open competition

Revolving Stage
Trøndelag Teater

14 September 2026

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1 GENERAL INFORMATION

1.1 *The Client*

The Client is Trøndelag Teater AS, organisation number 916 914 261, Prinsens gate 18–20, 7012 Trondheim, Norway.

FullScale GmbH is engaged as theatre consultant for the project and has prepared the Technical Specification forming part of the procurement documents. FullScale GmbH is also responsible for the stage machinery design consultancy services for the project.

Avenu AS is engaged as project manager and procurement adviser to the Client and is responsible for coordinating the procurement process and the overall project delivery. Avenu AS has also provided consultancy services related to the AV, show lighting and technical infrastructure interfaces associated with the revolving stage project.

All communication regarding this procurement shall take place exclusively through the Merccell portal, see Chapter 2.6.

Trøndelag Teater ("TT") is an institutional theatre located in Trondheim, Norway. The theatre building consists of a historic and a newer building section, the latter completed in 1997. The theatre comprises five performance venues in addition to the public foyer areas.

1.2 *Description of the project*

The Revolving Stage Project forms part of a larger redevelopment of the Main Stage (Hovedscenen) and auditorium at Trøndelag Teater planned for 2027.

The project includes the installation of a new revolving stage, revolving ring, stage elevators and compensating elevators, together with extensive rebuilding works in both the stage and auditorium areas. Several contracts and contractors will be working concurrently on site during the construction period. Close coordination between all project participants will therefore be required.

The stage machinery contractor shall coordinate its work with, among others, the following contracts and project participants:

- Stage machinery control system (Unican GmbH)
- Construction works, including concrete structures, steel structures and support columns
- Electrical installations
- AV and show lighting installations
- Stage flooring and carpentry works
- Auditorium redevelopment works, including seating systems and transport lift installations
- HVAC installations
- Fire suppression installations.

The stage machinery works are expected to be carried out between June and September 2027. The Project requires close coordination between all parties to ensure successful installation, integration, testing and commissioning of the complete stage and auditorium facilities prior to the planned handover date of 3 October 2027.

The Revolving Stage Contractor will be a key participant in the overall project and shall, immediately following contract award, cooperate closely with the Client, Avenu AS and FullScale GmbH in order to verify and establish a realistic and coordinated project schedule.

As additional project contracts are awarded, the Contractor shall actively participate in the coordination of interfaces, planning activities and installation sequences with other contractors and suppliers. The Contractor shall contribute to the development and maintenance of a robust overall project schedule and support the successful integration, testing and commissioning of all related systems prior to handover.

Close cooperation with the Client, Avenu AS, FullScale GmbH and other project participants is considered essential for the successful delivery of the Project.

The interfaces between the different contractors and other project participants are described in further detail in Appendix 1 – Technical Specification, Section P1 Project Description.

1.3 Description of delivery

The delivery under this contract comprises the revolving stage machinery for the Main Stage (Hovedscenen) at Trøndelag Teater.

The revolving stage machinery includes a new double-deck revolving stage, a surrounding revolving ring, three integrated stage elevators, three compensating elevators, a slip ring, cable reels and all associated structural steelwork, mechanical equipment, drive systems, safety systems, sensors, cabling and ancillary components required for a complete and fully functional mechanical installation.

The systems included in this contract are new installations and do not replace existing stage machinery systems. The revolving stage machinery shall be integrated into a purpose-built pit and supporting building structures provided as part of the construction works.

The scope, quantities and technical requirements are set out in full in Appendix 1 – Technical Specification, which constitutes the governing description of the delivery.

The following key aspects are highlighted for the Tenderer:

- The support columns for the revolving ring will be installed by the construction contractor and are excluded from this delivery
- The stage machinery control system and associated control cabinets are excluded from this contract and will be supplied by Unican under a separate contract with the Client
- Wooden flooring, trapdoors and floor hatches will be supplied and installed by

others

The Contractor shall cooperate closely with Unican GmbH and all other relevant project participants. The Contractor shall provide all information, calculations, interface documentation, cabling requirements and technical support necessary for the successful integration, testing and commissioning of the complete stage machinery system.

The new auditorium seating systems and the transport lift for seating wagons are excluded from this contract and will be procured under separate contracts.

The main delivery is planned to be installed on site between June and September 2027. The revolving stage machinery shall be complete, fully functional and successfully tested no later than 3 October 2027.

The Client intends to include an option for a mobile personnel lift associated with the Revolving Stage. A more detailed description of this option will be issued as an update to the procurement documents within the next few days. Tenderers shall provide a separate option price for this item.

Further details are provided in Appendix 1 – Technical Specification.

1.4 Description of the Contract

The Contract will be based on NS 8407:2011, General Conditions of Contract for Design and Build Contracts, subject to the amendments, supplements and clarifications set out in Appendix 7 – Contractual Conditions and elsewhere in the procurement documents. The English-language version of NS 8407:2011 shall apply. The standard may be purchased from Standards Norway.

The Client will not provide security for its contractual obligations, as further specified in Appendix 7 – Contractual Conditions.

Reference is made to Chapter 1.3 regarding the planned option for a mobile personnel lift associated with the Revolving Stage.

The maintenance contract is an option and shall have a duration of five years. Its scope and requirements are set out in Appendix 1 – Technical Specification.

1.5 Partial Tenders

Partial tenders and alternative tenders are not permitted.

The Client has assessed whether the procurement should be divided into separate lots and has concluded that a single contract is the most appropriate solution. The delivery comprises an integrated revolving stage machinery system with significant technical, mechanical and operational interfaces between the various components. Dividing the procurement into separate lots would increase project complexity and interface risk and could adversely affect the coordination, integration, testing and commissioning of the completed installation.

Consequently, the procurement will not be divided into separate lots, cf. Sections 19-4 (2) and 25-5 (2)(c) of the Norwegian Public Procurement Regulations.

1.6 *Procurement Schedule*

IMPORTANT

A digital Supplier Information Meeting will be held on 18 September 2026 at 11:00 CEST via Microsoft Teams.

Tenderers wishing to participate shall register by e-mail to paal@avenu.no no later than 17 September 2026 at 16:00 CEST.

Further information is provided in Chapter 1.8.

The Client has established the following procurement schedule:

Activity	Date / duration
Supplier Information Meeting	18 September 2026, 11:00 CEST
Tender Site Visit	24 September 2026, 13:00 CEST
Deadline for submitting questions regarding the tender documents	8 October 2026, 12:00 CEST
Deadline for submission of tenders	15 October 2026, 12:00 CEST
Tender opening	15 October 2026, 12:01 CEST
Evaluation period	Week 42 – 43
Notification of contract award	Week 43
End of the standstill period	10 calendar days after notification
Planned contract award	Week 45
Period of validity of the tender	90 calendar days from submission of tender

The dates following the tender opening are preliminary and subject to change.

For information regarding execution times, project milestones and the construction schedule, reference is made to Appendix 1 – Technical Specification, Section P2 Preliminary Remarks.

1.7 *Contract Milestones*

The tables below present the Client's current contractual milestones and key project activities relevant to this Contract.

Certain dates and milestones are fixed and shall be achieved as stated. Other dates, durations and activities are preliminary and provided for planning and coordination purposes only.

Following contract award, the Contractor shall prepare and coordinate a detailed project schedule in close cooperation with the Client and other project participants.

The schedule shall be coordinated with all relevant interface activities and related contracts in accordance with the requirements set out in Appendix 1 – Technical Specifications. The Contractor's detailed schedule shall form the basis for the final coordination of all project activities and interfaces.

For additional information regarding the preliminary overall project programme and the coordination of related contracts and interfaces, reference is made to Appendix 6 – Preliminary Project Milestones. The contractual milestones stated below shall prevail in the event of any inconsistency between the appendices.

Contractual Milestones

	Milestones	Date / duration
1	Contract signed	See chapter 1.6
2	Long-lead equipment orders placed	Within 1 week of contract
3	Contractor's detailed schedule submitted	Within 8 weeks of contract
4	Design basis for building interfaces issued to the Client	Week 52, 2026
5	Construction design approved	Week 10, 2027
6	All equipment delivered to Trondheim	Week 22, 2027
7	Mechanical installation completed	Week 32, 2027
8	Commissioning completed	Week 38, 2027
9	Handover to the Client	3 October 2027
10	Technical documentation accepted	3 October 2027
11	Training of theatre staff completed	Within 2 weeks of handover

Dates provided by the Client

	Milestones provided by the Client	Date / duration
1	Final performance of the season	14 May 2027
2	Stage and auditorium available to the Contractor	18 May 2027
3	Outdoor storage area in Trondheim available	From week 20, 2027
4	Understage distribution boards energised and ready for connection	Earliest 19 February 2027

17 May 2027 is a public holiday in Norway. No site work or deliveries are planned on this date.

Interfaces with other contracts

The following are preliminary interface milestones relating to other contracts and project participants. The interfaces themselves are described in Appendix 1 –

Technical Specification, Preliminary Remarks, Interfaces with other project participants.

	Interface	Date / duration
1	Auditorium steel completed. Adaptation of steel at the stage lift can begin	Week 23, 2027
2	Mechanical installation completed. Electrical interface work begins	Week 32, 2027
3	Electrical interface completed. Commissioning can begin	Week 34, 2027
4	Control system hardware installation, UNICAN	20 working days
5	Control system commissioning, UNICAN, at the end of the installation period	10 working days

1.8 *Supplier Information Meeting*

The Client intends to hold a digital Supplier Information Meeting during the tender period.

The meeting will be held on 18 September 2026 at 11:00 CEST via Microsoft Teams.

Suppliers wishing to participate shall register by e-mail to paal@avenu.no no later than 17 September 2026 at 16:00 CEST. Meeting invitations and connection details will be distributed to registered participants following registration.

The Client reserves the right to change the date or time of the meeting. Any changes will be communicated through the Mercell portal.

The purpose of the meeting is to provide interested suppliers with a common understanding of the Project, including its scope, delivery strategy, implementation schedule, contractual and technical interfaces, and key organisational requirements.

Unican GmbH, which will supply the stage machinery control system under a separate contract with the Client, will provide information concerning the control system architecture, relevant interface requirements, the allocation of responsibilities and the anticipated cooperation between Unican GmbH and the Revolving Stage Contractor.

The Client particularly welcomes general feedback from the market regarding:

- the feasibility of the proposed project schedule and implementation period
- the planned installation, integration, testing and commissioning activities
- the technical and contractual interfaces between the revolving stage machinery and the stage machinery control system
- coordination with other contractors and suppliers working concurrently on the Project
- any technical, contractual, organisational or execution-related matters that may

affect effective and reliable project delivery.

The meeting is intended for the provision and clarification of general information and for receiving general market feedback. It will not constitute negotiations with individual suppliers, and no supplier-specific solution, tender, price or contractual position will be discussed or evaluated during the meeting.

Participation in the meeting is voluntary and will not constitute a condition for participation in the competition or affect the evaluation of any tender.

Information of relevance to the competition, including the presentation material and a written summary of relevant questions and answers, will be made available to all interested economic operators through the Mercell portal. Information provided during the meeting shall not amend or override the procurement documents unless formally issued by the Client through the Mercell portal.

The Client may, on the basis of feedback received during the tender period, issue clarifications, supplementary information or amendments to the procurement documents where appropriate and permitted under the applicable procurement regulations. Any such clarification, supplementary information or amendment will be communicated through the Mercell portal and will apply equally to all interested economic operators.

1.9 *Tender site visit*

A Tender Site Visit will be conducted during the tender period, providing interested suppliers with an opportunity to familiarise themselves with the premises, site conditions and existing facilities relevant to the delivery.

The Tender Site Visit will take place on 24 September 2026 at 13:00 CEST.

Suppliers wishing to participate shall register by e-mail to paal@avenu.no no later than 22 September 2026 at 13:00 CEST.

The Client reserves the right to change the date or time of the Tender Site Visit. Any changes will be communicated through the Mercell portal.

The site visit will be held at:

Trøndelag Teater
Prinsens gate 18–20
7012 Trondheim
Norway

Meeting point: Public Foyer

Participation in the site visit is voluntary and will not constitute a condition for participation in the competition.

The purpose of the site visit is to provide suppliers with a better understanding of the site conditions, access routes, installation areas, interfaces with existing facilities and other circumstances relevant to the preparation of tenders.

Questions may be raised during the site visit. However, any responses provided during the site visit shall not be regarded as binding. Any information, clarifications or responses considered relevant to the procurement will be documented and published through the Merrell portal and shall apply equally to all interested economic operators.

A written summary of the site visit and any relevant questions and answers will be made available through the Merrell portal. The published information shall form part of the procurement documents.

1.10 *Financing reservation*

The Client reserves the right to cancel or downscale the project in the event of a significant overrun of the budget framework.

1.11 *Reference project verification*

The Client reserves the right to contact the references stated by the Tenderer under the qualification requirement in Chapter 4.3 and the references provided in the documentation of key personnel and, where considered necessary, to visit one or more reference projects in order to verify the information provided.

1.12 *Storage capacity on site*

The Client will make available an area for the temporary storage of equipment outside the building during the installation and commissioning period.

Equipment may also be stored in Trondheim prior to the scheduled installation period, subject to agreement with the Client.

The Tenderer shall specify its anticipated storage requirements, both on site and off site, as early as possible following contract award.

For a visual map of the available temporary storage area outside the theatre, see Appendix 8 – Storage Capacity.

1.13 *Parking*

The Client does not provide dedicated parking facilities at the theatre. Public parking is available in the vicinity of the premises at the applicable parking rates.

The Client may also make available parking facilities approximately 15 minutes' drive from the city centre free of charge.

1.14 Theatre operations during installation

Trøndelag Teater will continue its general operations during the execution of the Works. However, the Main Stage (Hovedscenen) and auditorium will be closed for performances and made available for the Project during the construction and installation period.

The Contractor shall plan and execute the Works in a manner that maintains safe access to adjacent areas of the theatre and minimises disruption to the Client's remaining operations.

During the installation period, additional construction, refurbishment and installation works will be carried out by other contractors and suppliers. The Contractor shall coordinate its activities with other project participants where required for the efficient execution of the Project.

1.15 Access equipment

The Tenderer shall include all costs associated with the access equipment required to execute the Works, including lifts, scaffolding and all associated safety measures. The availability of Client-provided equipment shall not be assumed unless expressly confirmed by the Client.

1.16 Additional information

If the Tenderer identifies errors, inconsistencies, ambiguities or omissions in the procurement documents, or otherwise considers that additional information is required for the preparation of the tender, the matter shall be communicated to the Client through the Merccell portal without undue delay.

2 RULES FOR CONDUCTING THE COMPETITION AND REQUIREMENTS FOR TENDERS

2.1 Procurement procedure

The procurement is carried out in accordance with the Public Procurement Act of 17 June 2016 (LOA) and the Public Procurement Regulations (FOA) FOR 2016-08-12-974. Part I and Part III. Contract awards will be made in accordance with the procedure of open tendering; FOA § 13-1(1).

In this competition, there is no opportunity to negotiate. Consequently, it is not possible to change the tender after the tender deadline has expired. Furthermore, it should be noted that tenders containing significant deviations from the procurement documents shall be rejected pursuant to Section 24-8(1)(b) of the Regulations on Public Procurement. The Client may reject tenders that contain deviations from the procurement documents, ambiguities or the like that must not be considered insignificant; cf. Section 24-8(2) a of the Regulations. See a more detailed description of reservations and deviations in chapter 2.5.

Although it is not possible to conduct negotiations in this competition, the tenderers may be contacted in connection with the evaluation to clarify any discrepancies, ambiguities or deficiencies in the tenders, cf. Section 23-5 of the Procurement Regulations.

The tenderer is therefore strongly encouraged to follow the instructions set out in the procurement documents and to raise any question or ambiguities via the client's Merccell portal. Questions must be asked within the deadline specified in chapter 1.6.

The tender shall be prepared in accordance with the guidelines set out in this tender documentation with appendices and shall be submitted electronically by using the client's Merccell portal.

2.2 Certificate confirming payment of taxes and value added tax (VAT)

The successful tenderer shall, upon request, provide a certificate confirming payment of taxes and value added tax (VAT). This requirement applies only where the successful tenderer is a Norwegian entity. The Client may obtain the relevant tax information through the eBevis service. Alternatively, the certificate may be obtained manually.

The certificate must not be older than six (6) months, calculated from the date on which the Client notifies the tenderers of the contract award decision.

For works contracts, all subcontractors shall also provide a certificate confirming payment of taxes and VAT when entering into contracts related to the performance of the assignment, provided that the value of the subcontract exceeds NOK 500,000 excluding VAT.

2.3 Tender Validity Period

The supplier must keep its tender valid for the period specified in chapter 1.6.

2.4 Duty of confidentiality

The Client and its employees are obliged to prevent others from gaining access to or knowledge of information about technical facilities and procedures or operating and business matters that would be of competitive importance to keep secret, cf. FOA Section 7-4, cf. Section 13 of the Public Administration Act.

2.5 Reservations and deviations

If the supplier makes reservations about parts of the tender documentation/requirement/specification/contract or other tender documents, this must be clearly stated in the tender. All reservations and deviations shall be listed in a separate appendix provided by the tenderer and shall also be referred to in the tender letter. For each reservation or deviation, the supplier shall state the chapter or requirement it relates to, its content, and its consequences for performance, price or other conditions, including its value in the tender currency.

The suppliers' reference to standardized terms of delivery or similar will be regarded as a reservation if they deviate from the existing competition or contract provisions.

Reservations and deviations that are not listed in the tenderer's appendix, or that cannot be priced by the Client based on the information given, may lead to rejection of the tender.

Reservations against the contract terms in NS 8407, against the payment provisions or against the tender currency, are regarded as reservations against fundamental elements of the procurement documents and will lead to rejection.

2.6 Updating the tender documents

Any corrections, additions or changes to the tender documents, as well as questions and answers in anonymised form, will be communicated to all suppliers who wish to submit tenders.

Information about corrections, supplements and changes is announced electronically via the Mercell portal. In the event of an audit of the competition, this will be shown as a new version of the competition. As for additional information, this will appear in the Mercell portal. Suppliers who have already expressed their interest will also receive a notification via their e-mail that additional information has been provided on the competition, or that a revision of the competition has been carried out. Then follow the link in this message so that you enter the relevant competition.

If errors are discovered in the tender documents, it is requested that this be communicated to the Client via the Merrell portal.

2.7 *Language*

The tender shall be submitted in English.

3 THE EUROPEAN SELF-DECLARATION FORM (ESPD)

3.1 General information about ESPD

As preliminary documentation of fulfilled qualification requirements and that there are no grounds for rejection, the supplier must complete the attached ESPD form. The form must be submitted together with the tender. Before entering into a contract, the supplier who is recommended for the conclusion of a contract must document fulfilment of the qualification requirements in accordance with the stated documentation requirements.

At any stage of the tender, the Client may ask the supplier to provide all or part of the documentary evidence if this is necessary to ensure that the tender is conducted in the correct manner, cf. FOA § 17-3 (3).

If several suppliers participate in the competition jointly, the participating suppliers must submit separate self-declarations.

3.2 National Grounds for Exclusion

According to the ESPD Part III: Grounds for rejection, Section D: "Other grounds for rejection laid down in the national legislation of the Client's Member State" The Norwegian procurement rules go further than what follows from the grounds for rejection stated in the EU Public Procurement Directive and in the standard form for the ESPD. It is therefore emphasised that in this competition, all the grounds for rejection in section 24-2 of the Procurement Regulations apply, including the purely national grounds for rejection.

The following of the grounds for rejection in Section 24-2 of the Procurement Regulations are purely national grounds for rejection:

- §24-2(2). This provision states that the Client shall reject a supplier when it is aware that the supplier has been legally convicted or has issued a fine for the specified criminal offences. The requirement for the Client to reject suppliers who have decided on fines for the specified criminal offences is a special Norwegian requirement.
- §24-2(3) letter i. The reason for rejection in the ESPD form only applies to serious errors in the practice of the profession, while the Norwegian reason for rejection also includes other serious errors that may lead to doubts about the supplier's professional integrity.

4 QUALIFICATION REQUIREMENTS

In order to have its tender evaluated, the supplier must satisfy the qualification requirements set out below. The documentation listed under sections 4.1-4.5 must be submitted together with the tender.

4.1 *The supplier's registration, authorisation, etc.*

Requirements	Documentation requirements
The supplier must be registered in a register of business enterprises, a professional register or a commercial register in the state in which the supplier is established.	- Norwegian companies: Certificate of incorporation - Foreign companies: Documentation that the company is registered in a register of business enterprises, a professional register or a trade register in the state in which the supplier is established.

4.2 *The economic and financial capacity of the supplier*

Requirements	Documentation requirements
The supplier must have sufficient economic and financial capacity to be able to perform the contract. Creditworthiness without collateral requirements will be sufficient to meet the requirement.	- The Tenderer shall provide a credit assessment issued by a recognized and independent credit rating agency, such as Dun & Bradstreet, Creditreform, Experian, Creditsafe, CRIF, or an equivalent institution in the tenderer's home country - Accounting figures for the last three (3) years - The Client reserves the right to obtain additional credit assessment or other financial information such as, but not limited to, annual accounts including notes, the board's annual reports and auditors' reports.

If several suppliers participate in the procurement procedure jointly (e.g. as a joint venture or consortium), all participants in the consortium/joint venture must satisfy this requirement.

Where the Supplier relies on the capacity of other entities to meet the requirements relating to economic and financial standing, the Client requires such entities to be jointly and severally liable for the performance of the contract, cf. Section 16-10 (4) of the Norwegian Public Procurement Regulations.

The supporting entity shall provide a declaration of joint and several liability. Where the supporting entity is the parent company of the Supplier, a parent company guarantee shall be submitted.

In addition, the supporting entity shall submit the documentation required under the qualification requirement, as well as a European Single Procurement Document (ESPD).

4.3 *Technical and professional qualifications*

Requirements	Documentation requirements
The supplier must have experience from comparable projects. As a minimum requirement, the supplier shall have delivered, installed and commissioned at least one (1) double-deck revolving stage in a theatre, opera house or similar venue within the last ten (10) years. The revolving stage needs to have at least two (2) integrated stage lifts with wire rope system. In assessing whether a project is comparable, the Client will consider the type of venue, the type of work and products, the volume and the technical complexity of the delivery.	A description of the Supplier's most relevant projects during the last ten (10) years, stating for each: • Client and contact person with contact details • A project name and location • Contract value • Period of execution • A brief description of the scope and complexity, and the supplier's role in the project • Reference contact, including telephone number and email address The total description of all reference projects shall not exceed two (2) A4 pages. The Supplier shall use a single-column layout, font size 11 (Times New Roman), line spacing of 1.15, and page margins of 1.27 cm (top, bottom, left and right). Content in excess of this limit may be disregarded. The Client may contact the references, cf. chapter 1.11.

4.4 *Quality assurance system*

Requirements	Documentation requirements
The supplier must have a quality assurance system adapted to the complexity, risk and objectives of the delivery.	One of the following: • (1) A description of the Supplier's methods for quality assurance, or • (2) a copy of a valid ISO 9001 certificate or certificate demonstrating compliance with the relevant European standards series, issued by an accredited conformity assessment body.

Where a tender is submitted by a group of suppliers, all participants in the group shall satisfy this requirement.

4.5 Environmental management system

Requirements	Documentation requirements
The supplier must have an environmental management system adapted to the nature and scope of the delivery.	One of the following: • (1) a copy of a valid ISO 14001 certificate, EMAS registration, Miljøfyrtårn certification or a certificate demonstrating compliance with the relevant European standards series, issued by an accredited conformity assessment body, or • (2) a description of the Supplier's environmental management routines, including how environmental impact from production, transport, installation and waste handling is managed

Where a tender is submitted by a group of suppliers, all participants in the group shall satisfy this requirement.

4.6 Use of subcontractors

If the Supplier relies on documentation from subcontractors to demonstrate compliance with the requirements for technical and professional qualifications, the Supplier shall, in addition to the documentation demonstrating fulfilment of the qualification requirement, submit a letter of commitment or other documentation from the subcontractor evidencing that the Supplier has access to the resources offered.

Please note that any entity on whose capacity the Supplier relies shall submit a separate and signed European Single Procurement Document (ESPD).

4.7 Application from a Group of Suppliers – Joint and Several Liability

Suppliers submitting an application jointly shall enclose with the application an agreement on binding cooperation and joint and several liability, signed by all participants in the group.

The group of suppliers shall submit a single joint application. The application shall specify which participant is authorised to represent the group in its communications with the Client.

Please note that all participants in the group of suppliers shall submit separate and signed European Single Procurement Documents (ESPDs).

5 AWARD CRITERIA

The Contract will be awarded to the Tenderer that has submitted the tender offering the best price-quality ratio, based on the following award criteria:

Award criteria	Weight	Documentation requirements
Price	40%	The tenderer shall complete Appendix 2 - Price List
Quality and competence	60%	<u>Understanding of the assignment</u> The Tenderer shall submit documentation of its understanding of the assignment of up to eight (8) A4 pages, including explanations relating to the following points, but not including design drawings or other technical attachments: - How the Supplier will staff the Project and the experience possessed by the proposed key personnel. In addition to the explanation above, an organisational chart shall be included. - How the Supplier intends to collaborate with the Client, Unican GmbH, Avenu AS, FullScale GmbH and all other project participants during the design, installation, testing and commissioning phases. In addition, the Supplier needs to identify, manage and coordinate interfaces with other project participants. - How the contract work can be scheduled for completion within the time constraints of the Project, including: a. Progress schedule, including critical milestones for all phases. b. Critical success factors and management of time constraints. - The principal project risks and constraints identified by the Supplier, and the measures proposed to mitigate such risks and ensure successful project delivery. - The Supplier's approach to the design, engineering and implementation of the revolving stage machinery, including principal technical considerations relevant to successful project delivery.

Award criteria	Weight	Documentation requirements
		- The Supplier's approach to fulfilling the Environmental Requirements set out in Appendix 1 – Technical Specification, Section P2 Preliminary Remarks, including the proposed measures relating to material selection, durability, service life, maintenance, reparability, energy efficiency, transport, packaging and waste management throughout the expected service life of the systems. The Supplier shall use a single-column layout, font size 11 (Times New Roman), line spacing of 1.15, and page margins of 1.27 cm (top, bottom, left and right). <u>Key personnel</u> The tenderer shall describe the competence and experience of the persons proposed for the following roles: - Project Manager - Construction Manager The Project Manager and the Construction Manager shall not be the same person. One CV shall be submitted per role, and shall not exceed two A4 pages, documenting education and relevant certifications, employment status (permanent employee or affiliated subcontractor), and at most two (2) named installations that the person personally worked on, stating that person's role in each. The Supplier shall use a single-column layout, font size 11 (Times New Roman), line spacing of 1.15, and page margins of 1.27 cm (top, bottom, left and right). The Project Manager shall demonstrate relevant experience as project manager for stage machinery, theatre technology or comparable technical installation projects of similar complexity. The proposed personnel shall be assigned to the project. Any replacement requires the prior approval of the Client and must be with personnel having equivalent or superior qualifications.

5.1 Justification for Environmental Exemption

The Client has considered climate and environmental considerations in accordance with Section 5 b of the Norwegian Public Procurement Act. For this procurement, climate and environmental considerations are addressed through comprehensive and binding technical and contractual requirements rather than through a weighting of at least 30 percent as an award criterion.

This procurement concerns the design, manufacture, delivery, installation, commissioning, and long-term maintenance of highly specialized stage machinery systems for Trøndelag Teater. The contract covers a technically complex and safety-critical infrastructure project involving custom-engineered mechanical, electrical, and control systems with a long-expected service life and extensive integration requirements with existing theatre systems. The market for such systems is international and limited to a relatively small number of highly specialized suppliers.

The Client has incorporated a broad range of environmental requirements into the technical specifications as mandatory minimum requirements applicable to all tenderers. These requirements include, among other things:

- environmentally responsible material selection and compliance with the RoHS and REACH regulations;
- requirements for recyclability and circular economy principles;
- requirements concerning durability, extended service life and prevention of premature obsolescence;
- requirements related to energy-efficient drives and energy management systems;
- requirements ensuring repairability and long-term availability of spare parts;
- requirements for environmentally preferable lubricants;
- requirements related to packaging reduction, transport optimization and environmentally efficient logistics; and
- requirements concerning waste management, recycling and take-back obligations.

The Client considers that these mandatory requirements will ensure a more reliable and measurable environmental outcome than a comparative evaluation of environmental characteristics through award criteria. Because all suppliers must comply with the same environmental requirements, the environmental performance of the delivered systems is secured regardless of the outcome of the tender evaluation. The environmental effect is therefore achieved directly through the specification of the contract object rather than indirectly through competitive scoring.

Furthermore, life-cycle considerations are particularly important in this procurement. The stage machinery systems being procured are expected to remain in service for several decades. In such projects, the most significant environmental benefit is generally achieved through long service life, robustness, maintainability, repairability, avoidance of premature replacement, and the ability to upgrade components rather than replacing entire systems. The technical specifications therefore place considerable emphasis on durability, wear reduction, modular design, spare-part availability, repairability, condition monitoring and protection against technological obsolescence. The Client considers these requirements to be more effective in

reducing life-cycle environmental impacts and resource consumption than a points-based evaluation of environmental performance among tenderers. The environmental requirements themselves describe long operational life as the most effective lever for resource efficiency.

The Client has also assessed whether additional environmental differentiation through award criteria would create meaningful competition in environmental performance. Given the highly specialized nature of the systems, the stringent safety requirements, the need to comply with extensive technical standards, and the fact that many environmental characteristics are already prescribed as mandatory requirements, the Client considers that the potential for obtaining additional environmental benefits through a 30 percent environmental weighting is limited. A weighting-based evaluation is therefore unlikely to influence the environmental performance of the final delivered solution to the same extent as the mandatory requirements set out in the procurement documents.

On this basis, the Client concludes that climate and environmental considerations are better safeguarded through the environmental requirements contained in the technical specifications and contract requirements than using climate and environment as an award criterion weighted at a minimum of 30 percent. The conditions for applying the exemption provided for in Section 5 b of the Norwegian Public Procurement Act are therefore considered to be fulfilled.

5.2 *Evaluation method*

Scores will be assigned on a scale from 1 to 10, where the highest and lowest scores will not necessarily be used.

5.3 *Price criteria*

A tender whose offered price is 100% higher than the lowest offered price will be awarded zero (0) points. Any tender whose offered price exceeds the lowest offered price by more than 100% will also receive zero (0) points; negative scores will not be awarded.

A price line left blank is deemed to be included in the tender sum at no additional cost and within the scope of the delivery. In the event of inconsistency between the sum of the individual lines and a stated total, the sum of the individual line items shall prevail.

5.4 *Qualitative criteria*

Each award criterion will be scored on a scale from 1 to 10 points, with 10 points being the highest possible score.

6 SUBMISSION OF TENDERS

The tender shall be submitted in full through the Merccell portal by the tender deadline. Submission by e-mail or by any other means will result in rejection of the tender. The tender shall be binding. The Tenderer bears the risk of any ambiguities in the tender.

The Tenderer shall complete and respond to all applicable requirements in the procurement documents. The documentation shall be uploaded as PDF files unless otherwise specified. The Price List shall be uploaded as an Excel file (.xlsx format).

7 DOCUMENT LIST

In addition to the tender notice, the tender documents consist of the following documents:

Appendix no.	Title	Filename
	Procurement document (this document)	Trøndelag Teater – 00 Procurement Document.pdf
1	Technical Specification	Trøndelag Teater – Appendix 1 – Technical Tender Specifications.pdf
2	Price List	Trøndelag Teater – Appendix 2 – Price List.xlsx
3	Drawings	Trøndelag Teater – Appendix 3 – Drawings.pdf
4	Schematics AV & Show Lights	Trøndelag Teater – Appendix 4 – Schematics AV and Show Lights.pdf
5	Slip Ring Configuration	Trøndelag Teater – Appendix 5 – Slip Ring Configuration.pdf
6	Preliminary Project Milestones	Trøndelag Teater – Appendix 6 – Preliminary Project Milestones.pdf
7	Contractual Conditions	Trøndelag Teater – Appendix 7 – Contractual Conditions.pdf
8	Storage Capacity	Trøndelag Teater – Appendix 8 – Storage Capacity.pdf
9	Photos	Trøndelag Teater – Appendix 9 – Photos.zip
10	RFID Documents	Trøndelag Teater – Appendix 10 – RFID Documents.pdf

8 OTHER ATTACHMENTS

The Tenderer shall complete and sign the table below

Company name:			
Organisation number:			
Postal address:			
Visiting address:			
Phone number:			

Contact person:			
Phone number:		Mobile number:	
Email:			

The above-mentioned supplier hereby submits the attached tender in accordance with the conditions set out in the tender documents.

☐ We confirm that our tender will remain valid throughout the tender validity period specified in the tender documents. The tender may be accepted by the Client at any time until the expiry of the acceptance period.

Location	Date	Signature
Name in block letters		