***Atklāta sarunu procedūra “NBHC Nacionālais tehniskais pētījums”, (Iepirkuma ID Nr. PRO-2025/074), turpmāk – Iepirkums.***

***Open negotiated procedure “NBHC National technical study” (Id. Nr. PRO-2025/074), hereinafter – Procurement.***

Akciju sabiedrība “Conexus Baltic Grid”, reģistrācijas Nr. 40203041605, (turpmāk – Pasūtītājs/Conexus).

The Joint Stock Company "Conexus Baltic Grid" (registered as "Akciju sabiedrība "Conexus Baltic Grid""), hereinafter – Customer/Conexus.

Iepirkuma komisija (turpmāk – Komisija) ir saņēmusi ieinteresētā piegādātāja jautājumus un sniedz šādas atbildes uz tiem (citējot jautājumus):

The Procurement Commission (hereinafter referred to as the Commission) has received questions from an interested suppliers and provides the following responses to them (quoting the questions):

| **Nr.** | **JAUTĀJUMI / QUESTIONS** | **ATBILDES / ANSWERS** |
| --- | --- | --- |
| **1.** | We would like to enquire whether the contract terms and conditions are available for the Nordic Baltic Hydrogen Corridor Technical Study PRO-2025/074? Alternatively, could you advise if we are free to propose our own standard contract terms and conditions. | Please note that, significant contract provisions can be found in the procurement regulations, particularly point 19.16. The draft contract is not shared during the tender stage. The applicable contract terms will be discussed and finalized during the contract negotiation phase with the selected tenderer, after the decision on contract award has been made. So, there is no requirement to add your standard contract to the tender documents.Anyway, you are welcome to indicate any standard terms or considerations you would like to propose within your offer; however, please be aware that the final contract terms will be subject to mutual agreement during negotiations. |
| **2.** | General question regarding pipeline and compressors: Are there any local standards and/or regulations in Latvia covering these aspects that shall be considered in the project? | Yes, there are local standards applicable to both pipelines and compressors in Latvia. However, these standards have primarily been developed for natural gas infrastructure. Our initial assumption is that they may not be directly applicable to hydrogen infrastructure. That said, we are open to your interpretation and would highly appreciate your expert opinion on this matter.Relevant Latvian standards include, but perhaps, not limited to:* LVS 363:2016 – *Transmission Pipeline System. Additional Requirements for the Co-operation of Steel Underground Gas Pipelines.*
* LVS EN 12583:2022 – *Gas Infrastructure – Compressor Stations – Functional Requirements.*
* LVS 423:2021 – *Operation and Maintenance of Gas Transmission Pipelines – National Guidelines.*
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| **3.** | Regarding assessment of safety zones and technical standards (Item 3): | * Latvia has specific legislation, the [Protection Zones Law (Aizsargjoslu likums)](https://likumi.lv/ta/id/42348-aizsargjoslu-likums), which regulates the minimum distances for protection and safety zones around gas pipelines and other infrastructure. While this law was originally developed with natural gas infrastructure in mind, it provides a useful reference point that can be used as initial input data for the project. However, we assume that protection and safety zones for hydrogen infrastructure should be recalculated individually, based on hydrogen-specific risk characteristics and standards. This recalculation is important, as the defined zone width—whether 15 or 30 meters—could have a significant influence on the environmental impact assessment outcomes and the corridor selection process.
* Regarding the review of EU, ISO and ASME standards, we expect a comprehensive overview that addresses all relevant aspects of hydrogen pipelines—not only safety, but also design, construction, operation, inspection, and maintenance. This will ensure full compliance and technical alignment with best international practices.
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| **4.** | Additionally, we have few comments and requests related to the part of the document called “CONDITIONS OF THE OPEN NEGOTIATED PROCEDURE”. Should we include those in our proposal? Or should we send it to you up front? | * Please clarify what is the “document called “CONDITIONS OF THE OPEN NEGOTIATED PROCEDURE””.
* Submit any comments or requests concerning the procedural conditions separately and in advance, rather than including them within your main technical and commercial proposal.
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| **5.** | We are planning to submit our proposal with the support of a local subcontractor. We intended to prepare a subcontrator contract (as per point 11.1.6), however our procurement department has indicated we need the T&Cs from the head contract with Conexus before we can draft the subcontract T&Cs. Therefore, would it be acceptable if we submitted a signed Letter of Intent to form a subcontract agreement (subject to award) in support of our proposal submission instead?  | As per point 11.1.6. you don’t need to prepare and submit any subcontract agreement. In the case of sub-contracting please fill in tables provided in Annex 2, considering your subcontracting model:II. THE TENDERER RELIES ON THE ABILITY OF SUCH PERSONS TO CONFIRM ITS QUALIFICATION (IF APPLICABLE) – *in case you rely on subcontractor to meet all or any of the qualification requirements*and/orIII. INFORMATION ON SUBCONTRACTORS (FORM) - *in case you just transfer part of work to a subcontractor*+VI. STATEMENT OF THE SUBCONTRACTOR OR THE PERSON ON WHOSE POTENTIAL THE TENDERER RELIES (FORM |
| **6.** | Are metering stations to be included in the proposal? | Gas metering stations are not required to be included in the technical design or layout assessment within your proposal. However, for the purpose of CAPEX and OPEX evaluation, we do require a preliminary estimation of the number of metering stations and their indicative cost, with a precision of ±30%. |
| **7.** | Would it be possible to get access to the Pre-feasibility Study/findings? | The Pre-feasibility Study and its key findings will be made available to the selected vendor after the contract is signed. |
| **8.** | Regarding compressors, which ones are to be included in the proposal? The ones on the main line? The ones for the Estonian/national entry points? Both? | Our initial assumption is that, if compression is needed for the Latvian segment, the most suitable location would be near the Inčukalns UGS facility, where it would be technically and logistically feasible to extend the infrastructure.Therefore, we ask to:* Evaluate this scenario—placing a compressor at or near Inčukalns UGS.
* If the modelling results indicate this location is not feasible or not optimal, we expect the selected vendor to:
	+ Propose alternative location(s) for the compressor station(s),
	+ Assess whether one or multiple stations are needed, and
	+ Justify proposal using technical analysis and hydraulic modelling.
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| **9.** | Please find attached few comments to the conditions that we have received from our legal advisor. I put them as comments to the document as you suggested. We hope that we can find consensus. We look forward to hearing from you. | Please note that we are not discussing contract terms and conditions at the current bidding stage. Key provisions (draft) related to the contract can be found in the procurement regulations, particularly in point 19.16. A draft contract is not shared during the tender phase. The applicable contract terms will be discussed and finalized during the contract negotiation phase with the selected tenderer, following the decision on contract award.That said, you are welcome to include any standard terms or considerations you would like to propose as part of your offer. Please be aware, however, that the final terms will be subject to mutual agreement during negotiations. |
| **10.** | We would like to seek clarification regarding the Mandatory Selection Criteria, specifically Point 9.2.3 on certifying experience. The clause states:*2)         For each contract/project certifying the experience shall be submitted:**a)* **positive client feedback or confirmation/declaration***provided by the Tenderer, from which the Customer can clearly verify the Tenderer's compliance with the requirements referred to in this Clause, including but not limited to such information:** *business name of the client and subject of the contract;*
* *a brief description of the subject of the contract, including all the information needed to verify compliance with the qualification requirements;*
* ***contact details (name, position, telephone, email) of the client´s person in charge.***
* *b) other documents certifying the compliance of the objects concerned with the requirements of this Clause.*
* *The Tenderer is entitled to certify the fulfilment of qualification requirements with any additional documents certifying the compliance of the objects concerned with the requirements of this Clause, inter alia, by submitting* ***copies of transfer-acceptance certificates and/or client feedback.***

To fulfill this requirement, we are providing the project manager’s name for each project reference. However, due to non-disclosure agreements (NDAs), GDPR restrictions, and the unwillingness of clients to issue certificates, we are unable to provide direct certification or client contact details.As an alternative, we typically include the relevant project details along with the project manager’s contact information in our proposals. Kindly confirm if this approach is acceptable to you. | Please note that Conexus will evaluate all tenders in accordance with the procurement regulations. Therefore, it would not be appropriate at this stage to review or pre-approve any submitted documents.We fully understand the limitations posed by NDAs, GDPR, and client confidentiality. At the same time, please be assured that Conexus is also bound by commercial confidentiality obligations and will handle all submitted information with the utmost care.While providing the project manager’s name and relevant project details is necessary and appreciated, it is not sufficient by itself.  If you are able to include any additional information—even in anonymized or redacted form—it may strengthen your submission. |

*Confidentiality disclaimer:*

*The received information (files) cannot be disclosed to third parties, except when necessary for the preparation of the proposal. Therefore, company representatives and personnel will use the received information solely for the purpose of preparing the proposal.*