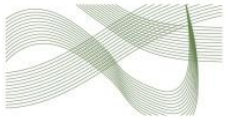




# The incorporation of non-price criteria in the solicitations for offshore wind in The Netherlands

April 21 – Marine Law Symposium  
Roger Williams University School of Law,  
Bristol, Rhode Island



Onshore wind



Offshore wind



Geothermal



Solar PV



**Egbert Jansen - Head advisory group Contracting**





-  Specialist in the development of **renewable energy projects**
-  **Consultant, Engineer** and **Investor**
-  Operates globally. Offices in the **Netherlands, Indonesia, South Korea and Vietnam**
-  Medium sized group of companies with **70+ experts** and many partners
-  Operates since **2007**
-  Memberships: Wind Europe, Netherlands Wind Energy Association, Indonesian Wind Energy Association, Holland Solar, Holland Home of Wind Energy



# Clients and scope Pondera in NL

## 1. Planning and development

Clients: Tennet (Dutch TSO),  
Ministry of Economic Affairs and Climate Policy  
Scope: Environmental Impact Assessment (EIA), Wind  
Resource Assessment (WRA), spatial planning, design


## 2. Tender / auction

Clients: Developers  
Scope: Designing and bid preparations

## 3. Project delivery

Clients: Developers  
Scope: Designing, procurement  
and construction management

# Development costs and project certainty for developers

 = DevEx

 = Project certainty

 **1. Planning and development**  
2-3 years  
Clients: TSO and ministry

 **2. Tendering**  
6 to 12 months  
Clients: developers

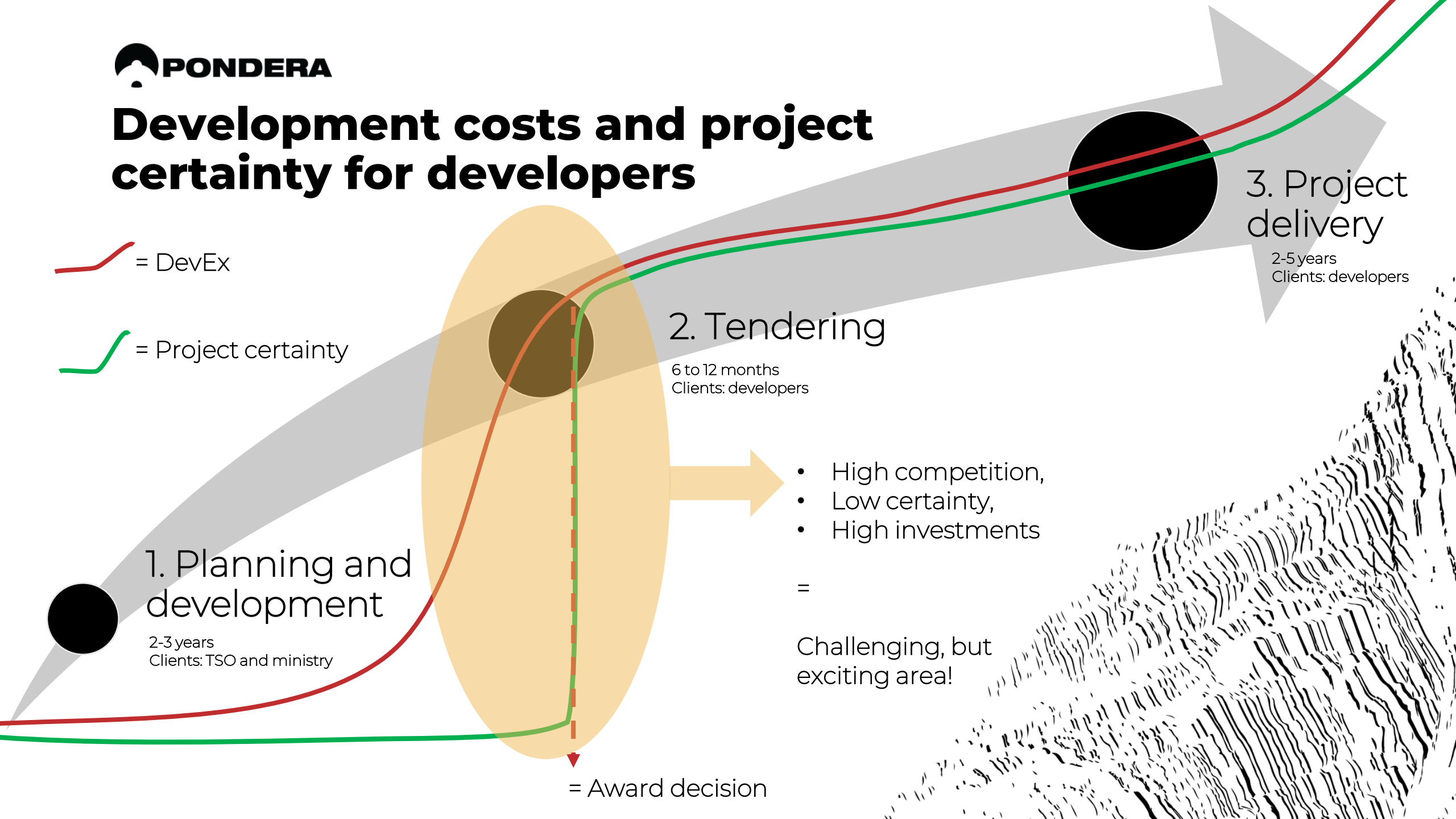
- High competition,
- Low certainty,
- High investments

=

Challenging, but exciting area!

 **3. Project delivery**  
2-5 years  
Clients: developers

 = Award decision



# Consultancy services tender management

Blue bold =  
Most relevant contributors  
to success rate developers.



## Strategy

Assess award criteria

Design tender strategy based on differentiators

Design storyline

Provide market insights supply chain / energy market



## Management

Manage design processes

Organize technology assessments and expertise workshops

Manage tender preparations



## Design

Levelized cost calculations (electricity / H2 / system)

WRA / EYA including comprehensive wake effect analyses

Micrositing / Windfarm layout optimization

Feasibility studies innovative technologies

Dynamic modelling energy systems



## Permits

Compliance checks

Integrate permit requirements in bid

Assessment lacking permits

Permit application lacking permits

Environmental impact assessments



## Contracting

Contracting strategy

Tender management turbines and BoP

Contract negotiations

Strategic advice on innovation integration in contracts



## Bid writing

Tender management

Bid writing

# Bid preparation approach developer

## Scrutinize tender criteria

- Evaluation draft criteria
- Discussion & Lobby authorities
- Assessment final criteria and evaluate differentiators

1-3 months

## Determine approach

- Draft storyline
- Implement lessons learnt
- Measures and opportunities
- Feasibility assessment
- Design dissemination methods

1-3 months

## Engage market

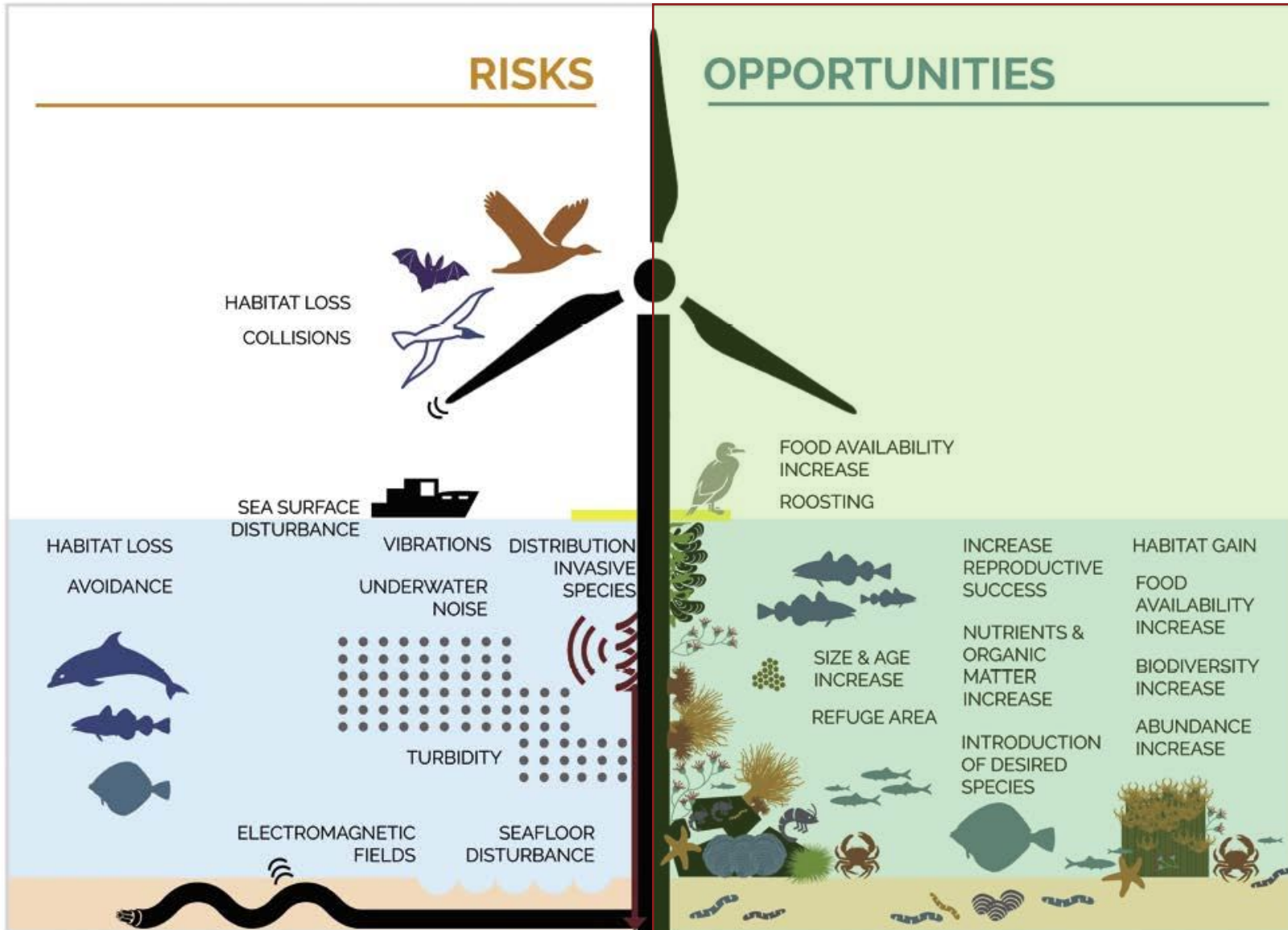
- Market evaluation
- Engage partners
- Finalize tender teams: combination of technology providers, scientists, consultants, suppliers and contractors.

1-3 months

## Preparation tender

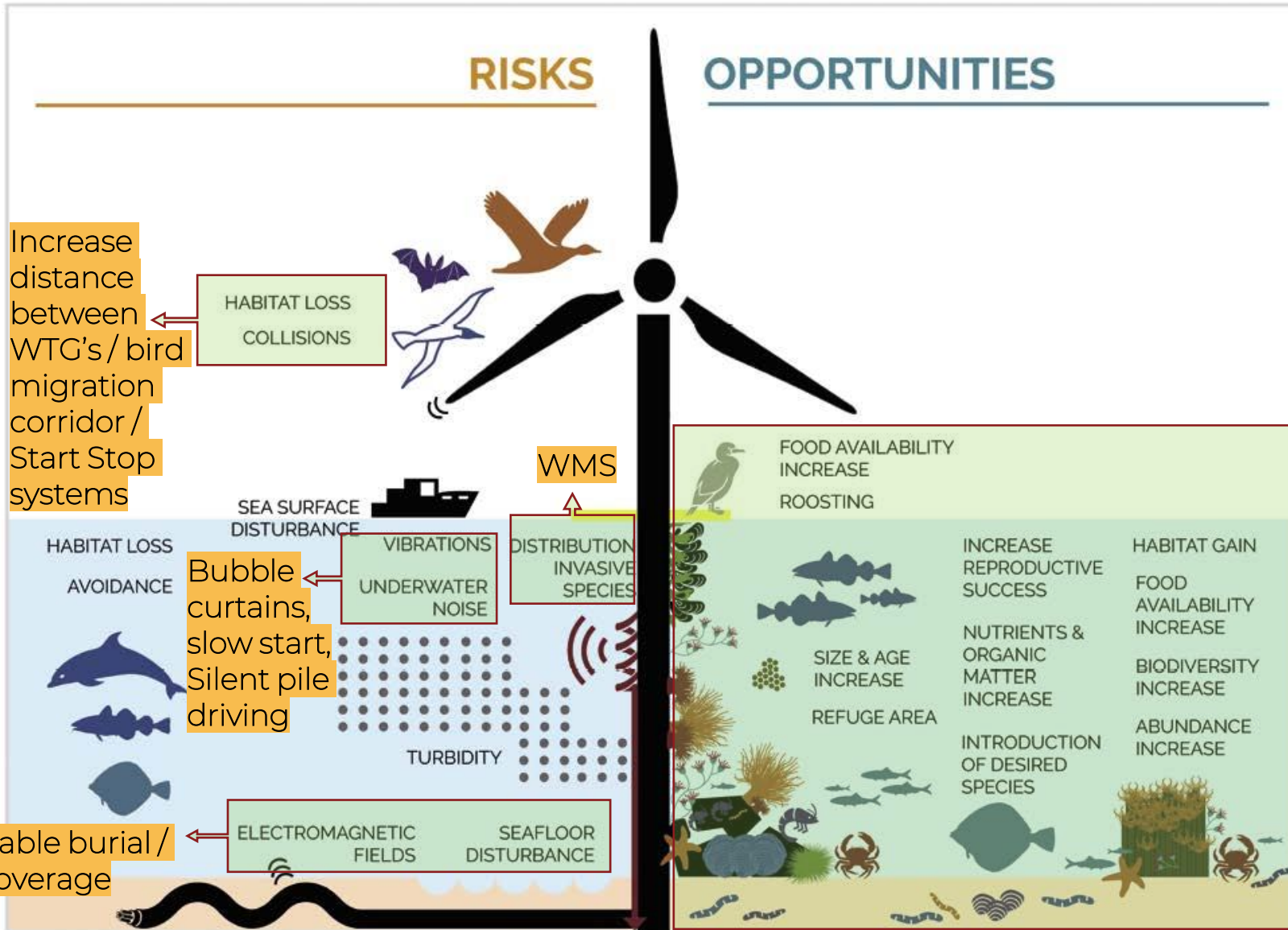
- Manage work packages
- Perform studies & Technology assessments
- Tender checks
- Bid writing

3-6 months



# Examples of differentiator ecology

Focus area for determining measures to reinforce nature



Increase distance between WTG's / bird migration corridor / Start Stop systems

Bubble curtains, slow start, Silent pile driving

Cable burial / coverage

# Considerations

- Risk mitigation is easier compared to designing exploitation methods of opportunities
- Knowledge is limiting factor in holistic approach and determining the real impact of measures
- Tender criteria are crucial in approach developers:
  - What is the award methodology?
  - Innovation? Risk mitigation?
  - Knowledge gap reduction?
  - Net positive impact?
- Geographical area matters: Only inside wind site or also outside the wind site?

Reinforcement ecosystem (i.e.: by creating artificial reefs, compensation areas for species, or by introducing / developing enhanced technologies for low-noise shipping)





# Thank you for your attention!

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