



Attending public procurements in Norway

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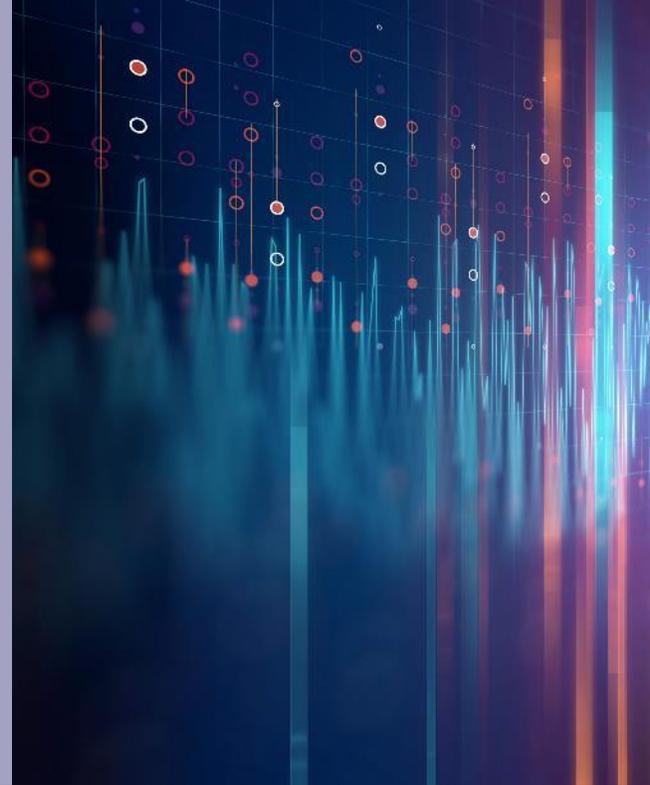
Always there, like taxes and death

- Formalities
- Reference projects
- Requirements for working - and social conditions
- Taxes, fees

Who can participate in the procurements?

- Based on EEA and WTO agreements, Norway is obligated to include European entrepreneurs to public procurement procedures
- <https://www.regjeringen.no/en/topics/European-policy/eos/agreement/id685024/>





The information about procurements
can be found at:

Doffin.no

Let's take a quick look!

General requirements for attending companies 1/2:

1. All the taxes and fees have to be paid and proven
2. Company must be registered as NUF
3. Confirmation that the company is registered in the Trade or Business Registry as required in the company's origin (firmaattest)
4. Up to date annual financial statements (årsregnskap)
5. Quality management system in one of the Nordic languages
6. Valid HMS/HSE system (Helse, miljø, sikkerhet/ Health, safety, environment)
7. European Single Procurement Document (ESPD)

General requirements for attending companies 2/2:

8. The economic situation in the company should have the coverage for the contract (in case of short/small contracts for service fulfillments or purchase of standard products, the financial status does generally not have any special requirements)

9. the company must have reference projects from similar projects

10. The qualification has to be proven according to SAK10

11. The company has to be “lærebedrift” which means that you have to be able to use students in their company. <https://anskaffelser.no/avtaler-og-regelverk/krav-om-bruk-av-laerlinger-i-offentlige-kontrakter>

How are “winners” chosen?

Price 40%

Quality 60%

(speed of response, quality standard of the product, producing speed ...)



How do you deliver the price quote?

- Use „Merzell Tend Sign KGV“ if it is not specified otherwise
- In one of northern languages (Danish, Norwegian or Swedish) if it is not specified otherwise



When to use which contract standard?

The standards go together with forms.

Consultation services:

Engineering/
advising NS 8401
NS 8402

Construction
manager -
assignment NS 8403

Independent
control
assignment NS 8404



Building company:

Only execution

Builder



Contractor(s)



Subcontractor(s)

* NS 8406 and NS 8416 should not be applied on projects where several contractors work simultaneously on same building site

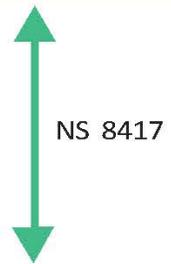
Turnkey contract:

Engineering and execution
Alternative 1

Builder



Main contractor(s)



Main-subcontractor(s)

Turnkey contract:

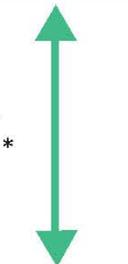
Engineering and
execution
Alternative 2

Builder



Main contractor(s)

Execution
company
NS 8415
NS 8416 *



Sub-contractor(s)

Engineering/
advising
NS 8401
NS 8402



Advisor/
engineering

* NS 8406 and NS 8416 should not be applied on projects where several contractors work simultaneously on same building site

As you deliver:
NS 8430



Overview of contract standards for different roles within Building and realestate

BB = Byggeblankett/building form

	Procurement	Contract Relevant standards and forms (BB)	Outcome
Architect	NS 3418 NS 8400 NS 8410	NS 8401 and BB NS 8402 and BB	NS 3418
Advisor	NS 3418 NS 8400 NS 8410	NS 8401 and BB NS 8402 and BB	NS 3418
Construction manager	NS 8400 NS 8410	NS 8403 BB 8403 A	BB 8403 B
Builders regulations BR* / KP** / KU***	NS 8400 NS 8410	BB 8440 A	BB 8440 B
Independent control	NS 8400 NS 8410	NS 8404 and BB	
Turnkey contract/ turnkey subcontract	NS 3418 NS 3450 NS 8400 NS 8410	NS 8407 and BB A-C NS 8417 and BB A-C NS 8409 and BB	NS 3418
Execution company	NS 3450 NS 8400 NS 8410	NS 8405 and BB A-C NS 8406 and BB A-C NS 8415 and BB A-C NS 8416 and BB A-C NS 8409 and BB	NS 3420
OPS (state/private co-op)	NS 3450 NS 8400 NS 8410	prNS 8422 New standard in progress	
Management	NS 8400 NS 8410	See separate overview for FM (fasilitetsstyring/ facility management)	See separate overview for FM (fasilitetsstyring/ facility management)



Takeover	NS 8430 BB (building form) 8430 A-E
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* Builders representative
** The coordinator of the engineering phase
*** The coordinator of the execution phase



How to be more trustworthy for bigger local companies who attend to public procurements!

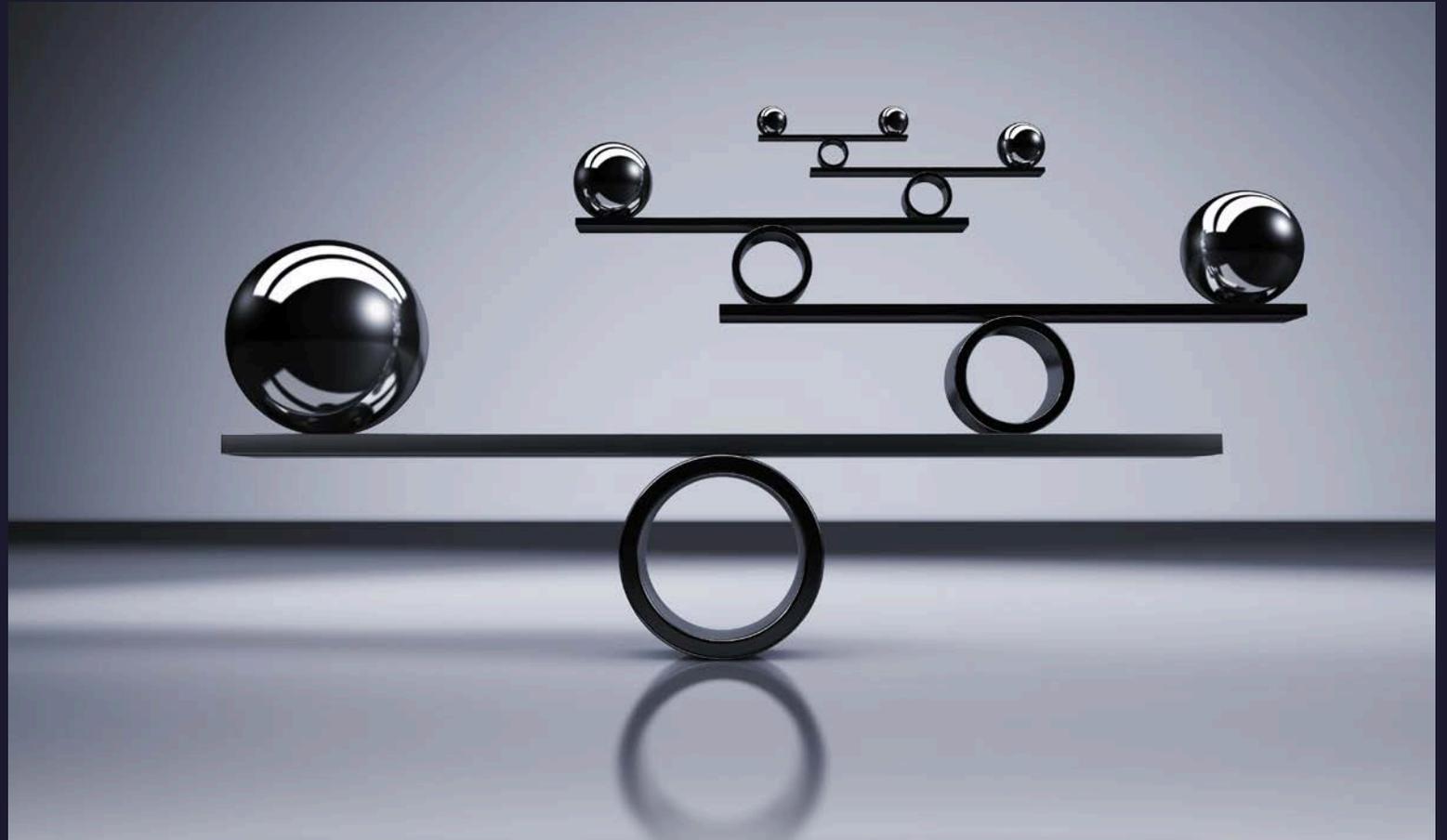
Sentral godkjenning

Achilles Startbank

Reference projects

Quality management system

Qualification according to SAK
10



Practical steps to for attending in procurement 1/2

- do your homework before making the offer – we can help you investigate the subject from Norwegian aspect, as well as just offer linguistic assistance
- ask for help when you are unsure – we can help you with taking contact with necessary parties involved. Again – either to find the right people or just with the language
- written descriptions of your proposal for solutions, products, alternatives – we can help you with doing a market analysis to understand the situation better to be able to assess your own capabilities and the suitability of your product/service

Practical steps to for attending in procurement 2/2

- Have a dialogue with the tenderers - use your rights and possibilities wisely
- taxes, fees – a company attending a (public) tender has to have its “books in order”. We have experienced and locally qualified partners who can assist you with this and eventually help you to sort them out (Aita)
- working and social conditions -> HMS, quality routines etc have to be in order. This is a field many Estonian companies might look over before its too late. We can help you with checking these things and updating them (Vitamedica; Norcon/MTS etc)

Universal design

- Drive inns and slope angles
- Entrances
- Doors and windows
- Hallways and elevators
- Stairways and handrails (Sintef)
- <https://www.uutilsynet.no/english/information-english/252>
- <https://dibk.no/globalassets/byggeregler/regulation-on-technical-requirements-for-construction-works--technical-regulations.pdf>



There are different companies who can get you started!

- “Never follow anyone else’s path. Unless you’re in the woods and you’re lost, and you see a path. Then by all means follow that path.”

—Ellen DeGeneres



Sources

- LOA- lov om offentlig anskaffelser (the law of public procurements)
<https://lovdata.no/dokument/NL/lov/2016-06-17-73?q=offentlig%20anskaffelser>
- FOA- forskrift om offentlig anskaffelser (regulations for public procurements)
<https://lovdata.no/dokument/SF/forskrift/2016-08-12-974?q=FOA>
- <https://espd.eop.bg/espd-web/filter?lang=en>
- <https://www.standard.no>



Tusen takk!

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In association with

