

CRITERIA FOR EVALUATING TENDERS

1. The most economically advantageous tender shall be selected on the basis of the price-quality ratio (the selected quality assessment criteria shall be evaluated quantitatively).
2. When performing calculations, figures are rounded to the nearest hundredth.
3. The tender that scores the highest number of economic benefit scores (S) will be recognised as the most economically advantageous.
4. The bid evaluation criteria are set out in Table 1.

1 Table 1. Evaluation criteria

EVALUATION CRITERIA	Relative weight of the functional parameter	Relative weight in the economic benefit assessment
First criterion – price (C)		X=90
First parameter (C _{hourly rates}) – Hourly rates of the supplier's specialists who will be involved in the provision of public cloud services	L₁ = 0.10	--
Second parameter (C _{total price}) – Total price	L₂ = 0.90	
Second criterion – services without migration (T)		Y = 10
First parameter (P ₁) – Services provided without migration between cloud service providers	L₃ = 1	

The methodology for assessing the economic efficiency criteria is set out below.

1. Calculation of the score for the price criterion (C)

No.	Parameters for assessing price (C)		Relative weight of the parameter
C1	C _{hourly rates}	The hourly rate for the project manager proposed by the supplier (EUR excluding VAT). Hourly rates for senior cloud specialists (EUR excluding VAT): • Senior Solutions Architect; • Senior Cloud Engineer; • Senior DevOps Specialist	L ₁ = 0.10
C2a	C _{general discount}	Discount N1 – Azure or equivalent platform The Supplier, taking into account its level, competence and other factors that may have an impact, shall provide a discount (including support and maintenance (TS clause 3.2.5.)). Discounts granted by the cloud provider for reservations are not considered to be a discount granted by the Supplier.	L ₂ = 0.90
C2b		Discount N2 – AWS or equivalent platform The Supplier, taking into account its level, expertise and other factors that may have an impact, shall provide a discount (including support and maintenance) on the services provided by the proposed public cloud service provider's platform, using a flexible payment model (Clause 3.2.5 of the Technical Specification). Discounts granted by the cloud provider for reservations are not considered to be a discount granted by the Supplier.	
C3	C _{FinOps}	Tool for unified cost monitoring A fixed monthly rate for the proposed tool.	

1.1. The score for the price criterion (C) is calculated by adding the scores obtained for the hourly rates of specialists ($C_{\text{hourly rates}}$) and the scores obtained for the total price ($C_{\text{total price}}$), and multiplying by the criterion's relative weighting X.

$$C = (C_{\text{hourly rates scores}} + C_{\text{total price scores}}) \times X$$

(Formula 1)

1.2. The score for the specialist hourly rate parameter ($C_{\text{hourly rates}}$) is calculated as follows:

- 1) By applying the description in point 4) below and Formula 2;
- 2) Without applying the formula, where the supplier offers an average hourly rate for all specialists (Senior Solutions Architect, Senior Cloud Engineer, senior DevOps specialist, project manager) is less than 50.00 EUR excluding VAT, the tender will receive 0 points for this parameter.
- 3) Where the formula is not applied, if a supplier offers an average hourly rate for all specialists (senior solutions architect, senior cloud engineer, senior DevOps specialist, project manager) that is higher than 200.00 EUR excluding VAT, the final tender will be rejected.
- 4) The score for the specialists' hourly rates ($C_{\text{hourly rates}}$) is calculated as the ratio of the average hourly rate of the best (lowest) bid to the average hourly rate of the bid under evaluation, multiplied by the comparative weight of the parameter (L_1).

$$C_{\text{hourly rates scores}} = \left(\frac{\text{lowest average } (C1)}{\text{average } (C1)} \right) \times L_1$$

(Formula 2)

1.3. The general discount parameter ($C_{\text{general discount}}$) is obtained by calculating the average of the proposed discounts.

$$C_{\text{general discount}} = (C2a + C2b) / 2$$

(Formula 3)

where: $C2a$ = the discount offered by Azure or an equivalent platform, $C2b$ = the discount offered by AWS or an equivalent platform.

1.4. The total price parameter ($C_{\text{total price}}$) is calculated using the formula described below:

$$C_{\text{total price}} = 130\,000 \text{ Eur} \times (100\% - C_{\text{general discount}}\%) + C_{\text{FinOps}} \text{ Eur}$$

(Formula 4)

1.5. The total price score is obtained by calculating the ratio of the best (lowest) total price to the total price of the proposal under consideration and multiplying it by the comparative weight of the parameter (L_2):

$$C_{\text{total price score}} = \left(\frac{C_{\text{lowest total price}}}{C_{\text{total price}}} \right) \times L_2$$

(Formula 5)

where: $C_{\text{lowest total price}}$ = the lowest total price offered among the tenders received.

2. Calculation of the score for services without the migration criterion (T)

No.	<i>Second criterion – services without migration (T)</i>		Relative weight of the parameter
T	P ₁ = 1	1 point shall be awarded where the proposed cloud platforms match those currently used by the Client. In such cases, additional migration costs are avoided. In other cases, no points are awarded.	L₃ =1
	P ₁ = 0	0 points shall be awarded where the proposed cloud platforms do not match the cloud platforms currently used by the Client.	

2.1. The score for the services without migration criterion (T) shall be calculated by multiplying the value of parameter P1, the relative weight of the parameter (L3), and the relative weight of the criterion in the economic benefit assessment (Y).

$$T = L_3 \times P_1 \times Y$$

(Formula 6)

3. Calculation of the overall economic benefit

3.1. The Overall Economic Benefit score (S) shall be calculated by adding the score for the Price Criterion (C) and the score for the Services Without Migration Criterion (T).

$$S = C + T$$

(Formula 7)
