

**Spørgsmål / svar m.v. vedr.**

**EU-udbud 2014/S 117-207245**

**pr. 4/7/2014:**

**Online monitoring system, website og CMS for the North Sea Region Program**

## **1. Open Source or commercial source?**

### **Question:**

**What are the reasons behind the general requirement that the Website and Content Management System should be based on Open Source Software?**

**Would you consider a proposal based on a commercial CMS instead of Open Source?**

**...and if so would you be willing to reconsider your evaluation criteria (and contract) in a way that reflect our wish to build both the OMS and the website as one coherent solution rather than two separate taking into account that your current criteria favors an Open Source solution for the web part although this may not be the best fit for your overall project?**

### **Response:**

The North Sea Region programme is a European funded programme sourced from the European Regional Development Fund (ERDF). In general the programme promotes the sharing of initiatives and solutions, which can be shared openly with other similar European programmes throughout Europe. For this reason the programme prefers the use of an 'open' source system but will also consider bids for systems which are generated through 'closed' or commercial source.

## **2. System functionalities: OMS/CMS**

### **Question:**

**The system is complex, and the North Sea Region (NSR) will truly benefit from a dialogue based approach to the delivery process. Today such systems are developed from an agile standpoint, rather than a waterfall model. For the differences I invite you to read the following links:**

**<http://www.base36.com/2012/12/agile-waterfall-methodologies-a-side-by-side-comparison/>**

**<http://agileintro.wordpress.com/2008/01/04/waterfall-vs-agile-methodology/>**

**It is our best guess that by following the tender process defined in your material, you will most likely end up with a majority of vendors (typically the established ones) choosing not to participate in the tender due to high risk, and a few (maybe none) trying to win the task by promising to solve the task issue by issue. The end result may likely be that you will end up with a system that - best case - seen from an isolated point of view, might actually solve the majority of demands, but with no "glue" in between, and therefore a system with very low practical everyday life usability. This has been seen numerous times in public software tenders from earlier years. Examples are the Amanda project, or more current a system for Danske Hjemmeværnet.**

**Also with this high focus on individual functions/tasks the project might actually end up being much bigger, than if you take another standpoint and focus on explaining the routines you need to solve (use cases), rather than explaining the solutions to your needs. As a professional vendor, by listening to your needs, we may very likely be better to define the solutions to your needs - and thereby an optimized system.**

**Response:**

The important point here is that both the OMS and CMS systems are developed in close co-operation with the Secretariat in a practical and solution orientated way. This is reiterated on page 11 of the specifications for the online monitoring system and content management system where it is outlined that 'in the event that the bidder cannot address one or any of these points an alternative solution describing how the functionality could be solved should be provided'.

Taking this in its broadest context the Secretariat would be content to develop the system based on an dialogue with the developer as long as the developer could deliver the functionalities or suitable alternatives as outlined in the requirements for the OMS and CMS.