

Open call: Innovative bicycle parking and data solutions

CALL FOR TENDERS 8th of APRIL 2024

Procuring entity

Forum Virium Helsinki Oy

1. Background information on the pilot procurement

Mobility Lab Helsinki expedites companies' creation of new business activities, products and services by promoting the development of new mobility services and supporting their effective utilisation. The project is being carried out by the City of Helsinki and Forum Virium Helsinki.

Pilots are our way of developing a new and even more functional city in a genuine environment together with residents, businesses and experts.

The aim of the pilot procurement is to support the development of urban mobility services, study and test new solutions for secure bicycle parking and storage in urban space, and explore new methods for producing bicycle parking and usage data.

Forum Virium Helsinki will carry out the pilot procurement as part of the Mobility Lab Helsinki project. The pilot will be carried out in close cooperation with Pääkaupunkiseudun Kaupunkiliikenne Oy.

Read more about agile pilots: <https://forumvirium.fi/en/about/agile-pilots/>.

2. Background information

The Mobility Lab Helsinki project, in cooperation with Metropolitan Area Transport Ltd, is seeking solutions for the piloting of new types of smart and secure bicycle parking services.

Cycling is becoming increasingly popular in Helsinki, with the majority of Helsinki residents saying that they use their bicycles weekly all year round. Cycling is a very sustainable form of transport. It keeps traffic under control, reduces harmful emissions and brings many social and health benefits. The main objective of the [Helsinki Bicycle Action Plan](#) is to make Helsinki a year-round cycling city for people of all ages. The goal is that the modal share of cycling will be at least 20% by 2035.

According to the Helsinki Cycling Barometer (2022), Helsinki residents would like to see more bicycle parking solutions that protect against theft and vandalism. Secure bicycle parking is an essential part of the cycling experience.

The pilot call is being organised by Mobility Lab Helsinki, a joint project of Forum Virium Helsinki and the City of Helsinki, in cooperation with Pääkaupunkiseudun Kaupunkiliikenne Oy. Pääkaupunkiseudun Kaupunkiliikenne Oy is responsible for the Park & Ride services in Helsinki and is developing the activities at both metro and train stations. Park & Ride services are located at public transport stations; cyclists can park their bicycles at train or metro stations and continue their journey by public transport.

3. Detailed description and subject of the invitation to tender

The Open call is divided into two challenges, seeking innovative solutions.

In Challenge 1 (Collection of data on bicycle parking), innovative solutions are sought to collect data on bicycle parking to support data-driven decision-making. Through innovative data collection solutions, we aim to better understand the needs of local cyclists. The results of the pilot will be used to develop safe and intelligent bicycle parking.

In Challenge 2 (Smart and secure bicycle parking), new innovative solutions are sought to promote cycling and multimodal travelling. The goal of the piloted solutions is to provide safe bicycle parking services and models for different users in various environments.

Forum Virium Helsinki Oy is seeking one or more tenderers for this open call for pilots. A tenderer can offer a solution to one or both challenges. Only one pilot can be selected for implementation from each tenderer.

The total number of pilots is a maximum of six (6), divided between the challenges as follows: 1-4 pilots will be selected for Challenge 1 (Collection of data on bicycle parking), and 1-2 pilots for Challenge 2 (Smart and secure bicycle parking).

The total budget for the open call is up to 40,000 EUR. The total budget is divided between the two challenges as follows:

The total budget for Challenge 1 is 10 000 EUR, excluding VAT.

The total budget for Challenge 2 is 30 000 EUR, excluding VAT.

Forum Virium Helsinki reserves the right not to select any experiments.

Challenge 1: Collection of data on bicycle parking

Data collection and data management are essential to better understand customer needs in relation to bicycle parking services. Parking is an essential part of the bicycle infrastructure, but, currently, little data is collected on bicycle parking.

In this challenge, we are looking for new innovative solutions for collecting data on bicycle parking. The aim of the data collection is to help the City understand, maintain and assess the demand for and future needs of bicycle parking services. Currently, HSL Helsinki Region Transport collects and analyses data on occupancy rates manually every two years, and publishes the results in Excel format. (<https://www.hsl.fi/hsl/tutkimukset/liityntapysakoinnin-tutkimus>, in Finnish)

In this pilot challenge, we are seeking 1-4 pilots. In this challenge, the maximum cost (price ceiling) for one procurement/pilot is 10 000€, excluding VAT. In this pilot challenge, we are seeking solutions to collect and track data on the occupancy and rotation rates of existing bicycle parking spaces. The solution must also provide a platform for managing the data. Another aim is to find solutions to the problem of abandoned bicycles, namely how to identify bicycles abandoned at parking facilities and how to manage the data. The long-term goal is to automate the collection of bicycle parking usage data (historical data and statistics), occupancy rates, rotation rates and abandoned bicycle detection at each major bicycle parking area.

The goal is that the solution to be procured will be tested in at least two different environments (indoors/outdoors, summer/winter) in existing bicycle parking spaces or areas. The electrical and telecommunications connections and any permit applications will be handled by Pääkaupunkiseudun Kaupunkiliikenne Oy. The service provider of the solution to be procured must describe in the offer how it has taken the GDPR (General Data Protection Regulation) into account in the solution offered.

The following locations have been tentatively identified as potential sites for the implementation of the pilot:

- Kaisantunneli tunnel bicycle storage — indoor bicycle parking facility (under construction, to open spring/summer 2024)
- Rastila metro station — outdoor bicycle parking area.

The final, detailed area for implementing the pilots will be agreed upon with the selected tenderers during the kickoff meeting.

Challenge 2: Smart and secure bicycle parking

Improving the infrastructure for bicycle parking is essential for the promotion of cycling. Secure bicycle parking reduces thefts and, thus, contributes to increasing the number of active cyclists. The second challenge aims to find innovative solutions for secure and high-quality bicycle parking and examine the functionality and demand for different bicycle parking solutions in Helsinki. We are looking for innovative solutions for modular, smart bicycle parking racks and/or capsules. The solution to be tested must be scalable.

We are seeking 1-2 pilots for this challenge. The maximum cost (price ceiling) for one procurement/pilot is 30 000€, excluding VAT. We are looking for a smart and secure parking solution with the following features:

- customer support and access to the management system
- maintenance of the solution
- movability (no fixed structure)
- scalability (possible to produce in large quantities)
- no cost to end users
- innovative and smart solution that includes data collection, data management and the possibility of reporting
- positive impact on the cityscape (high-quality design/architecture)
- high level of usability.

- Plan for mapping customer experience (to be implemented in collaboration with the Client)

The bicycle parking solutions selected for the pilot will receive a space with a paved surface for the duration of the pilot. Any electrical and telecommunications connections required by the solution and any permit applications will be handled by Pääkaupunkiseudun Kaupunkiliikenne Oy. The aim is to test the pilot solution in at least two different locations. One parking module must have room for at least five (5) bicycles.

The following locations have been tentatively identified as potential sites for the pilot:

- Herttoniemi metro station
- Kamppi metro station.

The final, exact area for the pilots will be agreed upon together with the selected operators at the launch meeting.

Pilot objectives

The goal of the pilots sought for Challenge 1 (Collection of data on bicycle parking) is to jointly test new innovative data collection solutions with Pääkaupunkiseudun Kaupunkiliikenne Oy. These solutions aim to enable real-time monitoring of bicycle parking and data-driven management of parking areas. The aim is to learn about cyclists' needs and, thus, better meet customers' needs. The results of the pilot will be used to develop secure and smart bicycle parking.

The goal of the pilots sought for Challenge 2 (Smart and secure bicycle parking) is to test new innovative solutions for bicycle parking. The aim is to support the promotion of cycling and intermodal travel chains in Helsinki. Helsinki's objective is to provide safe bicycle parking services and models for various users in different environments.

The pilot results and lessons learned will be presented by the participating companies at a final event organised by Mobility Lab Helsinki. The event will take place after the pilots are over. The results and lessons learned will also be shared more widely at future Mobility Lab Helsinki events.

The duration of the pilots sought under this call is five (5) months. The companies selected for the pilots will have the opportunity to continue the pilot in cooperation with Pääkaupunkiseudun Kaupunkiliikenne Oy after the pilot round coordinated by Mobility Lab Helsinki. The companies may agree upon the potential continuation of the pilot with Pääkaupunkiseudun Kaupunkiliikenne Oy after the conclusion of the upcoming pilot round.

Forum Virium Helsinki reserves the right not to select any pilots.

Who can participate?

The invitation to tender is open to organisations with a valid European business ID. The personnel and administration of Forum Virium Helsinki Oy and their interest groups are prohibited from submitting tenders. Participation as a group ('team') is possible. In this case, the team will appoint a company from among them to act as the contact party for this tender. This company will also serve as the procurement contract party. The procuring entity requires the procurement contract to be signed with a single supplier, with the other parties named in the tender allowed to serve as its subcontractors.

Timetable of the tender process

The deadline for the submission of tenders is 06.05. 2024 at 16:00 (Finnish time). The evaluation will be carried out by 17.05.2024. All tenderers will be informed of the tenders selected for the pilot.

The pilots will be carried out between 06/2024 and 10/2024. The duration of the pilot may not exceed five (5) months.

Tenders must be submitted by using the dedicated tender form:

Challenge 1:

<https://oc.fvh.io/collection-of-data-on-bicycle-parking-challenge-1-mobility-lab-helsinki/>

Challenge 2:

<https://oc.fvh.io/smart-and-secure-bicycle-parking-challenge-2-mobility-lab-helsinki/>

In addition to filling in the form, tenderers must submit their actual tender as an attachment. Furthermore, each tenderer can submit a maximum of three (3) other attachments supporting their tender.

Procurement price

The total budget for the tender is up to 40,000 EUR, excluding VAT.. The total budget is divided between the two challenges as follows: The total budget for Challenge 1 is up to 10,000 EUR, excluding VAT, and the total budget for Challenge 2 is up to 30,000 EUR, excluding VAT.

In Challenge 1 (Collection of data on bicycle parking), the maximum cost (= ceiling price) for one procurement/experiment is 10,000 EUR, excluding VAT.

In Challenge 2 (Smart and secure bicycle parking), the maximum cost (= ceiling price) for one procurement/experiment is 30,000 EUR, excluding VAT.

The total number of experiments is up to six (6), distributed as follows:

- For Challenge 1 (Collection of data on bicycle parking), up to 1-4 experiments will be selected.
- For Challenge 2 (Smart and secure bicycle parking), up to 1-2 experiments will be selected.

The tenderer can offer a pilot for one challenge or both challenges. However, only one pilot per tenderer may be selected for implementation.

Providing the prices as a range is not allowed. Forum Virium Helsinki Oy will not commit to covering any costs or expenses not included in the tender (e.g. accommodation or travel expenses). The procurement price must cover the implementation of the service in its entirety, including costs resulting from insurance and permits, as well as taxes and charges levied by the authorities, for example.

Tender evaluation procedure

The winning tenders will be selected by the evaluators based on scores assigned in accordance with the evaluation criteria.

The procuring entity has the right to decide not to carry out the procurement, considering factors such as the total funding available.

The proposals received for Challenge 1 and Challenge 2 will be evaluated separately using the evaluation criteria described below.

The final selection will be based on the evaluation criteria.

All tenderers will receive an email announcement of the results.

Evaluation criteria

For the purpose of evaluation, tenders submitted will be scored according to the following formula:

The procurement criteria are 30% price and 70% qualitative assessment, on a scale of 1–10.

The tenders will be evaluated on the basis of the following qualitative evaluation criteria, taking into account the stated weightings: 1) novelty and innovativeness (23,33%), 2) feasibility (23,33%), 3) impact and effectiveness (23,33%).

Price is scored as specified above.

Each evaluation criterion is scored on a scale of 0–10 points. The points for each of the evaluation criteria will be stated in accordance with the criterion's weighting. The maximum total score that a tender can receive is 100 points (including the price score).

Evaluation criteria scoring

Qualitative assessment (70% of the total scoring).

1. The pilot's novelty value and innovativeness

- The novelty value and innovative qualities of the service or product (evaluation is carried out based on the personal competence and general and special know-how of the members of the evaluation panel selected by the procuring entity).
- The pilot introduces new practices/solutions/perspectives regarding bicycle parking and/or the collection of data on it.
- What does the pilot implementer think that they will learn as a result of the pilot?

2. Feasibility

- The description of measures, timetables and resources shows that the service can be implemented in a high-quality and safe manner, within the agreed timeframe and at the location specified in the invitation to tender. Feasibility will be evaluated on the basis of the work plan submitted.

- The tenderer demonstrates that they have sufficient competence and resources to implement the service. Competence of the personnel assigned for the pilot project, e.g. CVs or other characterisations and support material.
- Other partnership arrangements (the implementing team, subcontractors and collaboration with the sector or other operators, for example) are described well.
- Bicycle parking solutions: the design of the solution is of high quality and in keeping with the urban landscape.

3. Impact and effectiveness

- The intended impact of the service/solution and the method to verify the impact are described clearly.
- The service can be replicated or reproduced (scalability).
- The solution to be tested will create new opportunities, methods or practices for collecting, combining and utilising data on bicycle parking.

4. Price (30% of the total scoring)

- The calculation formula for the price comparison is the lowest price / the comparable price x 30 points.

Tenders evaluated to be of equal value may receive the same score. Each criterion will be evaluated as a whole. Points will be awarded to the nearest one (1) point, and the total score will be stated to the nearest 0.1 point.

In the event that multiple tenders receive the same total score, the deciding factor will be the price score of the tenders, and in the event that multiple tenders also receive the same price score, the deciding factor will be the score for the individual quality criteria in numerical order from lowest to highest.

Procurement decision and contract

The procurement decision is made based on a separate decision issued by Forum Virium Helsinki Oy. The procurement decision will be provided in writing to all concerned parties.

A contract with the service provider(s) selected for the service is only established upon the signing of a separate contract. The procuring entity has the right to refuse to establish a contract if it becomes apparent after the issuing of the procurement decision that the service provider does not fulfil the eligibility criteria specified in the invitation to tender.

The separate contract between Forum Virium Helsinki Oy and the selected service provider(s) will be signed by the end of June 2024.

The service providers' own contract terms will not be accepted and cannot be included in tenders.

Implementation of the pilot

Each pilot will be confirmed with a separate contract and payment terms.

The price of the pilot must be indicated with VAT at 0% and will be paid based on an invoice. The pilot will be paid for in one or more instalments, depending on the scope of the pilot and the supplier's resources. The payment term is defined in the contract.

The suppliers selected for the pilot will be subject to a separate reporting obligation based on the contract.

Forum Virium Helsinki will be responsible for the engagement of Metropolitan Area Transport Ltd's contact persons for the pilot.

Forum Virium Helsinki, the City of Helsinki and its unincorporated enterprises and subsidiaries retain the right to use the pilot project and tender process in their communications.

The contract will be signed during June 2024, and the pilot period will start on that date and last for a maximum of five (5) months.

After the end of the pilot period, the companies involved in the pilot will have the opportunity to continue the pilot in cooperation with Pääkaupunkiseudun Kaupunkiliikenne Oy. The potential continuation of the pilot will be agreed upon between Pääkaupunkiseudun Kaupunkiliikenne Oy and the companies selected for the pilot.

Additional information and questions related to the invitation to tender

Participants may submit questions and queries relating to the invitation to tender and the solutions sought. The information on the pilot call is available on the project website.

Link to the project website: <https://mobilitylab.hel.fi/open-call-4-2024/>

Questions about the invitation to tender can be submitted during the tender period. Questions on the challenges, themes and technical aspects of the pilot can be submitted until 03.05.2024 to Pääkaupunkiseudun Kaupunkiliikenne Oy. Questions on the challenges, themes and technical aspects of the pilot can be submitted to ari.koponen@kaupunkiliikenne.fi (subject line: Lisätietoja/kokeiluhaku/Kaupunkiliikenne Oy).

Questions regarding the invitation to tender and the selection process can be submitted in writing to matias.oikari@forumvirium.fi (subject line: Lisätietoja/kokeiluhaku/Mobility Lab Helsinki).

The questions asked and the answers to them will be published on the Mobility Lab Helsinki website: <https://mobilitylab.hel.fi/open-call-4-2024/>

Information about the procurement procedure

General principles of the procurement

Forum Virium Helsinki will procure pilots to be carried out in the Helsinki region as part of the Mobility Lab Helsinki project. The procurement will be carried out in accordance with the Act on Public Procurement and Concession Contracts (1397/2016). A separate announcement on the competition will be published on the HILMA procurement service (<https://www.hankintailmoitukset.fi/en/>).

It is a public procurement falling below the national threshold.

The tender process is completely electronic. Tenderers must provide their contact email addresses.

After the end of the tender period, the tenders will be opened and evaluated. Forum Virium Helsinki Oy may request that tenderers submit, add, clarify or supplement incomplete or incorrect information and documents within a specified period. Tenders that do not correspond to the invitation to tender will be excluded from the evaluation.

Forum Virium Helsinki Oy treats all the parties participating in the tender process and other suppliers in a non-discriminatory and equal manner, operating transparently and in accordance with the principle of proportionality. After the evaluation, a decision will be issued on the procurement. The decision will include the selected supplier and the grounds for the selection.

Language

The languages of the tendering process are Finnish and English. Some materials are only available in English. Tenders and their attachments must be submitted in Finnish or English.

Order of precedence and conflict resolution

Order of precedence:

1. The tender submitted as an attachment via the information form page.
 - a. Challenge 1:
<https://oc.fvh.io/collection-of-data-on-bicycle-parking-challenge-1-mobility-lab-helsinki/>
 - b. Challenge 2:
<https://oc.fvh.io/smart-and-secure-bicycle-parking-challenge-2-mobility-lab-helsinki/>
2. The information provided on the form
3. The information presented in the attachments to the tender

In the event of contradictions in the information provided:

1. Any differences between the prices presented on the form and in the attachments will result in the tender being rejected as invalid.
2. Any contradictions in the statements of price provided in the attachments will result in the tender being rejected as invalid.
3. Not including price information in the attachments and/or the form will result in the tender being rejected as invalid.
4. Not including the actual tender as an attachment will result in the tender being rejected as invalid.

The tenders must be valid until 06.11.2024

Content of the tender

The tender must

- Clearly describe which challenge the proposal corresponds to
- describe the content, quality and scope of the service (proposals for Challenge 2 must include a structural drawing of the rack/module and an illustration of how the product will look when installed)
- include the total price of the service and a breakdown of the costs
- detail the equipment and personnel used for the service, and
- indicate any professional and trade secrets.

Before the evaluation of submitted tenders, the procuring entity will ensure that the tenderers fulfil the eligibility requirements:

- the good financial standing of the tenderer (the tenderer must attest in its tender that it has sufficient resources to implement the pilot)
- fulfilment of the obligations specified in the Act on the Contractor's Obligations and Liability when Work is Contracted Out.

In other words, tenderers must provide, upon request, certificates and statements of taxes paid and pension insurance premiums and any necessary insurance policies in accordance with the Act on the Contractor's Obligations and Liability when Work is Contracted Out. This obligation shall remain in effect even after the issuing of the procurement decision.

The tenderer must have sufficient financial resources relative to the scope and quality of the pilot project. The tenderer agrees to supply a statement from a credit data institution (Suomen asiakastieto Oy or similar) at their own cost upon request. Upon request, the tenderer must also supply Forum Virium Helsinki Oy with its financial statements for the most recent financial period. If the tenderer cannot supply its financial statements due to having only recently commenced operations, the tenderer can, upon request, supply a report of its solvency and financial standing in another manner approved by Forum Virium Helsinki Oy.

The eligibility requirements and the evidence requested to determine their fulfilment are relevant to the tenderer's capacity to provide the service being procured and have been proportioned to the nature, purpose and scope of the procurement.

The procuring entity reserves the right to decide not to carry out the procurement in its original scope due to insufficient tenders or other reasons related to the eligibility of the tenders. The entire procurement may be cancelled if the tenders are considered insufficient in terms of content with regard to the invitation to tender. Insufficient tenders include, but are not limited to, tenders that do not meet the conditions and objectives of the invitation to tender.

The procuring entity reserves the right to not accept all tenders if they are very similar in terms of content. In such a situation, the procuring entity may still select other, non-similar tenders even if they had a lower score than the similar tenders excluded from the tender process.

Tenders submitted by the deadline will be evaluated by Forum Virium Helsinki Oy's panel of experts.

Rights

The subject of procurement is a pilot as a service without materials or equipment. However, the implementation of the pilot may require devices or other equipment.

Unless otherwise agreed upon, the results, lessons and conclusions from the pilot are the property of the Supplier.

Both the Client and the City of Helsinki have the right to freely use the results, lessons and conclusions from the pilot in the Client's operations and future projects. The pilot shall not affect either Party's existing intellectual property rights.

The Client and the City of Helsinki shall be free and have the ongoing right to use, amend, disclose and publish the data produced in the project without separate permission from the Supplier, for any purposes. This data includes the raw data collected during the project, the material handed over at the end of the project and any data produced or collected by the client from interfaces opened. The Supplier shall not be responsible for any errors, the quality, or derivatives of this data, or their potential impacts.

Changes

Forum Virium Helsinki Oy may change and cancel events and presentation sessions as well as change the way in which they are organised so that they are held remotely or delivered in the form of recorded materials due to a pandemic or other exceptional circumstances.

These arrangements will not affect the duration of the invitation to tender or the opportunity for operators to ask further questions electronically.

Information event

An information event on the pilot call will be organised. For more information <https://mobilitylab.hel.fi/open-call-4-2024/>

The event will be organised as a live webinar.

The registration link for the webinar will be published on the website of the pilot call: <https://mobilitylab.hel.fi/open-call-4-2024/>

Contact person

Matias Oikari, Project Manager, +358 40 664 8877, matias.oikari@forumvirium.fi.