



No. 2, date 06-09-2000

## Relevant questions and answers

### 1. Question

Is it possible to add a new member to a consortium after qualification? If yes, what criteria will apply?

#### Answer

Yes, but it will need approval from the State. In this case the same criteria apply which are stated in the Memorandum of Information to the Qualification Document HSL-Zuid Transport, No. 1, date 31-08-2000, question no. 8.

### 2. Question

One of the pre-qualification criteria is 'adequate insights in the Dutch passenger transport market' and one of the selection criteria is 'experience with the Dutch transport sector over and above the pre-qualification criterion'. Could you please explain the level of insight and experience needed?

#### Answer

With the pre-qualification criterion we would like Applicants to demonstrate their insights in the Dutch passenger transport market. This could be done by having a Dutch passenger transport company in the consortium. Another option is having a manager, who knows the Dutch passenger transport market, within the team of the Applicant.

With the selection criterion Applicants can demonstrate their experience. Having a Dutch passenger transport company in the consortium would rank the Applicant higher than having a manager, who knows the Dutch passenger transport market, within the Applicant.

### 3. Question

Could you give more details about the intention of the letter of comfort (Appendix D, page 8)?

#### Answer

In the letter of comfort a financial institution should declare the credit worthiness of the Applicant. This will be sufficient in this stage of the tender process. Further guarantees will be required during the bidding phase.