



Reykjavik, August 31 2022

Tender no. 15581 – Atlassian Service Provider for the
City of Reykjavík

Annex 1

Please find below questions, answers, clarifications or changes regarding the above-mentioned project.

Question 1:

Section "0.7 Required Qualifications" of the tender lists the requirements that each tenderer must have in order to participate.

Unfortunately subsection "0.7.3 Requirements regarding Technical and Professional Capability" lists requirements that, to our vast international experience in this kind of tender, are far too stringent:

- ✓ The Tenderer must be a Atlassian Platinum and Government Solution Partner,
- ✓ The Tenderer must be a Atlassian Platinum Marketplace Partner
- ✓ The Tenderer must be a Atlassian Certified Training Partner
- ✓ The Tenderer must have a team of a minimum of 300 employees

We have carried out a search in the Atlassian Partners portal and there are 0 (zero) Atlassian Partners that meet all the above criteria.

Since, in addition to our interest to participate in the tender, we also believe that it is mainly your interest that other qualified Atlassian Partners submit their tender, we would like to suggest that you modify the requirements of subsection 0.7.3. to, for example:

- ✓ The Tenderer must be a Atlassian Platinum Solution Partner,
- ✓ The Tenderer must be a Atlassian Platinum Marketplace Partner
- ✓ The Tenderer must have a team of a minimum of 30 employees
- ✓ The Tenderer must have carried out Government related assignments in the past 3 years for at least EUR 100.000 per year

In addition, you may increase the revenue specified in the second point of subsection 0.7.2 and require that it is Atlassian specific and modify it to:

- ✓ The Tenderer's annual turnover must be at least EUR 750.000 in Atlassian related services



(please note that the current EUR 350.000 turnover requirement seems to clash and be incompatible with the 300 employees requirement, which would imply a turnover of at least EUR 15M/20M)

By modifying the requirements to what we suggest, from our experience, you would maintain the level of tenderers to the highest seen anywhere in Atlassian related tenders and, simultaneously, you would attract a sufficient number of bids to fit your need to maintain the level as high as possible and avoid anyone appealing for having set requirements that are impossible to meet, or even tailored to someone specific.

This message is supposed to constructively suggest to open participation to the top Atlassian related service providers in Europe and globally. We hope that you will understand our intent and that you will modify the current requirements set for this tender.

Answer 1:

The tender has received an inquiry regarding the qualifications listed here and has decided to make a few changes to chapter **0.7.3 Requirements regarding Technical and Professional Capability**, i.e.

✓ ~~The Tenderer must be a Atlassian Platinum and Government Solution Partner,~~

The buyer has decided to change this requirement instead the requirements are:

- ✓ The Tenderer must be an **Atlassian Platinum Solution Partner**
- ✓ The Tender **must have carried out governmental or municipality** related assignments in the past five years for at least EUR 200.000.

✓ ~~The Tenderer must be a Atlassian Certified Training Partner~~

- The buyer has decided to take out this requirement.

Other requirements in chapter **0.7.3 Requirements regarding Technical and Professional Capability** are still applicable.

Question 2:

Question regarding Page 5: Qualification Information about Technical and Professional Capabilities: Do we have to fulfil all the requirements from this page (have all partnerships listed)?

Answer 2:

Yes, these are the minimum requirements that need to be fulfilled to qualify. Please note the answer to Question 1 here above.

Please note that this Annex is now part of the documentation no. 15581.