



Incumbent contract — four years of delivery

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Document issued on 24/09/2026

Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The incumbent has no priority**, and the agent says neither that the contract is retainable nor that it is lost in advance.

Element	Value
Contract held since	2019
Current contract ends	31/10/2026
Retender notice	07/08/2026
Submission	11/09/2026 at 12.00
Days available	34

What was assembled — four years of delivery

Element	Content	Where it was
Volumes achieved	4 years	Activity reports

Element	Content	Where it was
Incidents and resolution	7 incidents, 7 resolved	Operations log
Out-of-scope requests accepted	11	Correspondence and amendments
Expectations voiced in review meetings	2	2024 and 2025 minutes

The tender rules take up one of those two expectations, almost word for word, at technical criterion no. 3. The need has evolved, and the company heard it eighteen months ago — in a meeting whose minutes were lying dormant.

The expectation taken up, and the criterion

Source	Text
Minutes of 14/02/2025	<i>"the buyer would in future like monthly rather than quarterly reporting"</i>
Rules, technical criterion no. 3	<i>"reporting arrangements proposed, frequency and format of outputs"</i>

What changed in the scope

Element	2019 contract	2026 tender
Lotting	2 lots	1 single lot
Consequence	—	Alters who can bid

A single lot requires covering both scopes. That is a structural fact, and it counts as much as the award criteria in deciding whether to fight.

execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.