

Authority Partners — Partnership Pitch (EN)

Partnership Proposal: Basic AS × Authority Partners

From: Alem Bašić, CEO — Basic AS **To:** Authority Partners Leadership **Date:** February 2026
Subject: Strategic Partnership for Norwegian Public Sector IT Tenders

The Opportunity

Norway's public sector spends billions annually on IT services through regulated procurement (Doffin/TED). Right now, we're tracking active tenders worth 7M+ NOK from clients like **Statnett SF**, **DFØ**, and **GKI Grenland** — all requiring experienced software development teams.

The problem: These tenders require a Norwegian legal entity, local market knowledge, and the ability to deliver enterprise-grade software with experienced developers.

The solution: Basic AS has the Norwegian presence, tender pipeline, and proven project management. Authority Partners has the engineering talent, enterprise track record, and Microsoft ecosystem expertise. Together, we win contracts neither could alone.

Who We Are

Basic AS (Norway)

- **Full-service digital consulting and delivery** — part of ALAI Group

- **Streamlined operations** — efficient project management, QA, delivery processes
- **Norwegian entity** (AS), based near Oslo
- **Active tender pipeline** — systematic monitoring of Doffin/TED with scoring methodology
- **Tech stack:** React, Next.js, Node.js, Python, Java, Azure/AWS/GCP
- **Leadership:** Alem Bašić (CEO) — Bosnian-Norwegian, fluent in both markets

Authority Partners (Bosnia & Herzegovina / USA)

27+ years of technology consulting and custom software development **300+ consultants** across 5 continents **Microsoft Azure Partner** (Award winner 2018) **Tech stack:** .NET, C#, Azure, Java, SharePoint, SQL Server **Enterprise clients** across multiple industries **8x Most Attractive Employer in BiH** — proven talent retention **HQ:** Irvine, California / Sarajevo, Bosnia

Why This Partnership Works

Basic AS Brings	Authority Partners Brings
Norwegian legal entity (required for tenders)	300+ experienced developers ready to deploy
Active tender pipeline (Doffin/TED scanning)	27 years enterprise delivery track record
Norwegian market knowledge & language	Microsoft Azure partnership & certification
Proven project management & QA methodology	.NET / Azure / SharePoint deep expertise
Client relationships in Norway	Proven delivery in regulated industries
Competitive pricing through operational efficiency	Scalable team capacity (5-50+ developers)

Key synergy: Most Norwegian public sector runs on Microsoft stack (.NET, Azure, SharePoint). AP is a certified Microsoft partner with deep expertise exactly where the market demands it.

First Target: Statnett SF

We have an active tender that's a perfect fit for our combined capabilities:

Detail	Value
Client	Statnett SF (Norwegian national grid operator, state-owned)
Project	New IT solution for governing documents, guidelines and requirements
Value	7,000,000 NOK (excl. VAT)
Duration	3 years + up to 5 renewals (potentially 8 years)
Deadline	May 4, 2026
Remote	Yes — no on-site requirement
English	Accepted — Norwegian not mandatory
CPV	72000000 (IT services: consulting, software development)
TED	Notice 36107-2026

Why we win this together: Document management systems = AP's core competency (SharePoint, .NET) Basic AS provides Norwegian entity + tender submission + project management AP provides senior developers who've built enterprise document systems Remote-OK means Sarajevo team delivers directly 3-8 year contract = stable, recurring revenue for both sides

Proposed Partnership Model

Structure

Basic AS is the prime contractor (Norwegian entity required by procurement law, part of ALAI Group) **Authority Partners Inc. (US entity)** is the named subcontractor / delivery partner Revenue split negotiated per project (suggested starting point: 60/40 or 70/30 depending on AP team allocation)

Basic AS Handles

Tender identification, scoring, and submission Compliance documentation (Norwegian regulatory) Client communication and relationship management Project management and delivery oversight Rigorous QA and validation processes Invoicing and Norwegian MVA/tax compliance

Authority Partners Handles

Software architecture and technical design Development team allocation (senior developers) Code delivery and technical documentation Microsoft ecosystem integration Performance and security testing

Governance

Joint steering committee (monthly) Shared project tracking Dedicated AP team lead per project SLA-based delivery commitments

Legal & Procurement Structure

Norwegian public procurement follows EU/EEA directives. Since Bosnia and Herzegovina is not a member of the EU, EEA, or the WTO Government Procurement Agreement (GPA), the formal contracting structure matters.

Recommended structure:

Statnett SF ? Basic AS (Norway/EEA) ? Authority Partners Inc. (USA/GPA) ? AP delivery team

Basic AS (Norwegian entity) is the prime contractor — fully compliant as an EEA company
Authority Partners Inc. (US entity, Irvine CA) is the named subcontractor — the USA is a GPA signatory, giving AP full rights under Norwegian procurement law **AP's development team** operates from Sarajevo — this is AP's internal staffing decision, not a procurement concern Remote delivery is accepted by Statnett, so physical location of developers is not restrictive

This structure ensures full compliance with Norwegian procurement regulations (Anskaffelsesloven) while leveraging AP's Sarajevo-based talent pool.

Note: We recommend that Authority Partners Inc. (US) is the formal subcontractor entity on the tender submission, rather than Authority Partners d.o.o. (BiH).

The Numbers

Conservative (Year 1):

2-3 won tenders Total contract value: 10-20M NOK Multi-year contracts with renewals

Growth (Year 2+):

Framework agreements with Norwegian public entities Annual pipeline: 20-50M NOK Dedicated AP team of 10-20 for Norwegian market

Why Now

Norway's public sector is digitizing fast — IT spending at record levels **Bosnia has the talent** — AP's Sarajevo center has 290+ developers at competitive rates **Remote is the norm** — Norwegian public sector accepts distributed teams post-COVID **Our processes give us a delivery edge** — Basic AS operational efficiency means faster, cheaper, higher quality **First-mover advantage** — few BiH companies have direct Norwegian market access through a local entity **We have a live tender NOW** — Statnett deadline is May 4, enough time for a quality joint bid

Proposed Next Steps

Introductory call — 30 min, Alem (Basic AS) + AP leadership **Statnett tender review** — joint evaluation and go/no-go **MoU signing** — non-binding partnership framework **Joint bid submission** — Statnett, deadline May 4, 2026

Contact

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