



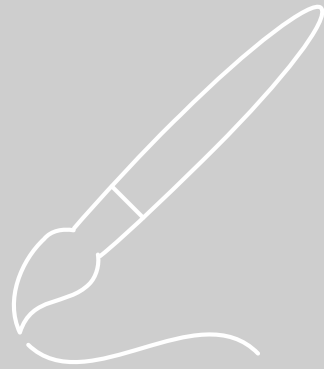
# Rail Baltica- Procurements 2018

**Kaspars Rokens**  
COO, Board Member

April 11, 2018, Tallinn  
Global Forum

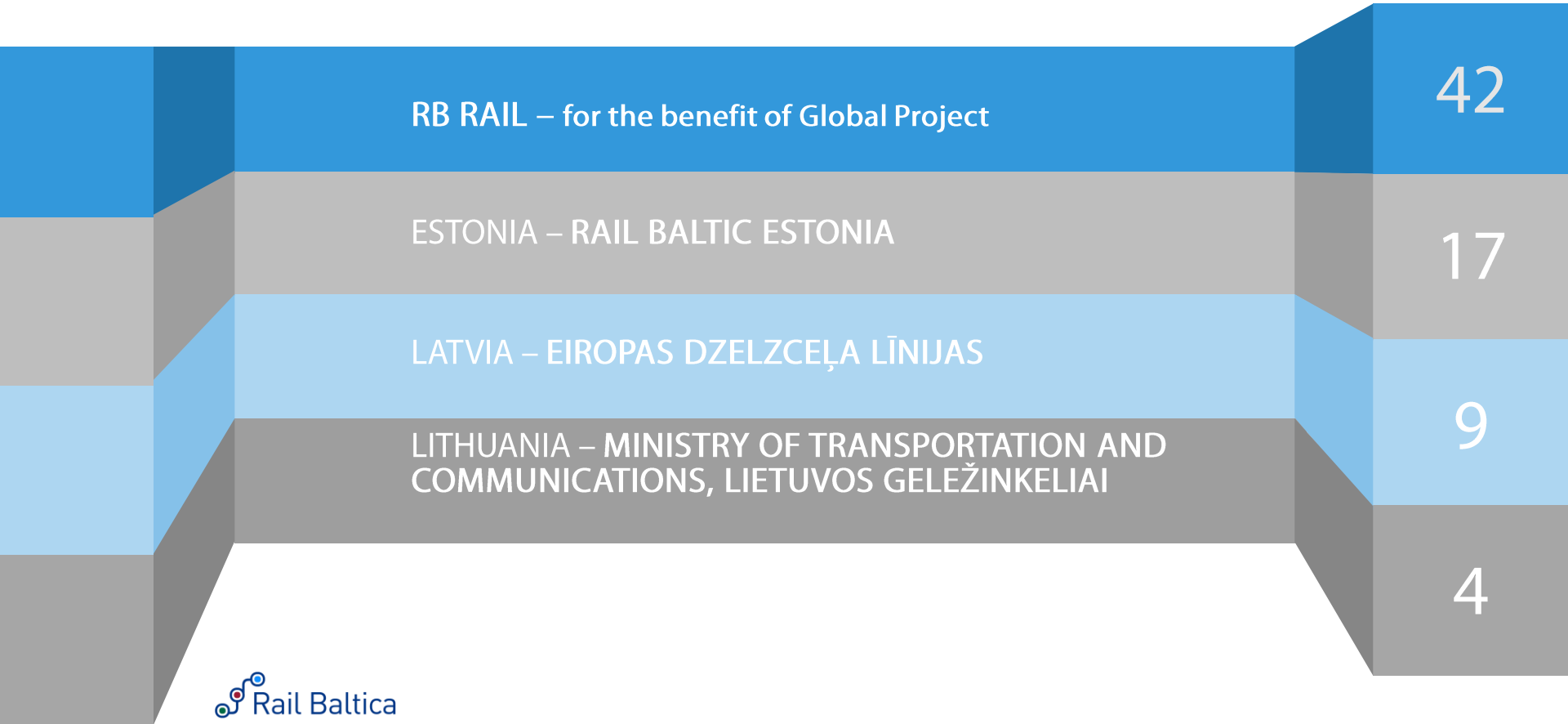


Co-financed by the European Union  
Connecting Europe Facility



# Procurements

# RAIL Baltica TENDERS - 2018



# RB RAIL PROCUREMENT

21  
STUDIES

7  
DESIGN

14  
OTHER

# RB RAIL PROCUREMENT 2018, Q1-Q2

|   | Type   | Time | Status          |
|---|--------|------|-----------------|
| Legal services  | Other  | Q1   | BID EVALUATION  |
| Directors and officer's liability insurance                 | Other  | Q1   | COMPLETED       |
| Health insurance for RB Rail employees in Riga office       | Other  | Q1   | BID EVALUATION  |
| Climate change impact assessment study for Rail Baltica     | Study  | Q2   | TO BE ANNOUNCED |
| Architectural, landscaping and visual identity guidelines   | Design | Q2   |                 |
| Railway superstructure components & infrastructure elements | Study  | Q2   |                 |
| Energy subsystem procurement and deployment strategy        | Study  | Q2   |                 |
| Experts' pool Services, Stage II                            | Other  | Q2   |                 |
| Office furniture for RBR additional premises                | Other  | Q2   |                 |
| Digitisation and innovation strategy                        | Study  | Q2   |                 |
| Baltic passenger mobility study                             | Study  | Q2   |                 |
| Travel insurance  | Other  | Q2   |                 |
| Translation services  | Other  | Q2   |                 |

# RB RAIL PROCUREMENT 2018, Q2

|  | Type   | Time | Status          |
|--|--------|------|-----------------|
| Mineral materials procurement with field works and delivery strategy development                       | Study  | Q2   | TO BE ANNOUNCED |
| Prefeasibility on Piggyback transportation services  | Study  | Q2   |                 |
| Infrastructure manager legal study   | Study  | Q2   |                 |
| Technical study on functional layout and preliminary design of infrastructure maintenance facilities   | Study  | Q2   |                 |
| Design and design supervision services for the construction on the new line from Vangaži to Misa       | Design | Q2   |                 |
| Printing layouts and design for Rail Baltica project   | Design | Q2   |                 |
| Design and design supervision services for the construction on the new line from Parnu to LV border    | Design | Q2   |                 |
| Opinion poll   | Other  | Q2   | ANNOUNCED       |
| Design and design supervision services for the construction on the new line from Ramygala to LV border | Design | Q2   |                 |
| Design and design supervision services for the construction on the new line from Tallinn to Rapla      | Design | Q2   |                 |

# RB RAIL PROCUREMENT 2018, Q3-Q4

|   | Type   | Time | Status          |
|---|--------|------|-----------------|
| BIM system development  | Design | Q3   | TO BE ANNOUNCED |
| Reliability, availability, maintainability and safety study   | Study  | Q3   |                 |
| Control, Command and Signaling sub-system procurement and deployment strategy   | Study  | Q3   |                 |
| Study on intermodality between 1435mm and 1520mm networks   | Study  | Q3   |                 |
| IT services – programs etc., if any needed  | Other  | Q3   |                 |
| Marketing services  | Other  | Q3   |                 |
| Technical assessment of the technical design, Latvia (Misa river-Vangaži section), NOBO   | Study  | Q4   | TO BE ANNOUNCED |
| Technical assessment of the technical design, Latvia (Misa river-Riga-Upeslejas section), NOBO                                    | Study  | Q4   |                 |
| Secondary economic benefits study   | Study  | Q4   |                 |
| Technical assessment of the technical design, Latvia (Misa river-Vangaži section+Misa river-Riga-Upeslejas)                       | Study  | Q4   |                 |
| Technical assessment of the technical design, Estonia (Tallinn-Rapla section)   | Study  | Q4   |                 |
| Technical assesment of the technical design, Lithuania (Ramygala-LV/LT border section)  | Study  | Q4   |                 |
| Spatial and technical analysis of the co-effect for an additional freight station/dry port terminal and buffer station in Tallinn | Study  | Q4   |                 |
| Shadow operator services  | Other  | Q4   |                 |

# RB RAIL PROCUREMENT 2018, Q4

|   | Type  | Time | Status          |
|---|-------|------|-----------------|
| Tax advisory services   | Other | Q4   | TO BE ANNOUNCED |
| 3 <sup>rd</sup> Rail Baltica Global Forum 2019, in Vilnius, technical organization  | Other | Q4   |                 |
| Audit services  | Other | Q4   |                 |
| Construction & Constructions logistics supply for the entire railway infrastructure | Study | TBC  |                 |
| Prefeasibility study on car passenger train services on Rail Baltica                | Study | TBC  |                 |



# RB RAIL PROCUREMENT 2018 – Estonian IB

|  | Type   | Time | Status          |
|--|--------|------|-----------------|
| Translation services 2018 - 2020   | Other  | Q1   | ANNOUNCED       |
| Communications services 2018 - 2019  | Other  | Q1   | ANNOUNCED       |
| Establishment plan for Muuga MMT   | Study  | Q2   | TO BE ANNOUNCED |
| RB construction concept and construction logistics solutions in Estonia  | Study  | Q2   |                 |
| Determination of main and additional functions of the RB Pärnu terminal  | Design | Q2   |                 |
| Detailed Technical Design of Ülemiste terminal buildings   | Design | Q2   |                 |
| Feasibility (spatial and technical analysis) study - additional freight terminal for the Tallinn region (Dry port) | Study  | Q2   |                 |
| Detailed Technical Design of Pärnu passenger terminal buildings  | Design | Q2   |                 |
| Design of the rolling stock maintenance depot facilities (buildings)   | Design | Q2   |                 |

# RB RAIL PROCUREMENT 2018 – Estonian IB

|  | Type   | Time | Status          |
|--|--------|------|-----------------|
| Analysis of the technical solution for the Pärnu goods terminal (detailed spatial planning and preliminary design) | Study  | Q3   | TO BE ANNOUNCED |
| Infrastructure management facilities detailed spatial planning   | Study  | Q3   |                 |
| RB Muuga MMT detailed spatial planning and design  | Design | Q3   |                 |
| Analysis to assess the requirement for changes in SEA/EIA based on the Operational Plan and Design Guidelines      | Study  | Q3   |                 |
| Update of Technical Mitigation Requirements Package based on national SEA/EIA results                              | Other  | Q3   |                 |
| Update of the environmental impact assessment  | Other  | Q4   |                 |
| Passenger vehicle loading station detail planning  | Study  | Q4   |                 |

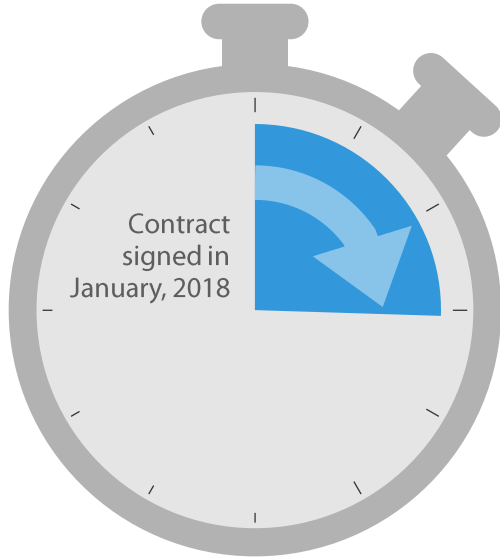
# RB RAIL PROCUREMENT 2018 – Lithuanian & Latvian IB

|  | Type  | Time | Status          |
|--|-------|------|-----------------|
| Preparation of the special plan for straightening and speed increase of the PL/LT border – Kaunas RRT Palemonas railway line | Study | Q2   | TO BE ANNOUNCED |
| Archeological and cultural heritage object study from Kaunas to LV border  | Study | Q2   |                 |
| Communication and PR plan with the public in LT  | Other | Q2   |                 |
| Spatial plan for infrastructure maintenance facility in Lithuania  | Study | Q3   |                 |
|  |       |      |                 |
| Update of the visual 3D model for Riga Central Station   | Other | Q1   | COMPLETED       |
| Translation services   | Other | Q2   | TO BE ANNOUNCED |
| IT services  | Other | Q2   |                 |
| Technical Verification assessment of the technical design (NoBo) - Riga Airport  | Other | Q2   |                 |
| Health insurance according to remuneration policy  | Other | Q2   |                 |
| Rail Baltica Salaspils (Latvia) public access TEN-T intermodal freight terminal EIA study                                    | Study | Q2   |                 |
| Owner's Engineer & Construction Supervision (FIDIC Engineer) services for Riga Central Station"                              | Other | Q2   |                 |
| Assessment (expertise) according to Construction Law for RIX (Technical assessment of the technical design)                  | Other | Q4   |                 |
| Assessment (expertise) according to National Building for Central Station (Technical assessment of the technical design)     | Other | Q4   |                 |



Studies in progress

# Key ongoing studies



Operational Plan



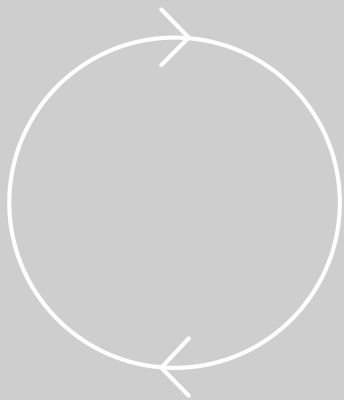
Business Plan



Guidelines



Infrastructure Management



# Business Development

# Business development 2018

## Promotion

- Promotion of Project visibility
- Nurturing long-term relationships
- Driving innovation process
- Promotion the economic corridor philosophy
- Identify synergies and opportunities for SME's
- Contribution to Rail Baltica Business Network



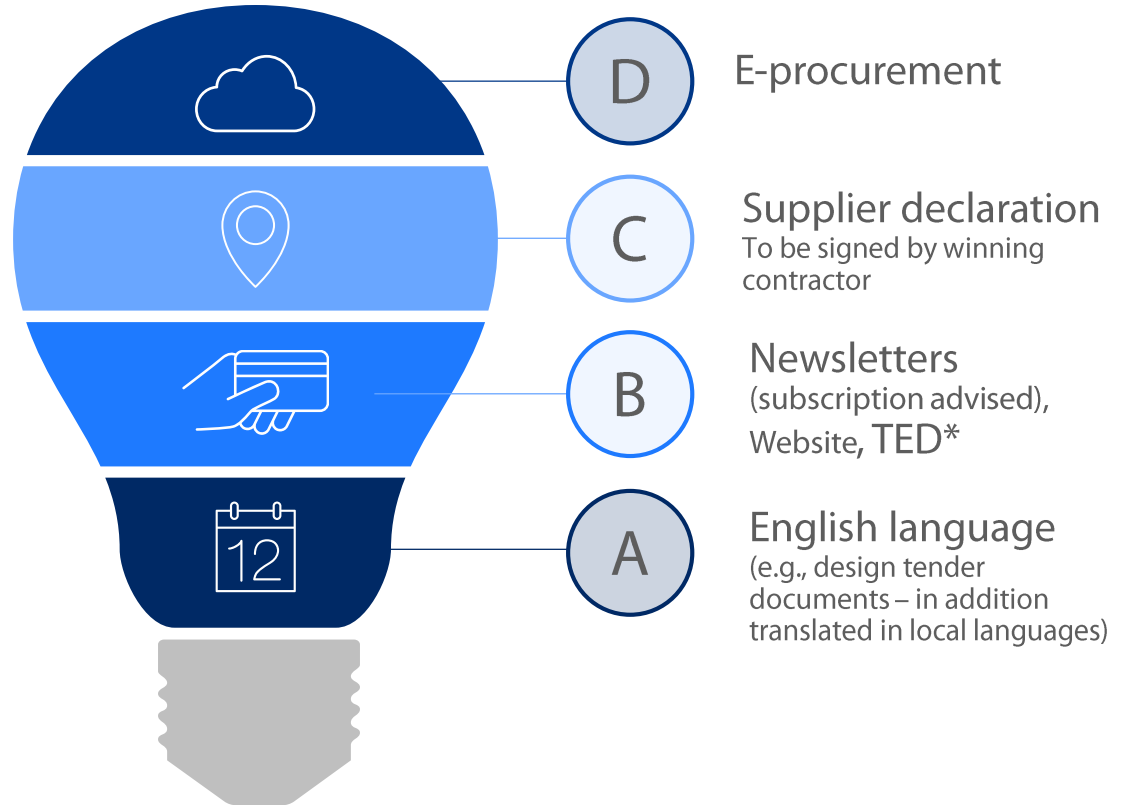
## Engagement

- Road shows
- Attendance and participation at conferences
- Engagement in professional railway associations and EU business platforms
- Cooperation with national trade facilitation organizations

# Governing procedures in procurements

## Main tips

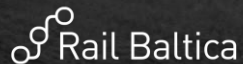
- E-procurement is compulsory for procurements from and above 42 kEUR
- Supplier has to register in e-procurement system
- All procurement related information as well as how to register is available in Railbaltica.org website
- Follow tender checklist
- Carefully manage deadlines
- Efficient – eliminates need for physical submission





## Contact us

RB Rail AS is a multi-national joint venture of the Republics of Estonia, Latvia and Lithuania, which has been established to implement Rail Baltica



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