

Rīga, 19 February 2018
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**Answers to the questions from the interested suppliers
in open competition "Development of detailed BIM
Strategy for Rail Baltica railway" ID. No RBR 2018/3**

RB Rail AS presents the following answers to the questions received until 19 February 2018 from the interested suppliers:

No	Question	Answer
1.	<p>Section: 5.3; Page: 5/165</p> <p>The regulation states that "the Tenderer can submit proposal for the entire volume of the procurement."</p> <p>Does this sentence (by using the word "can") highlight the possibility to deliver the tender scope of services partially if it remains coherent?</p>	<p>According to Section 5.3 of Regulation the Tenderer is allowed to submit proposal only for entire volume of the procurement.</p>
2.	<p>Section: 11.1.2 (11.1.2.4); Page: 16/165</p> <p>The regulation states that "the Tenderer shall describe, but not limit itself to: General understanding of local (Baltics) industry's and supplier's maturity level in context with BIM and risks and challenges...".</p> <p>The requested description is usually reached during the Strategy workshops, captured from the Employer external context and pressures, through a role play exercise. Could you please clarify if the description requested in this section will be considered even if not correlated with Rail Baltica external context?</p>	<p>Yes, this description will be considered. The minimal requirement for Tenderer is to state a general understanding of BIM usage and potential future supplier's experiences with BIM systems.</p>
3.	<p>Section: Annex 2, §1; Page: 31/165</p> <p>The regulation states that:</p> <p>a) Phrase 1 "Having developed a BIM Strategy Framework which sets out the goals and parameters for the implementation and use of Building Information Management (BIM) on the Rail Baltica Project a "Detailed BIM Strategy" needs to be produced that</p>	<p>The scope of the deliverables and the description of these deliverables of this tender are listed in the Annex No 2, §2.2 "The Deliverables" and detailed later in the document, and in the Annex D.</p>

	<p>develops the “BIM Strategy Framework” into detailed plans, standards, processes and technologies”;</p> <p>b) Phrase 2 “It includes requirements for workshops to capture and analyse of cross project stakeholder needs, detailing of approval processes, detailing of stage by stage information requirement for delivered assets and project management, information exchange standards, information exchange formats, stage by stage information content, the processes and standards for a ‘Common Data Environment’ (CDE), the production of a project BIM Manual, a requirement for ongoing support, training and the design specification for the technologies to support the Project Common Data Environment”.</p> <p>Phrase 2 refers to deliverables taking part of the implementation phase. The implementation phase deliverables result from the “Implementation Roadmap” authored within the “Detailed BIM Strategy” which is the object of the present tender. Can the Employer clarify if he expects a detailed BIM Strategy or a full BIM Implementation scope of services?</p>	
4.	<p>As per Annex D of the ToR the Consultant should provide 12 months ongoing consultancy support after delivery and acceptance of Work Package No 2. However, the Payment Schedule assumes the 12 month support service is provided for free or should be hidden in the total fee for the three Work Packages. Since this period will be the implementation of the Detailed BIM Strategy and procurement of the Supporting Technology, we expect there will be queries and further tailoring required to the deliverables, but the amount of such services is impossible to estimate. We would suggest these services should be either agreed separately or added in the Payment Schedule as a separate item with clear requirements and limits. Please advise.</p>	<p>The requirements for the support tasks included in this tender are described in the Annex No.2 §6.10 "Support".</p> <p>Thank you for the suggestion. We understand that it is complicated to assess all of the support work amount beforehand, but the tenderer based on it professional experience should evaluate that and consider it preparing the Financial proposal. The amount of support work will depend on the quality of the deliverables produced by the supplier.</p>
5.	<p>The same Annex D foresees only one face to face meeting (kick-off) during the Contract period. Other meetings and workshops would be held over Skype. We understand the idea of saving travelling costs by conducting workshops over Skype, but our experience is that it is possible to conduct</p>	<p>Please consider that these are the minimum requirements for the process of workshop meetings specified in technical specifications. If a tenderer considers this as insufficient it shall consider it and</p>

	shorter meetings on-line, but major workshops would require face to face meetings for full focus and attendance in order to be efficient. We would suggest that all major Workshops should be arranged face to face and relevant costs included in the proposal. Please advise.	evaluate all related expenses in the Financial proposal.
6.	Considering the complexity of the proposal we kindly ask for an extension of submission deadline by 2 weeks.	Unfortunately, according to the schedule of procurement plan of RB Rail AS, it is not possible to extend the submission deadline for proposals.

Procurement commission chairman



Mārtiņš Blaus