



Rail Baltica- Procurements 2018

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COO, Board Member

April 11, 2018, Tallinn
Global Forum

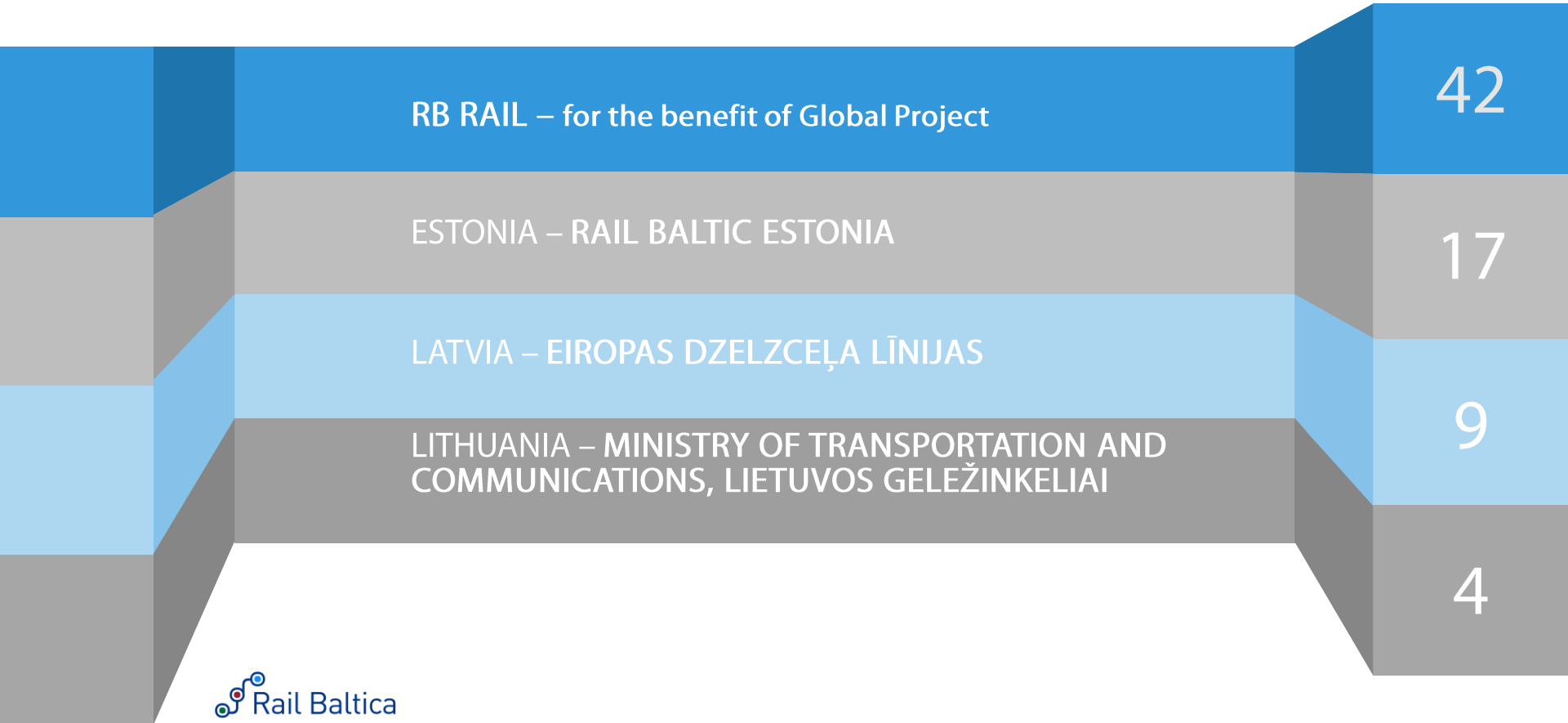


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Procurements

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 rd 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 | |

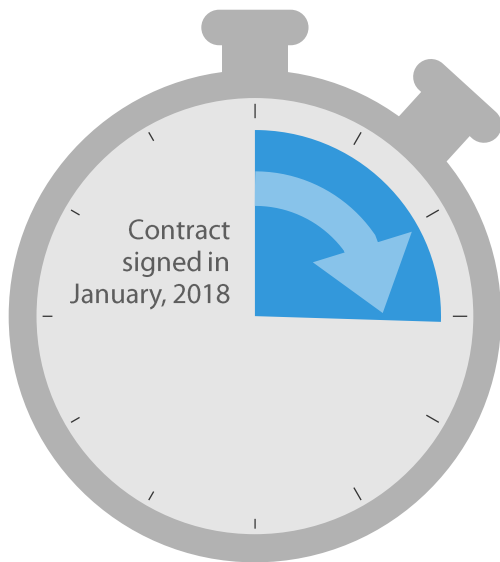
RB RAIL PROCUREMENT 2018 – Lithuanian & Latvian IB

| | 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



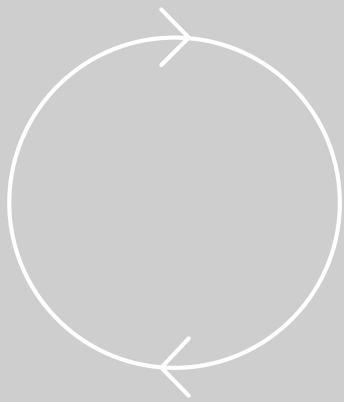
Business Plan



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



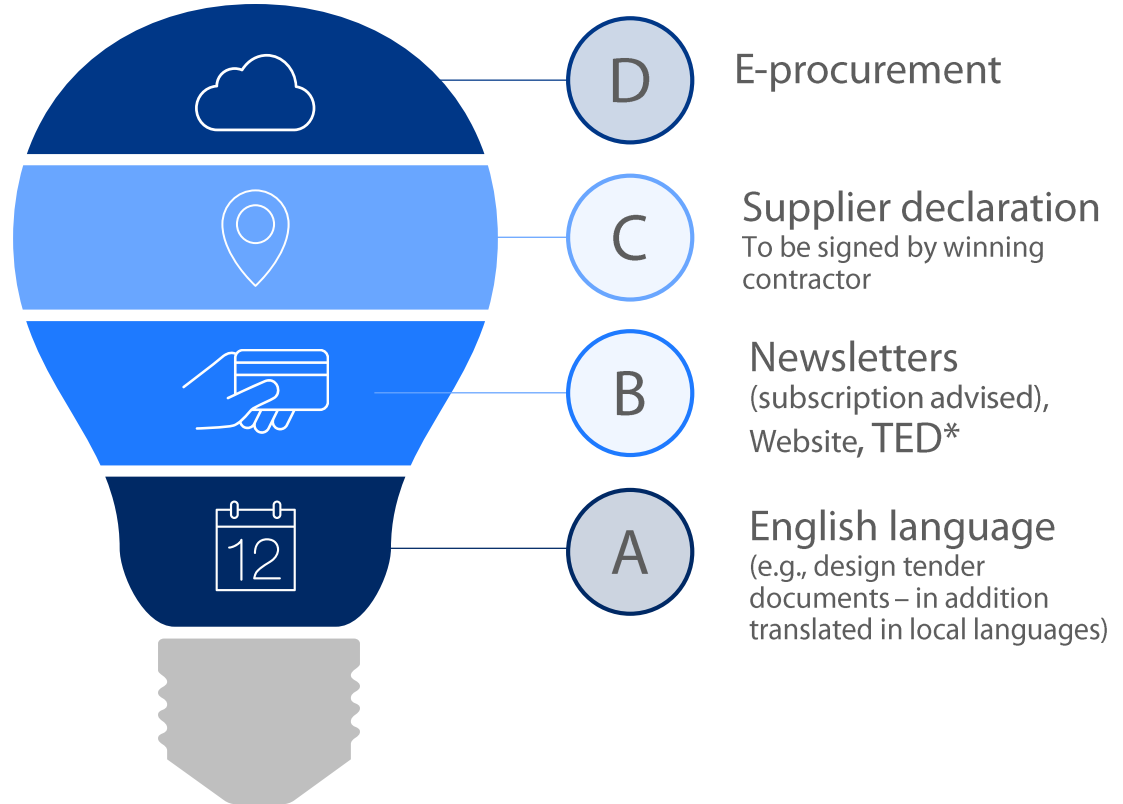
Engagement

- 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

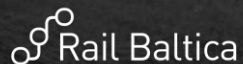
Main tips

- 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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