

Rail Baltica Procurement 2020

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Market Communication

- Improved continuous communication with the supplier market. Including supplier market studies:
 - Energy Subsystems
 - CCS Strategy
 - Infrastructure Components & Materials

Tenders

- 6 Design & supervision contracts signed in 2019
 - 3 more followed in Q1 2020
- Further implemented tenderer feedback session practice
- Continuous improvement of contract conditions & tendering
- Simplification of administrative tenders
- Negotiations have brought additional clarity and improved proposals

Procurement Policy

- New Procurement Policy effective since January 2019
 - Common Procurement Standards and Guidelines for the Rail Baltica Project
 - Standardization & becoming closer with the key stakeholders
- Several audits during a busy tendering period.

Detailed Technical Design & Design Supervision Procurement Packages



- 9 tenders
- 39 proposals from 16 tenderers
- 643,5km of line out of the 870 km total (74%)
- Total contract value EUR 89.4m
- Healthy international competition
- Transparency, no claims

TOTAL (Design & Design Supervision)

Price per km (winning prices)	€ 148,178.56
Price per km (average across tenders)	€ 185,983.49

Design Supervision

Price per km (winning prices)	€ 12,048.52
Price per km (average across tenders)	€ 17,872.05

Design Supervision (DS) Proportion of Total Price

DS % (winning tenders)	8.1%
DS % (average across tenders)	9.0%

Indicative Figures

	Estonia	Latvia	Lithuania	TOTAL
Railway Bridges	15	32	7	54
Road Viaducts	37	81	21	139
Railway Viaducts	27	42	30	99
Animal Crossings	24	11	7	42
Kilometres	212.5	262	169	643.5

Design Services

Price per km (winning prices)	€ 136,130.04
Price per km (average across tenders)	€ 168,111.44

25

New tenders launched

11

Tenders continued
from 2018
Incl. 7 design
tenders

30

Contracts signed

+

36

Total of 25 new procurements launched, 11 continued since 2018

66 procurement contracts signed, excluding separate small procurements under thresholds

Design, Studies, Reviews

(JV) RB Rail AS (RBR)

- Design Review & Expertise
- NoBo, AsBo, ISA
- ENE Engineering Services
- CCS Engineering Services
- Shadow Operator

(Estonia) Rail Baltic Estonia OÜ (RBE)

- Muuga related tenders (spatial plan, freight terminal, ERTMS)
- Design of rolling stock depot
- Maintenance depots' / freight terminals preliminary design, spatial planning & SEA

(Latvia) SIA Eiropas Dzelzceļa līnijas (EDZL)

- Technical supervision of Construction works of RIX

(Lithuania) AB Lietuvos geležinkelių infrastruktūra (LGI)

- Technical supervision tenders
- Territorial planning

Construction & Supplies

(JV) RBR

- Consolidated Material Sourcing

(Estonia) RBE

- Road viaduct construction
- HV power line crossings
- Gas pipeline reconstruction

(Latvia) EDZL

- RIX construction (ongoing)
- Riga Central Section Railway Objects

(Lithuania) LGI

- Mainline / embankment construction tenders (Kaunas-Panevėžys)
- Bridge construction
- Access roads

Other (RBR)

- Strategy & Commercialisation
- Global Project Marketing Strategy
- Expert Services Framework
- Procurement Support Framework
- Asset Register

Indicative Total Value of Planned Tenders for 2020

RBR	56m EUR
EDZL	206.7m EUR
RBE	30.5m EUR
LGI	495.1m EUR
TOTAL	788.3m EUR

Procurement Strategy

- Construction
- Consolidated Materials & Components
- Procurement Templates

Improved Pricing Mechanisms, Red FIDIC conditions

Updates to Procurement Policy

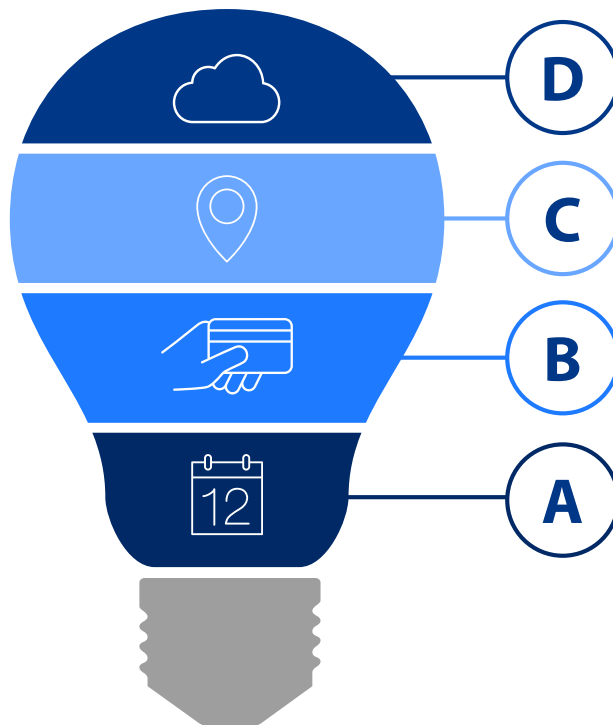
- Common Procurement Standards and Guidelines
- Review of RBR procurement practice and processes

Continuous input to improving Business Culture

- Closer to contracting parties
Improved information flow + early warnings = quick action
- Common risk management VS traditional finger-pointing at the contractor

Planning – Primavera P6 implementation, also for Procurement Planning

- E-tendering - Supplier must register in e-procurement system → efficiency
- All procurement related information as well as how to register is available on the Railbaltica.org website
- Please make sure you **submit** your tender once uploaded
- Carefully manage deadlines
- Careful attention to tender requirements
- Please provide questions & feedback early on any tender documents / extensions



E-procurement

Supplier declaration
To be signed by winning contractor

Newsletters
(subscription advised),
Website, TED*

Procurement Policy
Available on the project website
under the Procurement tab

Supplier Surveys 2020



vi. Comments: _____ (optional)

d) Were you able to meet the procurement requirements?
i. Yes (both for application and proposal compliance stage)
ii. Yes, but only for the application stage
iii. No
iv. Comments: _____ (optional)

e) In your opinion, was the time allowed for undertaking and completing the services / works
i. Too much time was allowed
ii. The time allowed was manageable, but challenging
iii. The time allowed was not sufficient to provide a quality delivery
iv. The time allowed was not sufficient to provide a quality delivery
v. Comments: _____ (optional)

f) In your opinion, were you treated fairly and equally throughout the procurement process?
i. Yes
ii. Mostly yes
iii. Mostly no
iv. No
v. Comments: _____ (optional)

g) Would you participate in RB Rail procurement exercises in the future?
i. Yes
ii. Not sure
iii. No
iv. Comments: _____ (optional)



Supplier Survey 2020

- Supplier Survey is OPEN
- Please provide your input in the survey
- RB Rail AS will share a summary of the results online



Current Market Outlook Survey

- Following the Rail Baltica Online Forum
- Market outlook during the crisis
- Summary to be shared online



'After Tender' Questionnaire

- Questionnaire to participating suppliers following each tender
- Improving feedback from market and providing additional interface
- Will be rolled out by RB Rail AS in Q2/Q3 2020



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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