

Rīga

23.09.2020

Our Ref: 1.13p/LV-364

## Electronic Procurement System

*Answers to questions from the interested supplier  
in the open competition "Rail Baltica Transport demand  
model development and analysis",  
identification number RBR 2020/13*

RB Rail AS presents following answers to the questions received from the interested supplier until 23 September 2020:

Nr.	Question	Answer
1.	Could you confirm that the key output is an unconstrained demand forecast which seems to align with the way that the RfP is described. A constrained modelling exercise would require another level of analysis and survey work, and would therefore impact timeline and budget.	<p>The Procurement commission clarifies that the choice of the modelling approach is left to the tenderers and it will be object of evaluation in accordance with the Section 20.5 of the open competition "Rail Baltica Transport demand model development and analysis", ID No 2020/13, regulations (hereinafter – Regulations). With respect to the comment about the survey level, the data collection is expected to provide the amount of information required to define, e.g., the realistic constraints of the OD matrixes.</p> <p>Additionally, Procurement commission kindly asks the interested supplier to note that the estimated value of the contract is 700 000,00 EUR excluding value added tax (please see the Section 6.5 of the Regulations) and contract period shall be no longer than 48 (forty-eight) weeks from the commencement date of the contract (please see the Section 6.7 of the Regulations).</p>
2.	We would host the model in Alteryx (an advanced analytics tool) and visualise geographic output in Tableau. Could we confirm whether or not we would need to provide licenses for both programs? In	In accordance with the Section 2.2 of the Technical specification (Annex No 1 of the Regulations), if a commercial software is required for running and/or changing the source code of the DM and/or of its web-

	<p>particular, Tableau is reasonably mainstream, and so we would expect that additional licenses for Rail Baltica would not be required to be provided from us. For example, we would not expect to need to provide licenses for Microsoft Excel.</p>	<p>interface, the proposed contract price must also include the cost of the purchase in favor of RB Rail AS (hereinafter – RBR) of 2 (two) software licenses for installation on RBR systems that could be used in parallel and not limited in time.</p> <p>Considering the mentioned above, the Procurement commission clarifies that the licenses for both - Alteryx and Tableau - should be included in the proposal and shall be provided to the RBR in the terms specified in the Technical specification (Annex No 1 of the Regulations), as currently not owned by RBR. Microsoft Office package licenses are instead not required, as already owned by RBR.</p>
<p>3.</p>	<p>Section 2.1.5 states that the model will <b>need to output “total” costs and also describes “external” costs.</b> Could we clarify apart from external costs what the other costs to be modelled are? Are these the internal operating costs for running the RB service (i.e., train conductors, drivers, station staff, power costs etc.)? If including internal costs, to what extent will these be provided as inputs from other teams (e.g., engineering teams for power generation costs)?</p>	<p>The Procurement commission clarifies that the <b>“total”</b> costs in Section 2.1.5 of the Technical specification (Annex No 1 of the Regulations) included in the list of the expected model output refer to the cost envisaged by the users, i.e. generalized cost of travel, split by cost category (unlike in the third bullet point of the list in the Section 2.1.5 of the Technical specification (Annex No 1 of the Regulations), where they are not requested disaggregated).</p> <p>The Procurement commission kindly asks the interested supplier to pay attention to the evaluation criteria stipulated in the Section 20 of the Regulations. Subject to this Section, each interested supplier shall include in the proposals any additional information that may result in obtaining more points for its technical proposal (please see Section 20.5 of the Regulations).</p>

Sincerely,

Procurement commission chairperson

A. Benfelde

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AND CONTAINS A TIME-STAMP*