

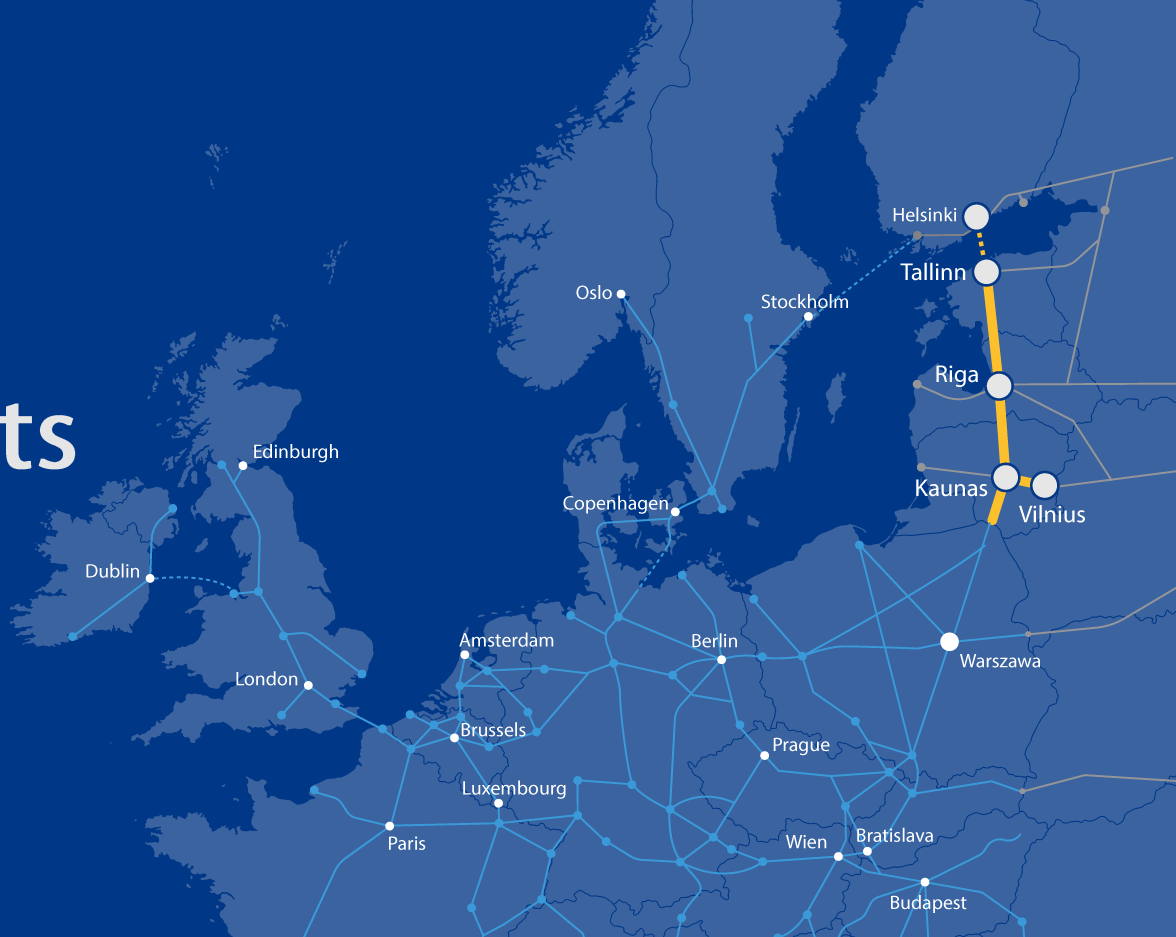


RBR Supplier Survey Results 2020

Kristjan Piirsalu

Chief Procurement Officer,

RB RAIL AS



Co-financed by the Connecting Europe
Facility of the European Union

Supplier Survey Results



2020: 76 respondents

2019: 91 respondents

2018: 62 respondents

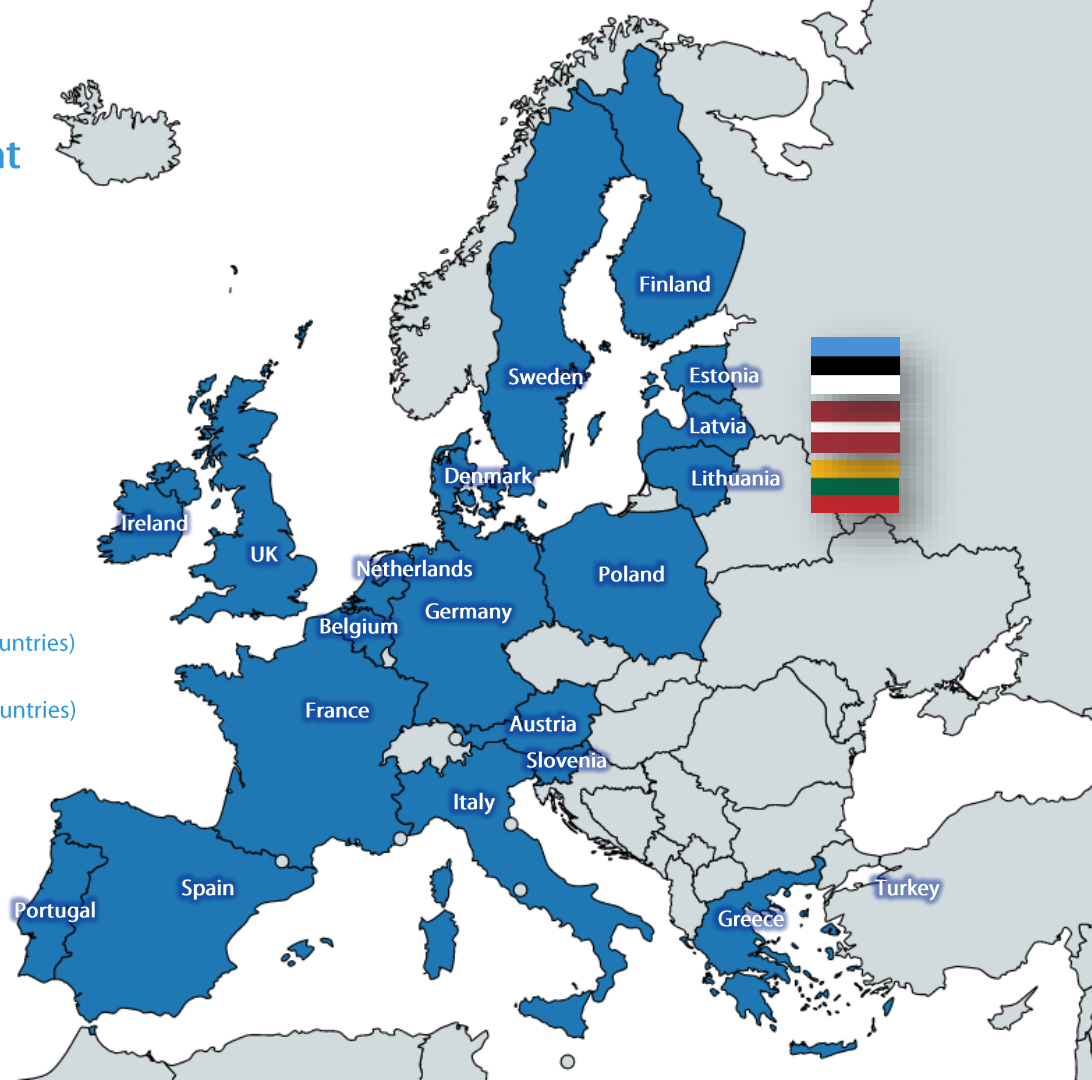
NOTE: due to averaging figures to full amounts, some summaries may not add exactly to 100%

Participants from more than 20 different countries

1. Latvia 21 %
2. Italy 17 %
3. Lithuania 13 %
4. Estonia 7 %
5. Netherlands 5 %
6. Other European 32 % (14 other countries)
7. Other Non-European 5 % (3 other countries)

Non-European countries

- Turkey
- Hong-Kong
- China



2020 2019 2018

Area of business

Construction

18,9 %

24,2 %

16 %

Supply of Materials

27,4 %

18,7 %

27 %

Design

20,8 %

15,4 %

24 %

Studies / Surveys

12,3 %

8,8 %

3,2 %

Commercial & Legal Services

3,8 %

5,5 %

13 %

Other

17,0 %

27,4 %

20 %

IT, Software
Project Management
Supply of Equipment
NoBo, Certification
Other Consultancy
Financing, institutional affairs

2020 2019 2018

Size of organisation

LARGE (250 or more employees)

31,6 %

36,3 %

52 %

MEDIUM (50 to 249 employees)

30,3 %

24,2 %

16 %

MICRO and SMALL (1 to 49 employees)

38,2 %

39,6 %

32 %

2020 2019 2018

Participated in RB Rail AS procurement

Yes

51,3 %

40,7 %

68 %

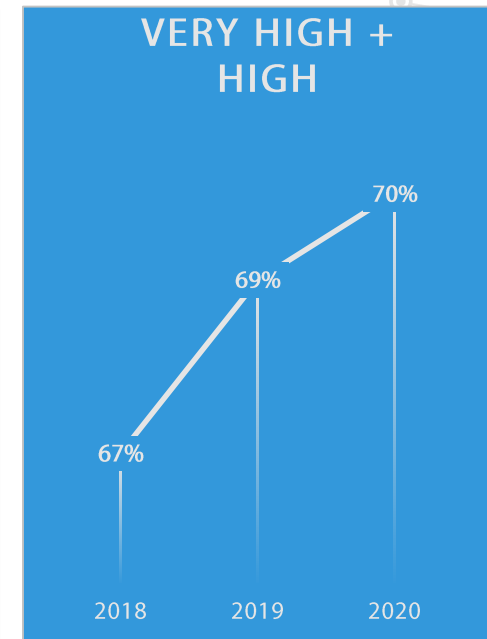
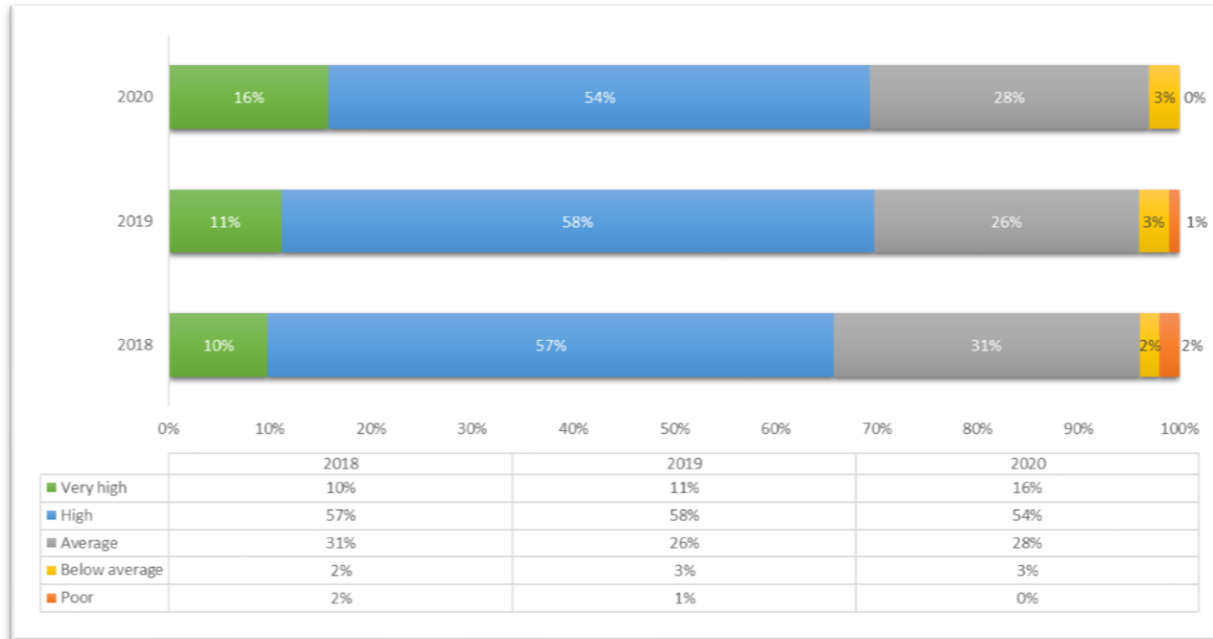
No

48,7 %

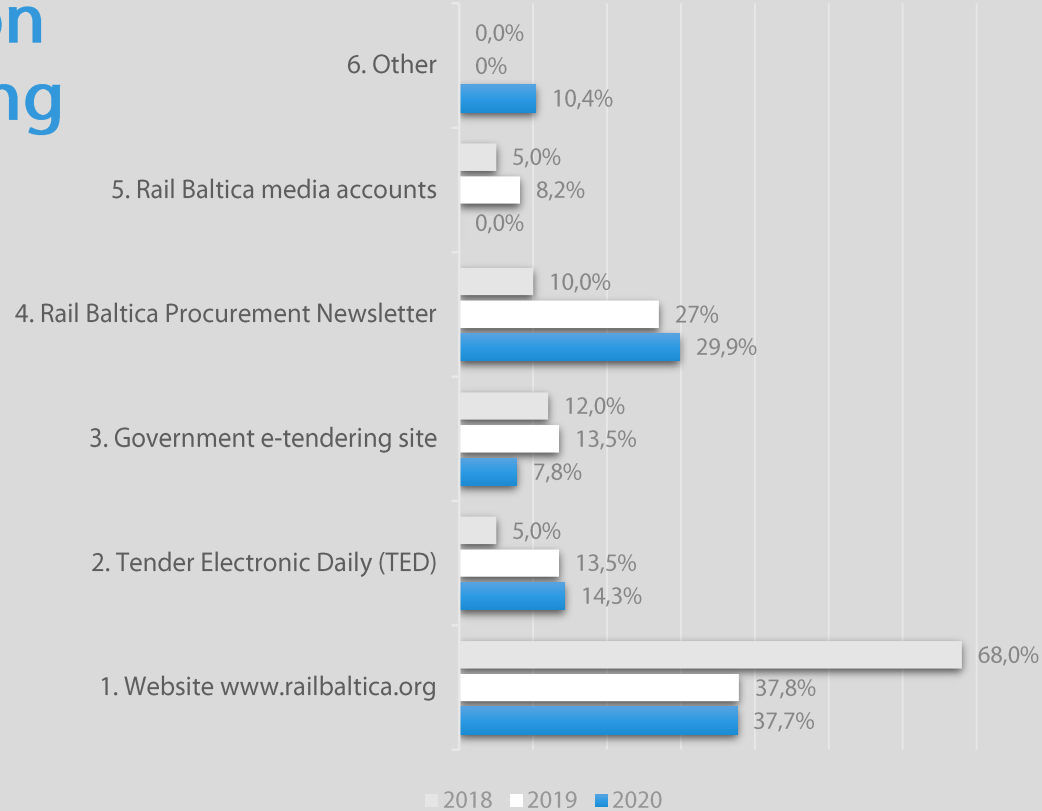
59,3 %

32 %

Overall quality of RB Rail tendering process

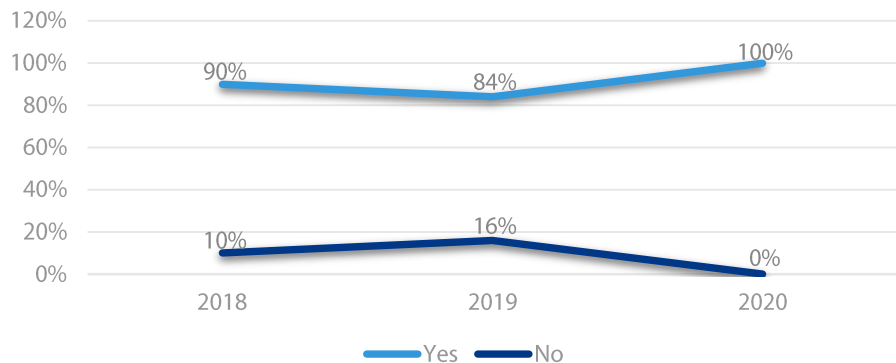


Finding information regarding upcoming RB Rail AS procurement exercises

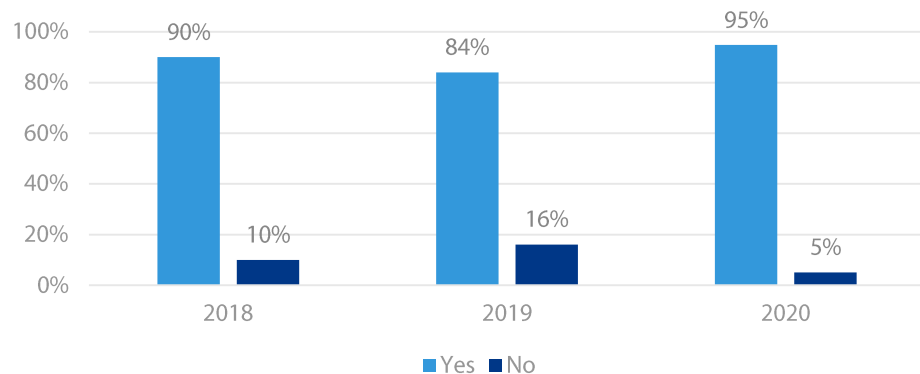


Accessibility of Information & Clarity Regarding Approach

Is all the necessary information easily accessible on the website www.railbaltica.org?

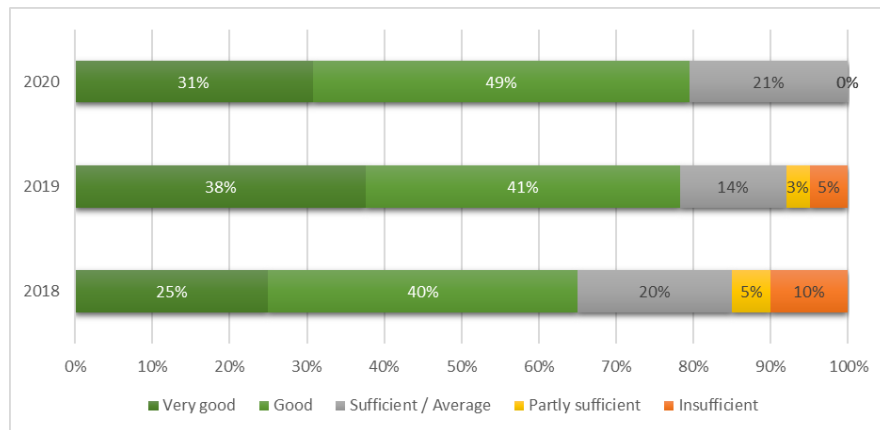
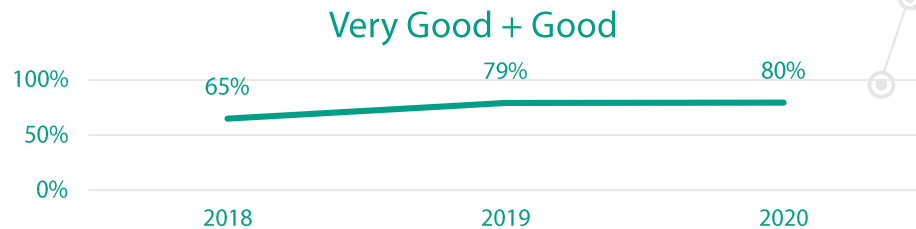


Do you have clarity regarding how to express your interest in any of the upcoming procurement exercises?



Service quality of tender process administration

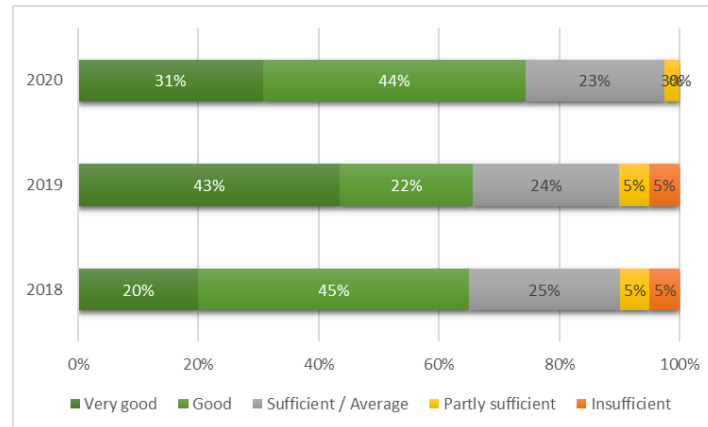
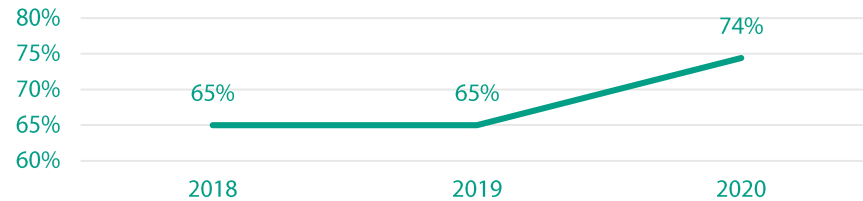
The Procurement Representative's understanding of Suppliers' concerns, clarity of responses and responsiveness provided?



Service quality of technical questions & responses

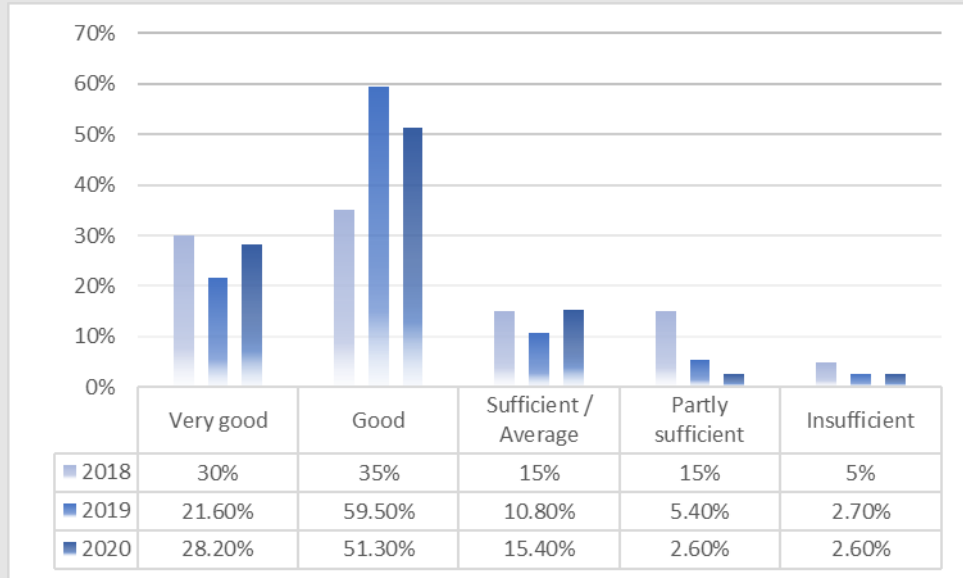
Technical Team Representative's understanding of Suppliers' concerns, clarity and quality of responses and responsiveness?

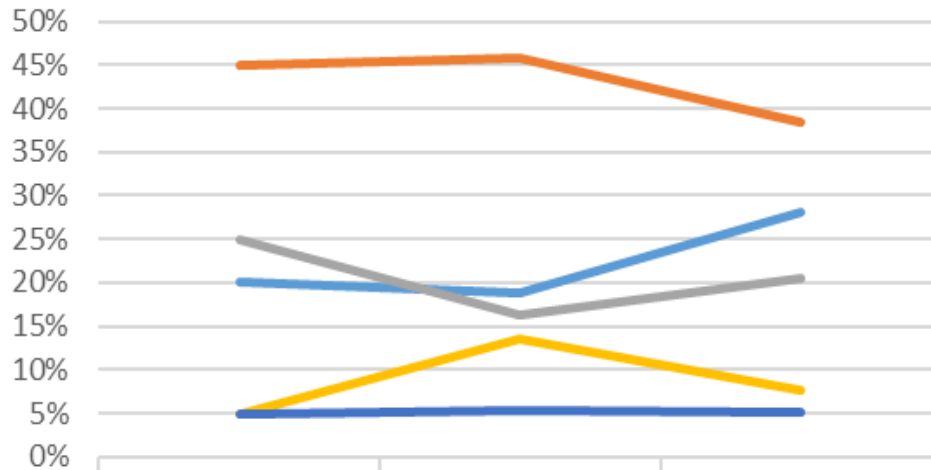
Very Good + Good



Quality of procurement documentation Procurement Requirements & Forms

In your opinion, what is the level of quality of procurement requirements & the requirements for the documentation to be submitted with applications and proposals?





	2018	2019	2020
Very good	20%	18.90%	28.20%
Good	45%	45.90%	38.50%
Sufficient / Average	25%	16.20%	20.50%
Partly sufficient	5%	13.50%	7.70%
Insufficient	5%	5.40%	5.10%

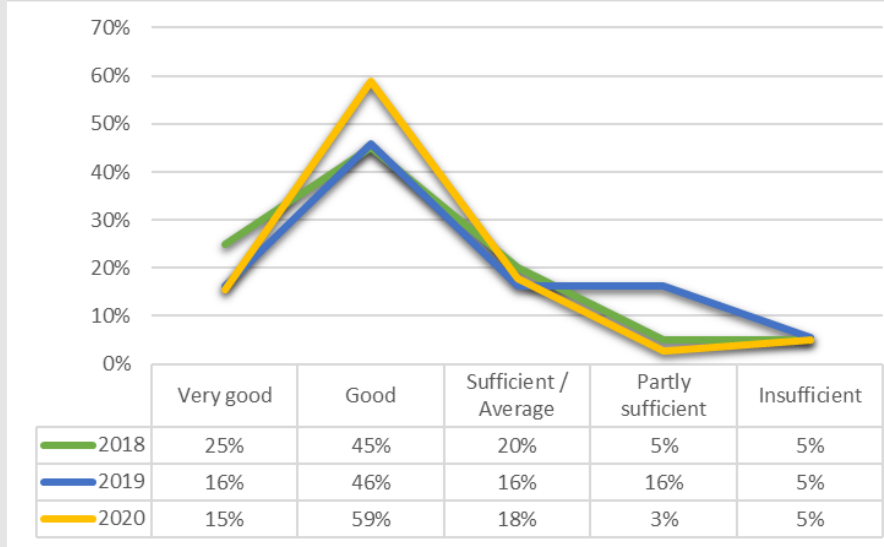
Quality of procurement documentation Technical Specifications

In your opinion, what is the level of quality of technical specifications included in the procurement package?



Quality of procurement documentation Tender Results

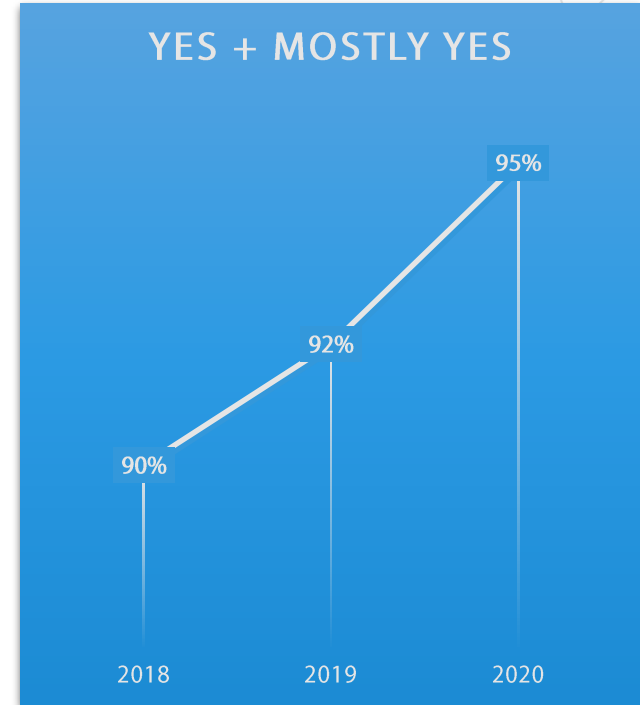
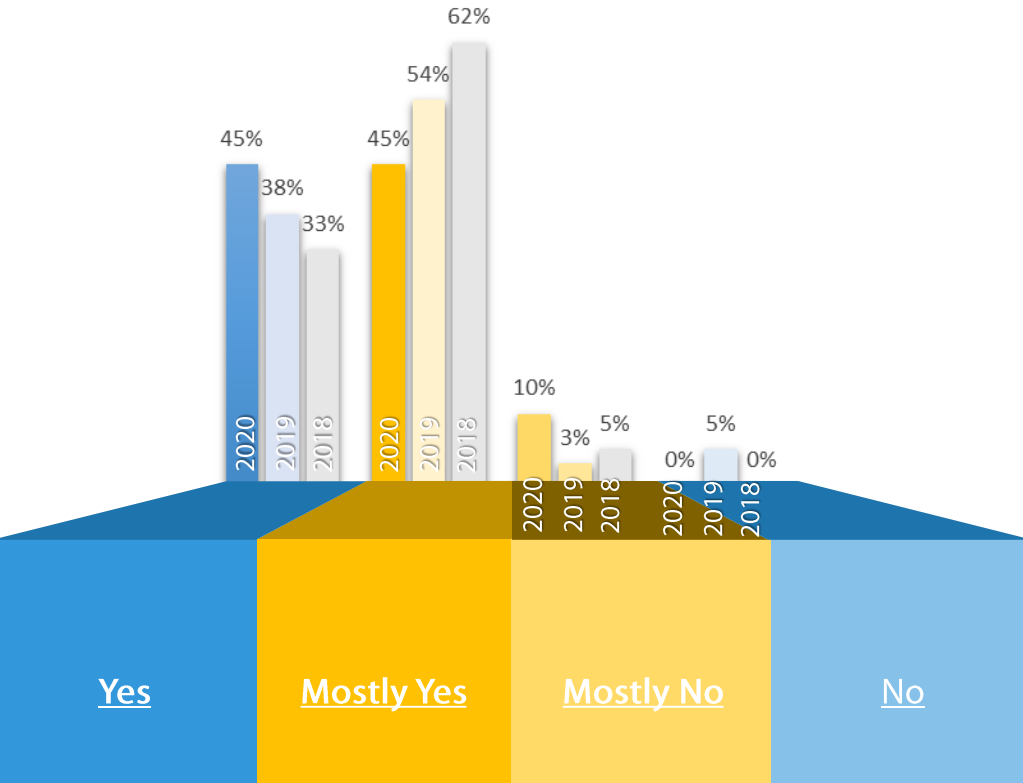
In your opinion, what is the level of quality of tender results summary/report and reasoning provided?



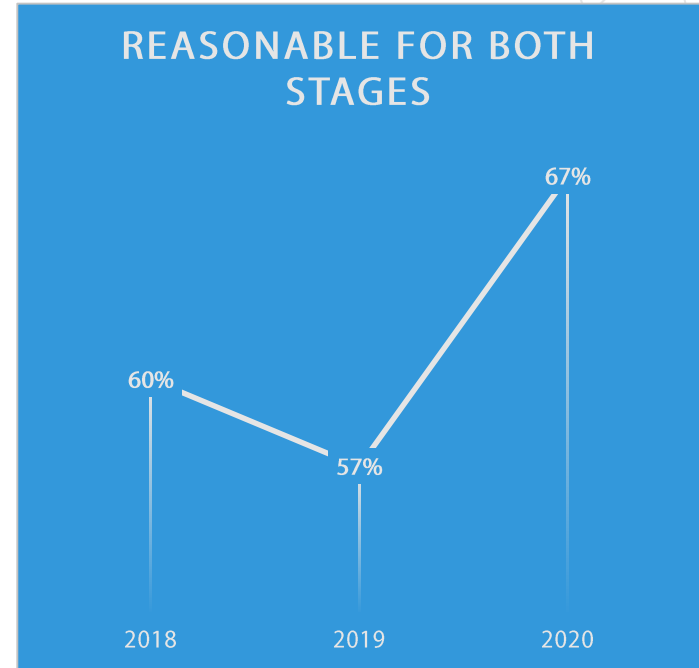
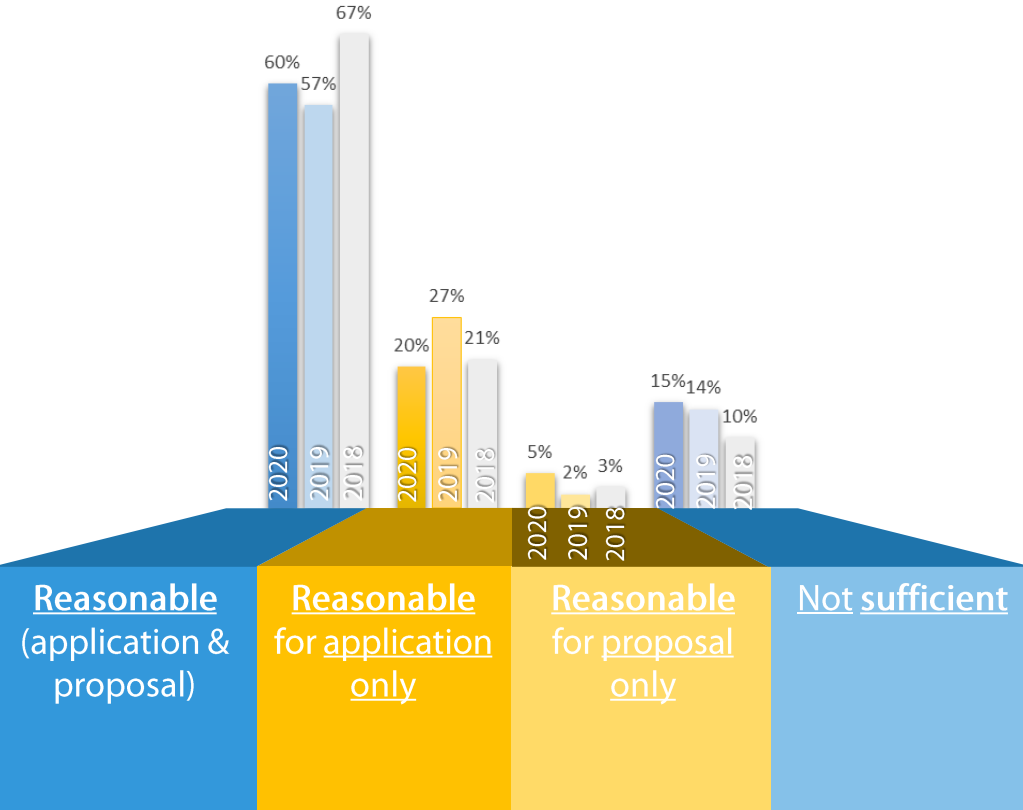
Quality of procurement documentation **Contracts**

In your opinion, what is the level of quality of Contract Terms & Conditions?

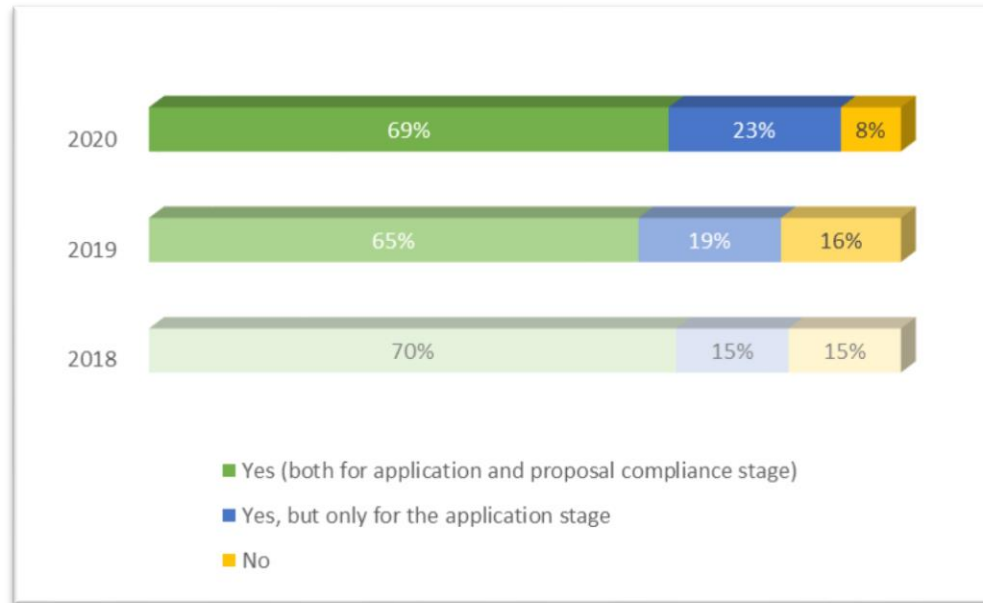
Was the time allowed for Q&A session / clarifications sufficient?



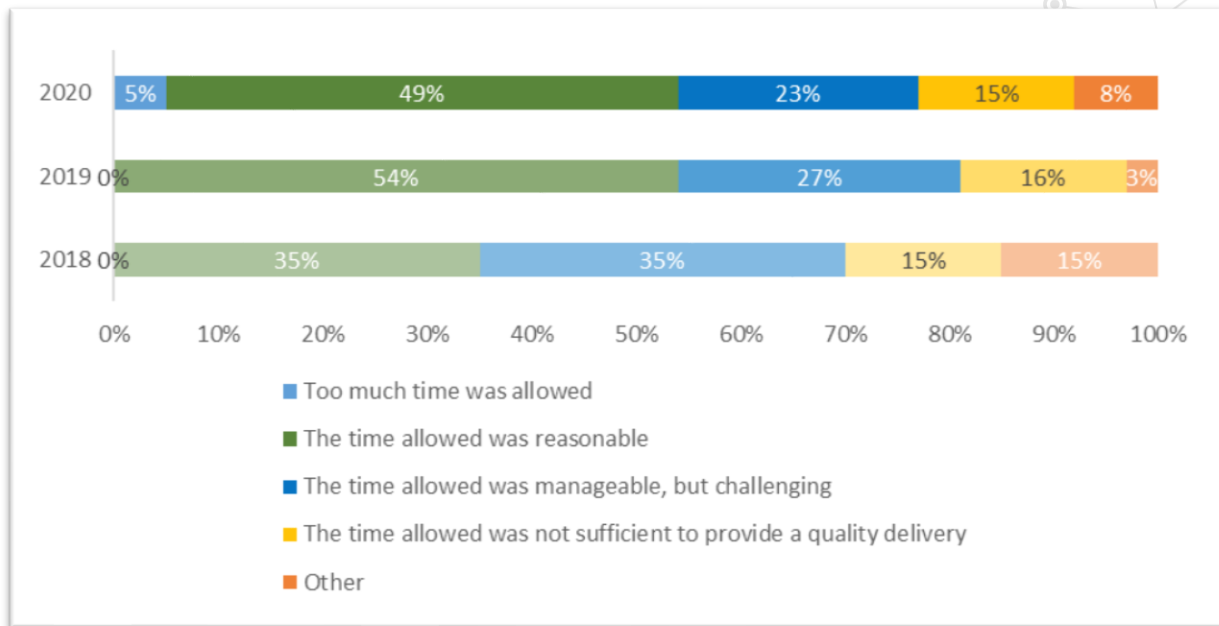
Was there sufficient time allowed for compiling and submitting your application/proposal?



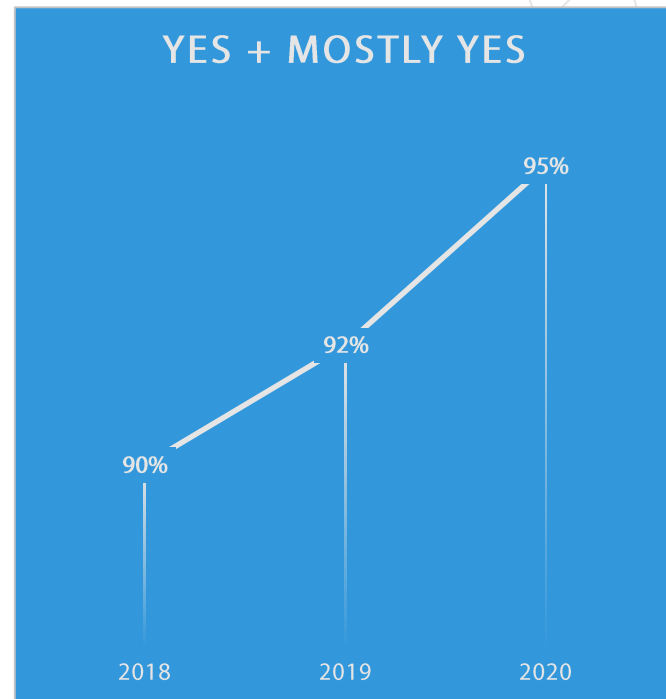
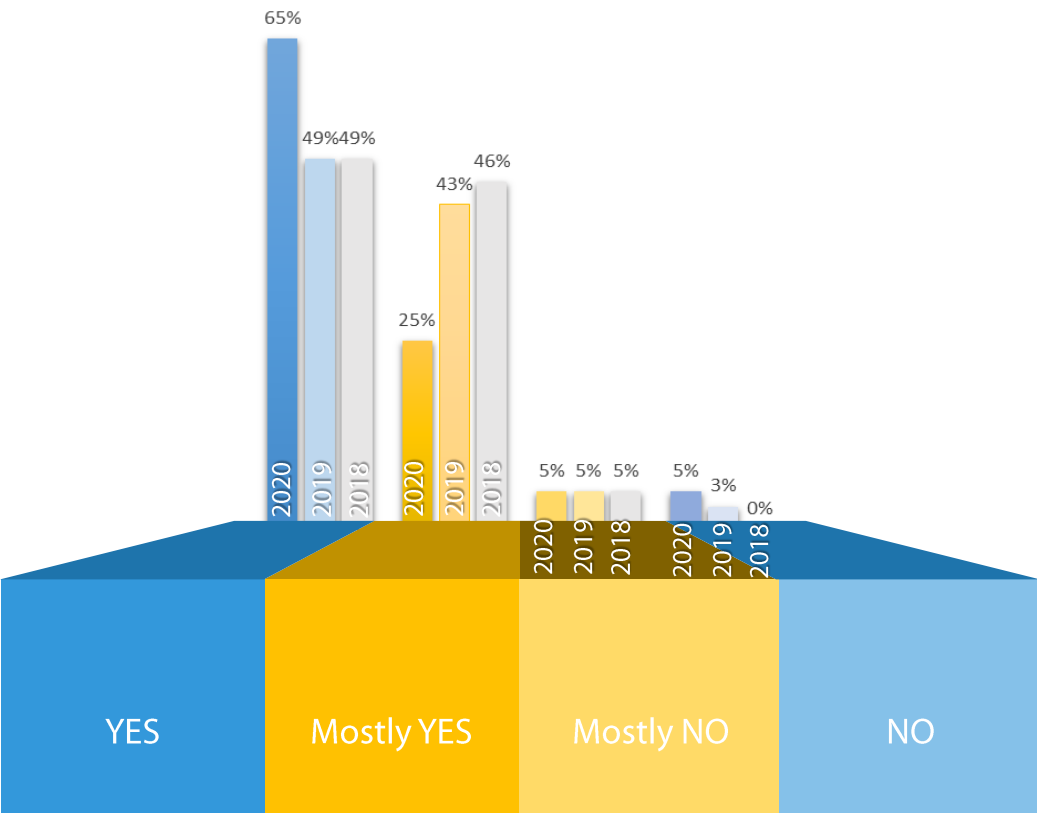
Were you able to meet the procurement requirements?



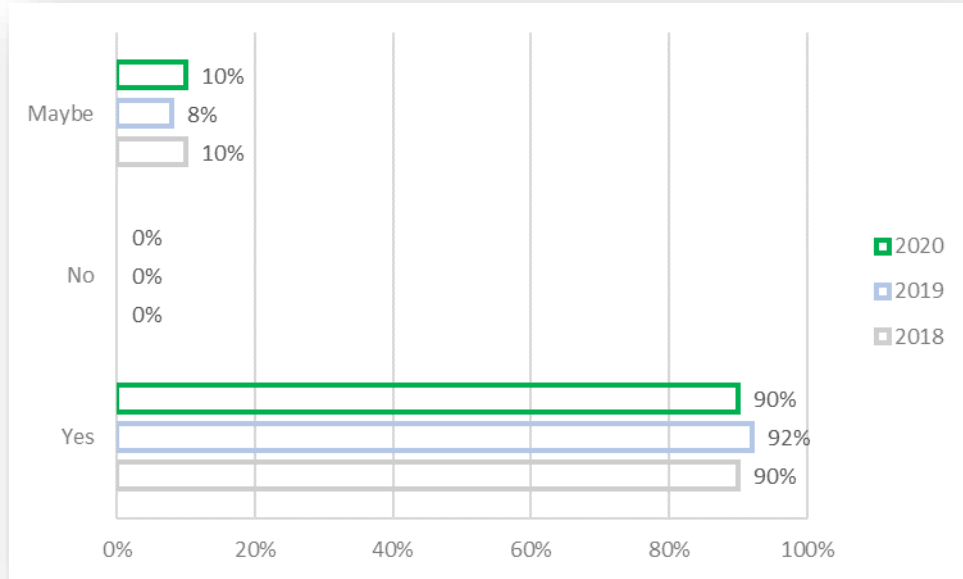
In your opinion, was the time allowed for undertaking and completing the services / works / delivering goods sufficient?



Were you treated fairly and equally throughout the procurement process?



10% MAYBE



Would you participate in RB Rail procurement exercises in the future?

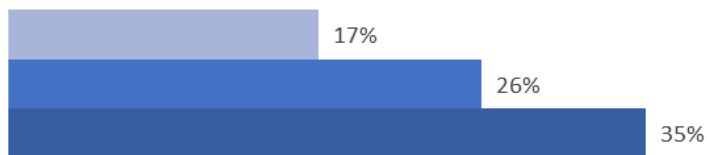
90%
YES

Please tell us why you have not participated in the RB Rail AS procurement exercises?

There have not been any suitable opportunities



We have not found the information regarding procurement exercises in sufficient time



■ 2018
■ 2019
■ 2020



Contact us

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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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