

## **SUMMARIZED RESULTS OF THE MEETINGS WITH INTERESTED SUPPLIERS REGARDING TURNOUTS FOR RAIL BALTICA**

### **Date of the meetings:**

Rīga, 15 April 2020

In accordance with Public Procurement Law of the Republic of Latvia, Article 18, Paragraph 2 Contracting authority has held meeting with interested suppliers to inform for subject matter of the upcoming procurement activity for turnouts which are important components for Rail Baltica and provide answers to the questions received from the interested suppliers.

**Meeting opening at:** 9.00.

**Meeting organised by:** RB Rail AS, registration number 40103845025, registered address: K. Valdemāra iela 8-7, Rīga, LV-1010, Latvia.

**Venue of the meeting:** Online meeting organised on Microsoft Teams platform.

### **Participants from RB Rail AS:**

Ivars Žukovskis - Business Relation Manager;  
Aiga Benfelde - Procurement Manager;  
Mārtiņš Blaus - Procurement Manager;  
Kaspars Briškens - Head of Strategy and Development Department;  
Artūrs Caune - Project coordinator;  
Andy Billington - Innovation and Sustainability Expert;  
Kristaps Rudzis - Railway Engineer;  
Kristjan Piirsalu – Chief Procurement Officer;  
Kaupo Sirk – Head of Civil works and station.

### **Other Participants:**

Supplier's authorized representatives;

- Voestalpine VAE Rīga SIA / Voestalpine VAE Legetecha/ Voestalpine VAE BWG
- Vossloh Cogifer
- Talleres Algeria

### **Meeting's agenda:**

- 1.) Rail Baltica presentation about the scope of the work.
- 2.) Opportunity for the supplier to present themselves.
- 3.) Discussion-Questions/Answers.

## Discussion summary:

RB Rail AS representatives briefly explained to the meeting participants the status of the Rail Baltica Global project (please refer to the Annex with the presentation material for more details).

Participants from RB Rail AS explained to the interested suppliers' details of the procurement plan for competitive procedure with negotiation for **"Turnout delivery procurement preparation for Rail Baltica"** as well RB Rail AS expectations from the meetings.

### A. Participant's profile

Three suppliers, the Baltic's and international (European) companies, participated in the meetings. Each supplier was given a chance to present themselves (separately), by explaining the profile and the experience of the company for similar works.

Topics of discussion during the questions and answers session and responses provided by the suppliers':

NO	Topic	Responses / Indications provided
1.	Technical specification for the turnouts.	<p>Indication from the suppliers that it is essential that the high-speed turnout quality is secured by increasing lifespan with fastening systems of the switch area and crossing points.</p> <p>The suppliers emphasized that it is essential to have a manufacturing plan to adapt all components for the turnouts.</p> <p>The suppliers indicated that it is important to install the turnouts on site to minimize the risks on every switch and crossing. It is necessary to inspect this factor at the supplier plant.</p> <p>In addition, the suppliers noted that it is important to ensure that the turnout systems will serve for a life-cycle period.</p>
2.	Manufacturing process of the turnouts.	<p>The suppliers explained that it is important to assign the production process and find out which components and systems will be the standard for the new railway profile.</p> <p>The suppliers indicated that it is very important to make a prototype to demonstrate the turnout sleepers and fasteners on high-speed line.</p> <p>The suppliers noted that it is important to do a prototype testing after the prototype is manufactured.</p>
3.	Evaluation and documentation.	<p>Indication from the suppliers that it is essential to have a "Call-Off" contract for construction projects, such as Rail Baltica, enabling bulk orders over a period.</p> <p>The suppliers also emphasized that it is important to have a framework agreement for Rail Baltica project since the construction is perennial. The supplies of materials shall be secured over the delivery date.</p>

4.	Design and delivery / time-period of the turnouts.	<p>The suppliers noted that it is essential that a dynamic non-linear deployment and sourcing schedule, with the implementation of multiple contracts is being implemented during the design phase.</p> <p>In addition, the suppliers emphasized that it is important to line up the design requirements with deliveries of the turnouts, the technical specification is a critical input in the development of such process.</p>
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**Meetings closed at 15.00.**

Disclaimer:

Information described in the summarized results of the meetings with interested suppliers is provided only for the informative purposes and shall not be treated as definite requirements whatsoever of the procurement regulations. Procurement documentation will be established by Procurement commission and procurement launched in accordance with the Public Procurement Law of the Republic of Latvia and requirements included in the procurement documentation can differ from the information provided during the meeting.

Annex: RB Rail AS Powerpoint Presentation