

**SUMMARIZED RESULTS OF THE MEETINGS WITH INTERESTED SUPPLIERS REGARDING  
SLEEPERS, FASTENINGS AND PADS FOR RAIL BALTICA**

**Dates of the meetings:**

Rīga, 16 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 sleepers, fastenings and pads 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 in 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 – Systems Project Management Team Leader;

Andris Losāns – Technical project manager;

Kristjan Piirsalu – Chief Procurement Officer;

Kaupo Sirk – Head of Civil works and station.

**Other Participants:**

Supplier's authorized representatives;

- "Baltijas Gumijas Fabrika" AS
- Vossloh Fastening Systems GmbH
- Pandrol
- PLASTWIL Sp. z o.o.
- Track Tec S.A.

**Meeting's agenda:**

- 1.) Rail Baltica presentation about the project.
- 2.) Interested Suppliers presentation.
- 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 interested suppliers' details of the procurement plan for competitive procedure with negotiation "**Sleepers, fastenings and pads supply for Rail Baltica**" as well RB Rail AS expectations from the meetings.

**A. Participant's profile**

Approximately 10 suppliers, the Baltic's and international (European), participated in the meetings. Each supplier was given a chance to present themselves, by explaining the profile and the experience of the company.

**Questions addressed by the meeting participants after the meetings and answers provided by RB Rail AS:**

NO	Topic	Responses/ Explanations provided by suppliers
1.	Technical specifications of the products.	<p>Technical specifications shall provide clear requirements for production - which requirements are needed for the railway infrastructure.</p> <p>It is important to choose appropriate fastening system for high-speed line what depends of the stiffness, heavy sleepers increase track stability, use of soft pads - technical specifications are required.</p> <p>It is recommended to decide between screwed and unscrewed fastening systems - technical specifications are needed to be developed.</p> <p>Under sleeper pads - rubber compounds must be tested; therefore, it is also needed to know the proper fastening systems that are needed for the project.</p> <p>It is recommended to consider for RAIL BALTICA to use W21 fastening system, since it is a standard for a high-speed line, but it is also possible to provide more</p>

		<p>flexibility according RB Rail AS requirements and standards. In Germany, a standard for rail pad is B07. And use of heavy sleepers increase the track stability ICI 18 tons. Maximum for RAIL BALTICA project would be 25 tons, W30 can also be used for mixed traffic.</p> <p>Additional noise reduction is not recommended since the sleeper pad can influence the vibration. The secondary noise in any case depends on the stiffness of high- speed line.</p> <p>Representative of Pandrol provided opinion that it is important to provide technical specifications for mixed traffic due to various manufacturing possibilities for the high-speed line, for instance, ASKL 14, fast-clip, screwed and unscrewed fastening systems.</p>
2.	Storage and transportation.	<p>Suppliers indicate fact that it is important to check the delivery amount, fastening system can be also preassembled.</p> <p>It is important to define the locations where the products shall be delivered and in order to calculate the estimated price.</p> <p>Suppliers indicate that it is possible to stock certain amount of fastening systems and sleepers. Sleepers manufacturers can keep certain number of stocks as well. However, it is needed to keep in mind that one company cannot keep all the stocks. Client has to consider “safety stock” amount of the produced materials.</p> <p>There are two methods to supply rail fastening systems, 1<sup>st</sup> is to buy fastening systems directly from manufacturer and bring them to the sleepers manufacturer. 2<sup>nd</sup> method is that the sleeper manufacturers buys fastening systems directly from the fastenings manufacturer.</p>
3.	Possible approach on dividing procurement.	<p>It is important to procure materials under the “Public Procurement Directive” and use framework agreement. Whole supply chain shall be predefined.</p>
4.	Design Review and Expertise services	<p>The design and maintenance procedures of the fastening systems, sleepers and pads are developed by the manufacturer due to new and developed railway line standards. Pre-assembling and testing is a standard procedure in case of the new design.</p>
5.	Procedures	<p>It is recommended to define the standards for every tender separately and to do separate procurements for fastening systems, sleepers, and pads. The specifications must be clear for everyone, so it would be possible to know the right direction for the technical requirements.</p>

		<p>The contracting authority has to identify the whole supply chain – manufacturers should not be subcontracted.</p> <p>It is necessary to work directly with the railway authorities for the verification process.</p> <p>Market participants express opinion that procurement process should be divided: fastening systems, sleepers, rail pads. Manufacturers must be ready for the product line making. Therefore, fastening systems must be preassembled with the rest of the components. Sleeper manufacturer can choose the rail pads or RB Rail AS can specify and choose rail pads that are needed, and the manufacturer can develop the components.</p> <p>Suppliers provide opinion that it is needed to think ahead of the time 40-50 years, it is needed to acknowledge the possible quality issues if the procurement will not be done in the proper way. RB Rail AS must be in control of the specifications on the delivered parts.</p>
6.	Estimated contract price.	<p>It is important that the supplier provides the direction of comparative for the sets – if the materials are bought separately. All the materials must be accorded to TSI.</p> <p>The prices are established due to quantity and capacity extension that is needed for Rail Baltica project.</p>

**Meeting closed** at 18.00

**Statement:**

1. Please note that the information provided in these Minutes of the meeting shall not be treated as a part of any requirements and is provided only for the information reasons in order to analyse the market with a purpose to decide on procurement strategy, develop the scope of works and establish requirements for the upcoming procurement. 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.

2. Please note, that some information may not be precisely reflected in these Minutes or may not be reflected at all. In addition, summarized version of additional information received via e-mail is included in the Minutes of the meeting.

**Annexes:**

1. RB Rail AS PowerPoint Presentation - *“A Cross-Border Greenfield Megaproject: an opportunity for suppliers”*.