Rail Baltica

Rail Baltica consolidated material supply procurement

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

Consolidated Material Supply Procurement

Rail Baltica global project has selected consolidated material supply procurement approach for the following groups of materials:

- Rails
- Turnouts
- Sleepers
- Ballast
- Cable isolation materials
- Fencing
- Noise walls
- Standartised precast concrete elements

Consolidated Material Supply Procurement

With the aim to:

Strengthen interoperability

Benefit from economy of scale

Avoid distortions in market

Introduce planning for the entire scope

Facilitate environmentally friendly supplies

For the benefit of:

Decreasing CAPEX

Reducing OPEX

Ensuring standardisation for entire railway line

Reducing impact on environment and infrastructure

Ensuring transparency for the global project supplies

Procurement Exercises for the Supply of Key Components

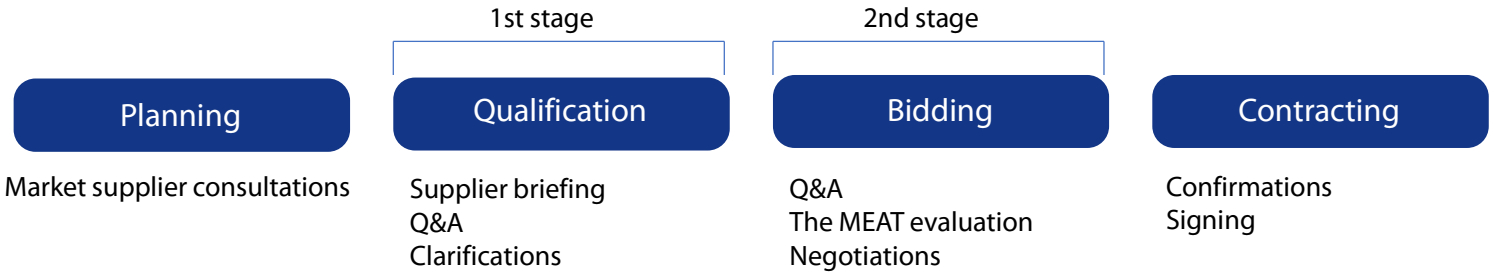
	Procurement exercise	Subject-matter (split in lots)	Volume
1.	**Consolidated supply of rails**	Rails EN 60E2, R350HT and R260 Spilt in 3 lots for the respective delivery areas: Estonia, Latvia, Lithuania	~250 000 tons
2.	**Consolidated supply of turnouts and rail expansion joints**	Integrated turnout solution and supporting services for its deployment and rail expansion joints(REJ). Split in 3 lots for the following types of the components for entire railway line: 1. highspeed turnout systems; 2. "conventional" turnout systems; 3. rail expansion joints	~1 133 sets of turnots ~250 sets of REJ
3.	**Consolidated supply of sleepers equiped with fastening system and under sleeper pads**	Design, manufacturing and supply of sleepers, fastening system and factory equipped UPS Subject-matter has not been split into lots	~3,37 million pcs

Procurement Exercises for the Supply of Key Components

	Procurement exercise	Subject-matter (split in lots)	Volume
4.	**Consolidated supply of ballast**	Ballast EN 13450, grading: 31,5/63 mm Spilt in 6 lots for the respective delivery areas: Tallinn, Pärnu, Skulte, Iecava, Panevėžys, Kaunas	~7,8 million tons
5.	**Consolidated supply of multi-ducts, cable ducts, manholes and cable channels**	Split in 4 lots for the following types of the components for entire railway line: 1. Multi-ducts; 2. Cable ducts; 3. Precast concrete manholes; 4. Precast concrete surface cable channels;	Lot 1: 5 500 km; Lot 2: 3 000km; Lot 3: 9 000 pc; Lot 4: 480 km;

Procurement Process – Current status

Process – Competitive procedure with negotiations (two stage)



Status with procurements

Ongoing (Contracts Estimated: Q2 2022)

Procurement exercise	Launch of the procurement 1st stage *Qualification)	Application submission deadlines
Ballast	30-Sep 2021	**26-Nov 2021**
Cable isolation materials	28-Apr 2021	14-Jun 2021
Rails	9-Aug 2021	18-Oct 2021
Sleepers with fastening systems and undersleeper pads	9-Jun 2021	**26-Nov 2021***
Turnouts	11-Jun 2021	30-Sep 2021

Under Development (Contracts Estimated: Q4 2022)

Procurement exercise	Shall be introduced
Noise walls	Q1 2022
Fence	Q1 2022
Prefabricated concrete elements	Q1 2022

*Suppliers stay tunned for the updates

Expected Result

From the Tenderers during procurement

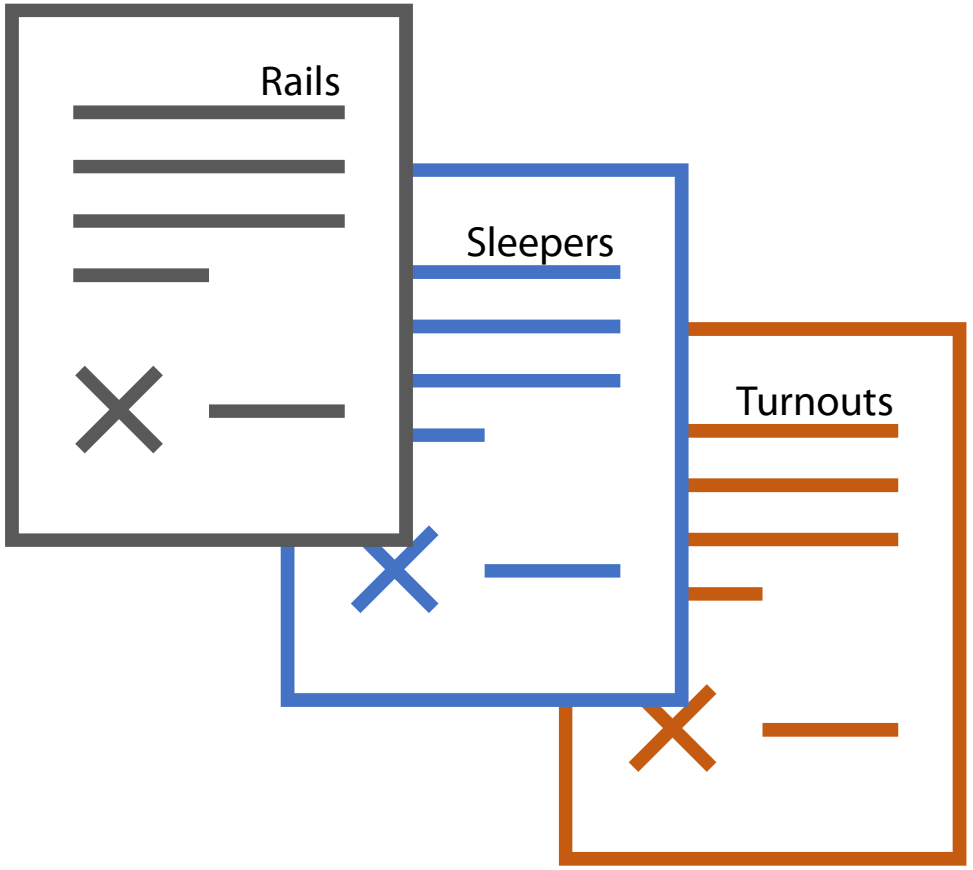
- Care for the detail in preparing bids
- Strong demonstration of readiness, capacity, quality and resources
- Strategy and risk mitigation plan
- Commitment and cooperation

Framework agreements

- Alignment on the main conditions of the agreement and clear setup of responsibilities shall be addressed during the negotiations in the course of the procurement
- Flexible pricing model together with supply volume forecasting and planning from our perspective is one of the major aspects towards successful cooperation

Early involvement of the supplier/manufacturer

- Timely setup of cooperation, exchange of the information, appointment of the respective resources and people in charge is important successor of future cooperation
- Material compliance, quality (and TSI where applicable) verification if completed with/before the initial deliveries shall serve as stable grounds for saucerful construction work implementation



Delivery and Distribution

Material Storage Location / Main Delivery Places

Future Infrastructure maintenance facility locations in the construction phase as main construction material bases with the connection to the existing 1520 mm gauge railway network

Servicing area

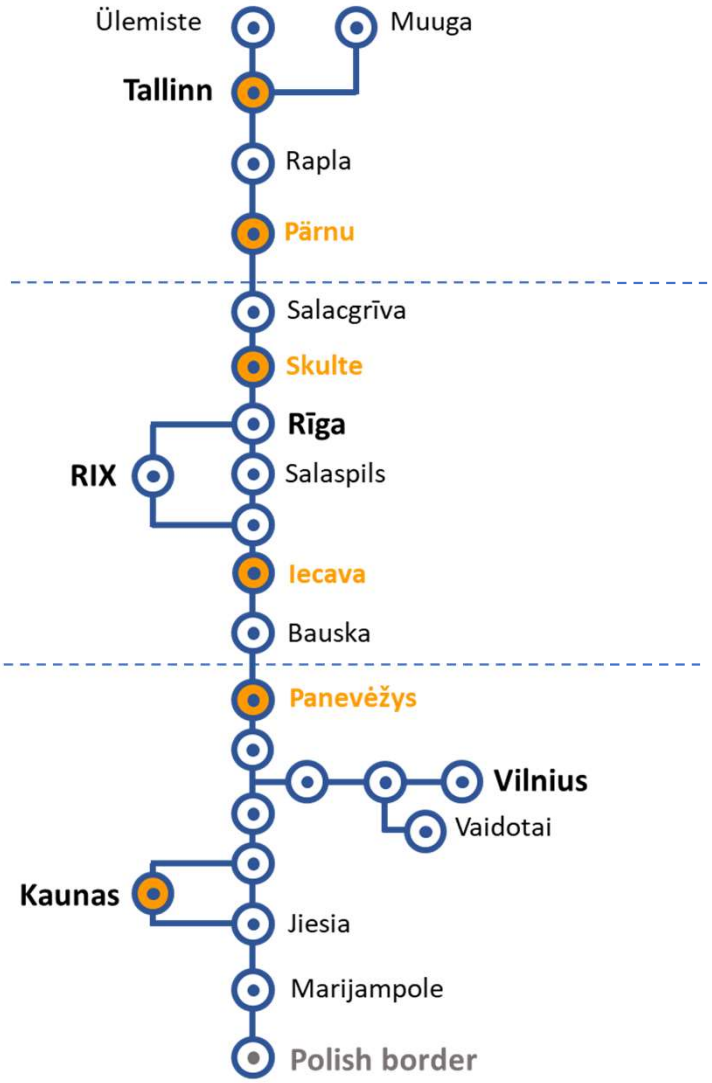
- Distance between the material bases ~100 km
- Distribution of the material from one material base 50 km to both directions from the base
- For certain groups of the materials where the handling conditions allows delivery locations may be within the servicing area ensuring delivery at the construction site

Flexibility

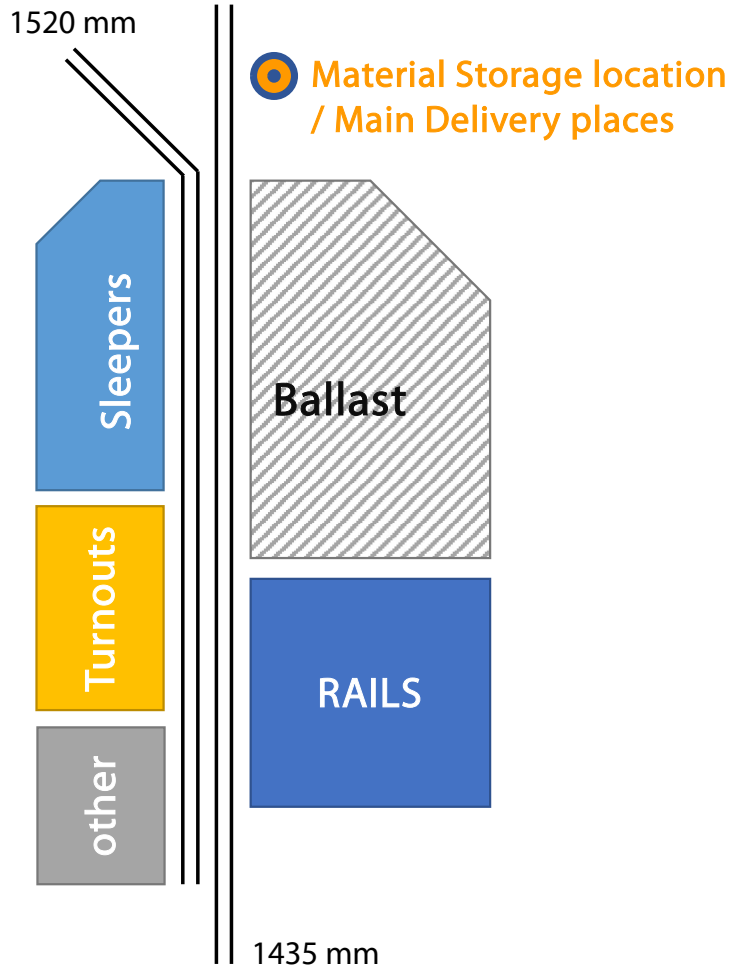
- Supply framework agreements to foresee possibility for the alternative delivery locations in the event if the alternative location shall meet the material handling and unloading conditions

Free issue of the material

- Construction contractor to access to the required amount of the materials in accordance with placed orders, material supply schedule in line with work executon plan



Planning and Ordering



Ordering system

- To manage the orders, follow-up the quantities and to align the ordered volumes with the expected work execution plan
- System to ensure that suppliers have confirmed the orders placed, to deliver in time and/or to address any changes with placed orders

Rolling forecast schedule

- Information on work execution plans and required amount of the material for upcoming period required from Contractors to be delivered and inserted into the system to support manufacturers with the resource planning and logistics same time such approach shall address the risk of possible shortages of the material

Stock pile

- Material bases shall serve as a stock pile for certain groups of the products to ensure that sufficient amount of the material is available through out the construction works

Early ordering and handover to contractor

- For the time period of the establishment of the sites and while contracting construction works initial supplies shall be communicated with suppliers and after the contracting construction works ordering shall be handed over to the Contractor

More information on:

the scope and technical parameters of each group of the material

description of the process and procedures undertaken for the procurement exercises

general contractual terms

upcoming submission deadlines

and any other information related to Consolidated material supply procurement

Find at railbaltica.org/tenders/