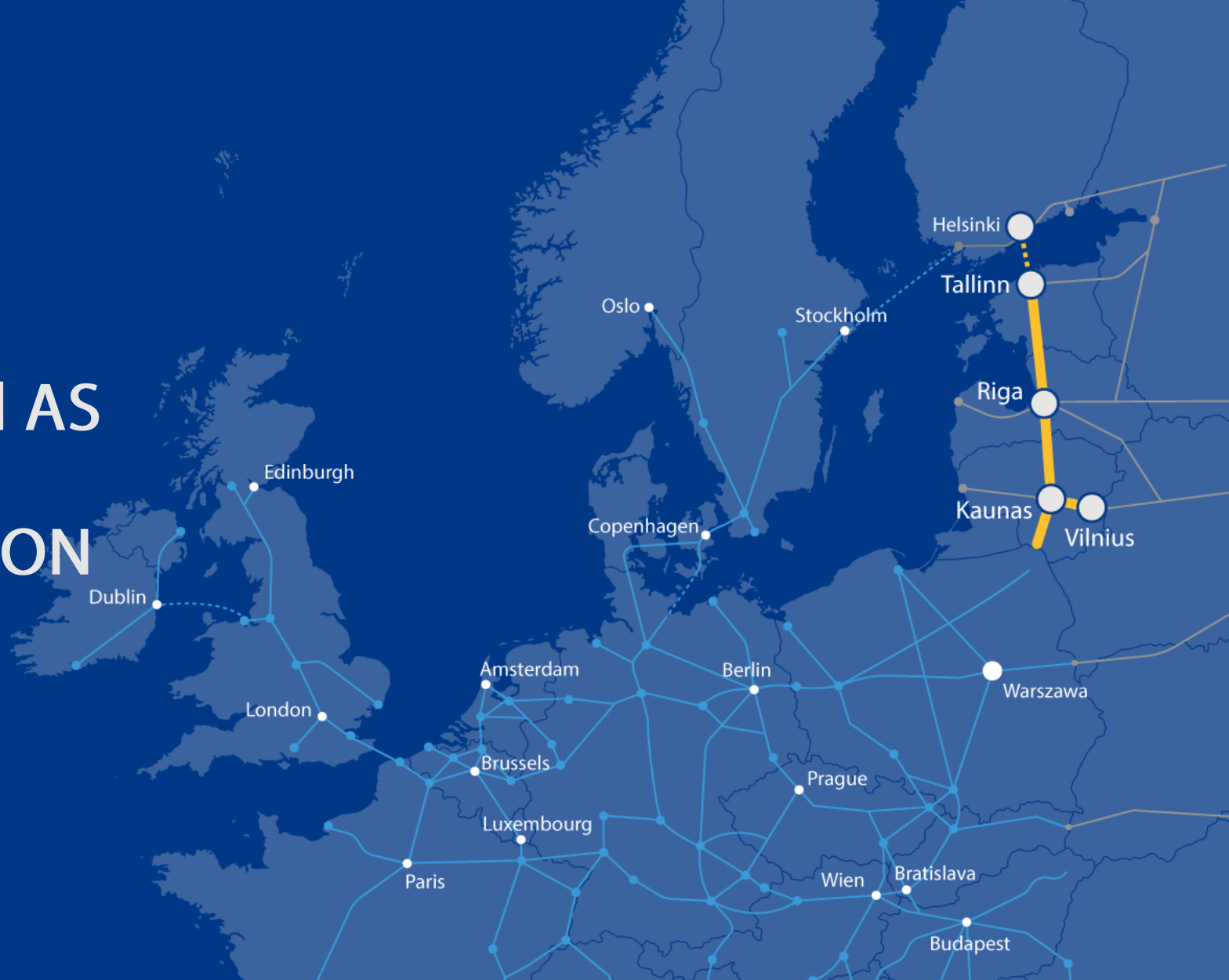




IT Strategy for RB Rail AS

MARKET CONSULTATION

4th March 2022



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

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IT Strategy for RB Rail AS

Meeting Agenda

- Introduction to the rules of meeting (10 min);
- General introduction to Rail Baltica Global project (10 min);
- General information on the planned procurement “IT Strategy for RB Rail AS” (15 min)
- Q&A session:
 - RB Rail AS questions to suppliers / supplier answers (30 min.);
 - Suppliers questions / RB Rail AS answers (30 min.).
- Other (15 min.)

IT Strategy for RB Rail AS

Rules and purpose of the meeting

- **Legal basis for the consultation:** The consultation is organized in accordance with the regulation of Section 18(2) of the Public Procurement Law, which provides rights for the contracting authority to organize a consultation with suppliers (market research) in order to prepare for the anticipated procurement procedure and inform potential suppliers about the procurement plan and requirements.
- **Time and place of the consultation:** 4th March 2022 at 13:00 (Riga time), online, using the *Microsoft Teams* app.
- The consultation will be recorded for the preparation of a summary of the consultation (a recording in *Microsoft Teams* will be retained, but not published or shared with third parties).
- **Purpose of the consultation:** To inform interested suppliers about the planned procurement exercise and the content of the subject-matter, as well as to obtain feedback from the interested suppliers regarding the main requirements.

IT Strategy for RB Rail AS

- A short summary of the progress of the consultation meeting, questions asked, and answers provided, as well as the feedback provided, will be published on the Contracting Authority's website: <https://www.railbaltica.org/tenders/> where the invitation is published, to ensure transparency of the process, observation of the principle of equal treatment and not to restrict the competition. Summary will be prepared without specifying the name and other specific information about the interested supplier provided the information.
- During the consultation interested suppliers shall consider whether the information provided by them is considered as commercial secret or confidential and restrain from disclosing such information. It is the sole responsibility of the interested suppliers not to disclose any commercial secret or confidential information.

IT Strategy for RB Rail AS

➤ Supplier's confirmation

By participating in this meeting, the interested supplier:

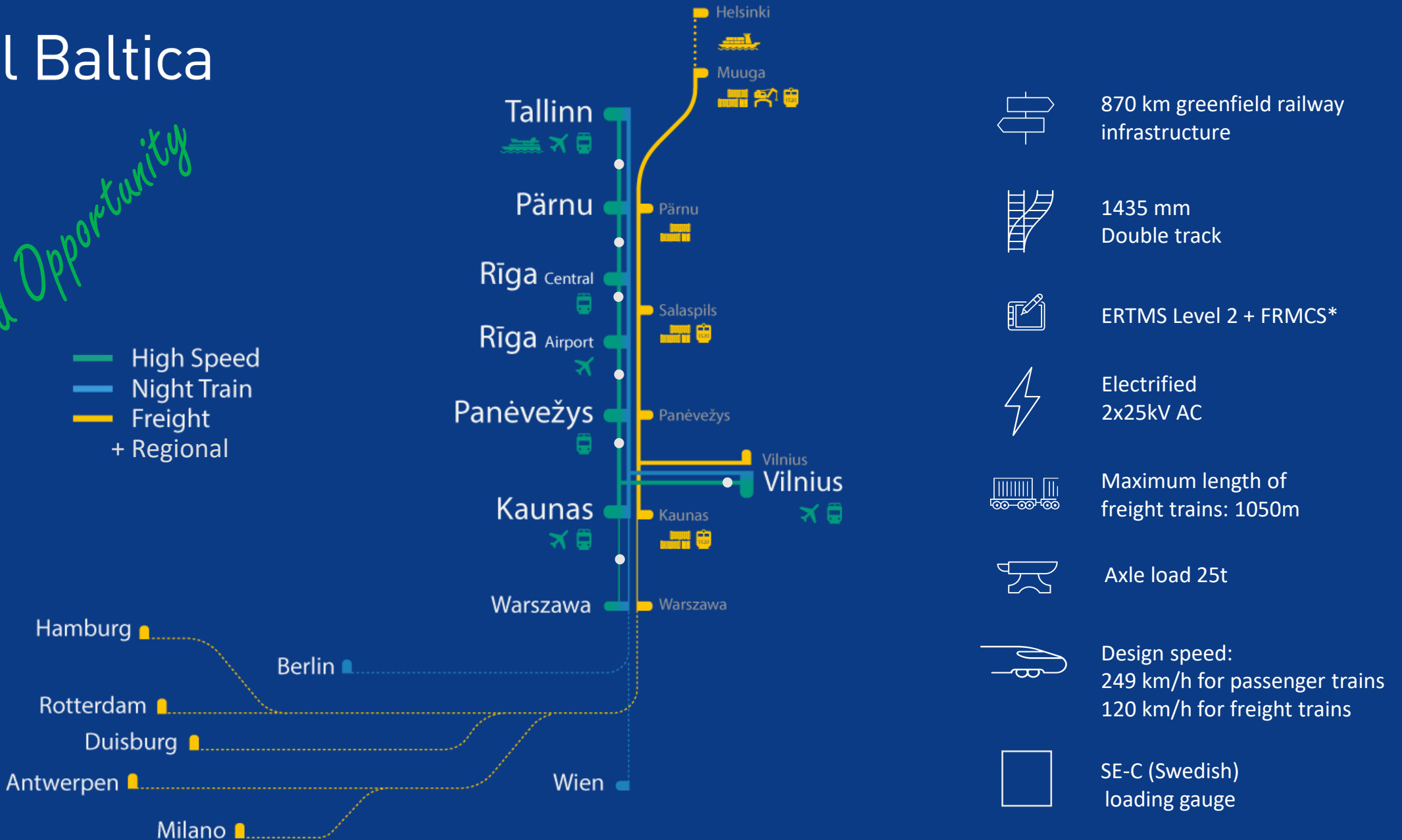
1. Confirms his / her participation in the meeting;
2. Confirms that the rules of the meeting are clear and interested supplier has no objections to the process of meeting;
3. Confirms that the supplier understands the purpose of this meeting, i.e., to inform interested suppliers about the planned procurement exercise for Procurement and Commercial services and the content of the subject-matter, as well as to obtain feedback from the interested suppliers regarding the main requirements, and that no other RB Rail AS procurement procedure related information will be discussed during this meeting.



Introduction to Rail Baltica Global project

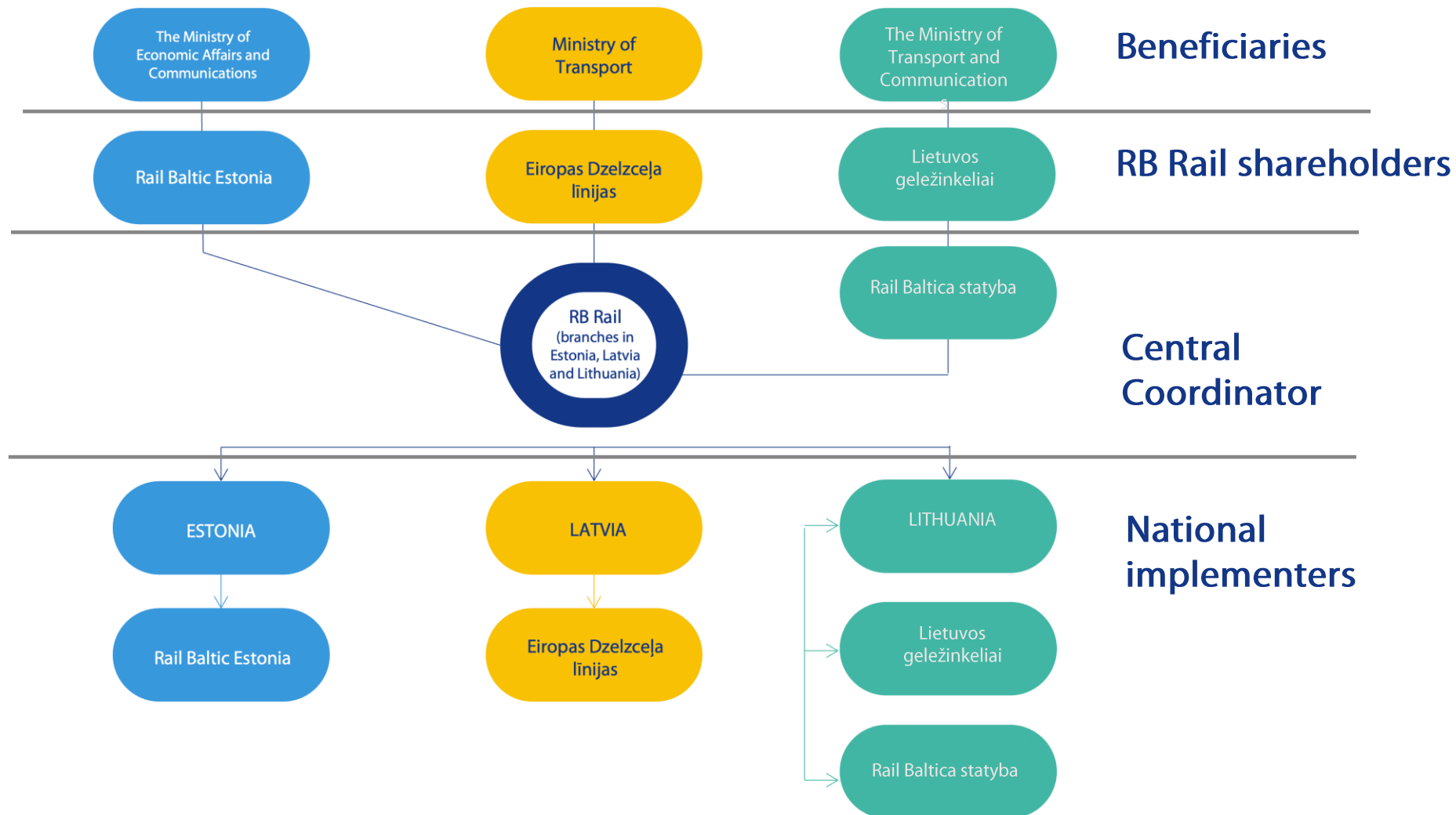
Rail Baltica

Greenfield Opportunity



* Subject to confirmation

Project delivery team and key principles



- Standardisation
- Support
- Compliance

Global Project Timeline

- ✓ Main line design ongoing
- ✓ Initial construction activities started in 3 Baltic states
- ✓ Preparations for railway systems
- ✓ Consolidated procurements for materials launched
- ✓ Acknowledging the new economic corridor potential
- ✓ 100% mainline construction readiness
- ✓ Large-scale construction works advancing
- ✓ Railway systems full scale implementation
- ✓ Stimulus to regional economy
- ✓ Progressive completion and start of operations
- ✓ Full interoperability ensured
- ✓ New economic corridor kick-started
- ✓ Well-functioning market for services and investment

2022

2024

2026 - 2030

Phased start of construction

Phased start of operations

- The contracting entity is RB Rail AS, legal address: Satekles 2b, Riga, LV-1050, Latvia (hereinafter –**Contracting Authority**).
- **The subject-matter** of the procurement is to define the long-term IT Strategy for Contracting Authority and Rail Baltica project to include:
 - A workable and fully risk-managed solution, that can adapt and scale as the RB Rail AS and Rail Baltica operating models develop, and the business grows, aligned with and supporting the Rail Baltica Master Schedule;
 - Strong alignment to key principles:
 - Follow EU and global best practice;
 - Follow relevant EU and global standards;
 - An integrated Enterprise Architecture for Rail Baltica – one railway, one system, one operating model, one set of rules and standards;

- Strong alignment of the operating model processes and IT systems to increase productivity, business agility and return on investment.
- Full inclusion of the business, data, applications, technology, and IT Security
- A strong and best practice focus and inclusion of IT Security management throughout the strategy and the architecture
- Defined functionality between applications and standardisation of application integration interfaces to improve visibility, interoperability, and integration of systems.
- Reduced application design and development costs and technology risks aided by using standardized reference architectures.
- An approach to information management that will allow the successful transition of a capital delivery project to an operational railway with minimum disruption.

- IT Strategy developed in a synchronised manner and with effective project control;
- Including IT tools for stakeholder management, project controls, project reporting so that the status and progress of development of the IT Strategy is clear;
- Effective and efficient business processes supported by aligned, effective and efficient IT;
- Defining requirements of the Control Command and Signalling (CCS) subsystem and its interfaces to align the CCS solution, operational and safety critical applications (Traffic Management System, Interlocking, ERTMS, etc..) with the long-term IT strategy;
- Ensuring data systems integration with other infrastructure managers, operators, and service providers in the context of the wider multimodal mobility and logistics ecosystem, including non-rail infrastructure organisations and operators.

- Provide RB Rail AS and Rail Baltica with a long-term IT Strategy based upon:
 - Current and evolving RB Rail AS operating model
 - Future Rail Baltica operating model
 - All the scope of Proposal is included
 - ✓ Corporate IT
 - ✓ Tools and data
 - ✓ Digitalisation
 - ✓ Railway cyber-security
 - ✓ integrated railway Systems from CCS and ENE projects.

- Design (“Enterprise Architecture”) for IT to help meet the goals of the Global Project and the Beneficiaries and Implementation Bodies;
- Based on, and including:
 - Requirements;
 - Principles;
 - Standards;
 - Best Practice;
 - Recommendations.
- Plan and “Roadmap” for the Global Project to implement the Design.

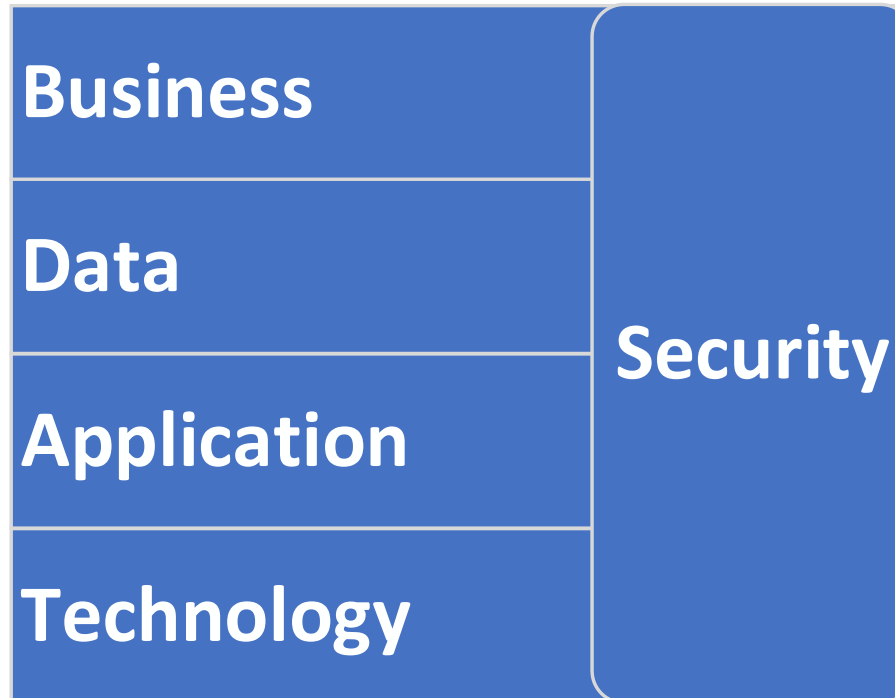
IT Strategy – Enterprise Architecture

Business processes and activities use ...

Data that must be collected, organised, safeguarded, and distributed using ...

Applications such as custom or off-the-shelf software tools that run on ...

Technology such as hosting, hardware, operating systems, and communications networks



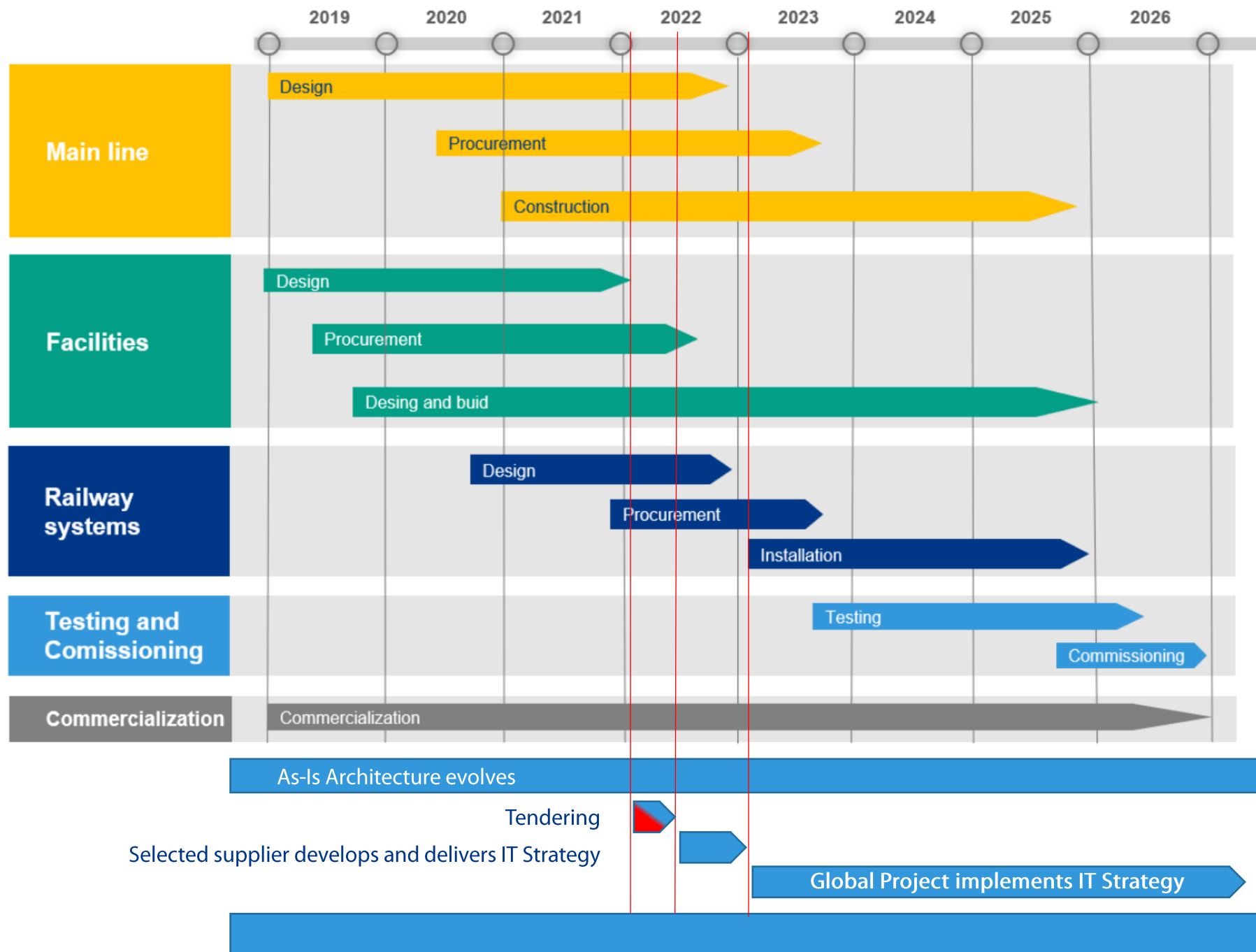
The Design and Specifications cover

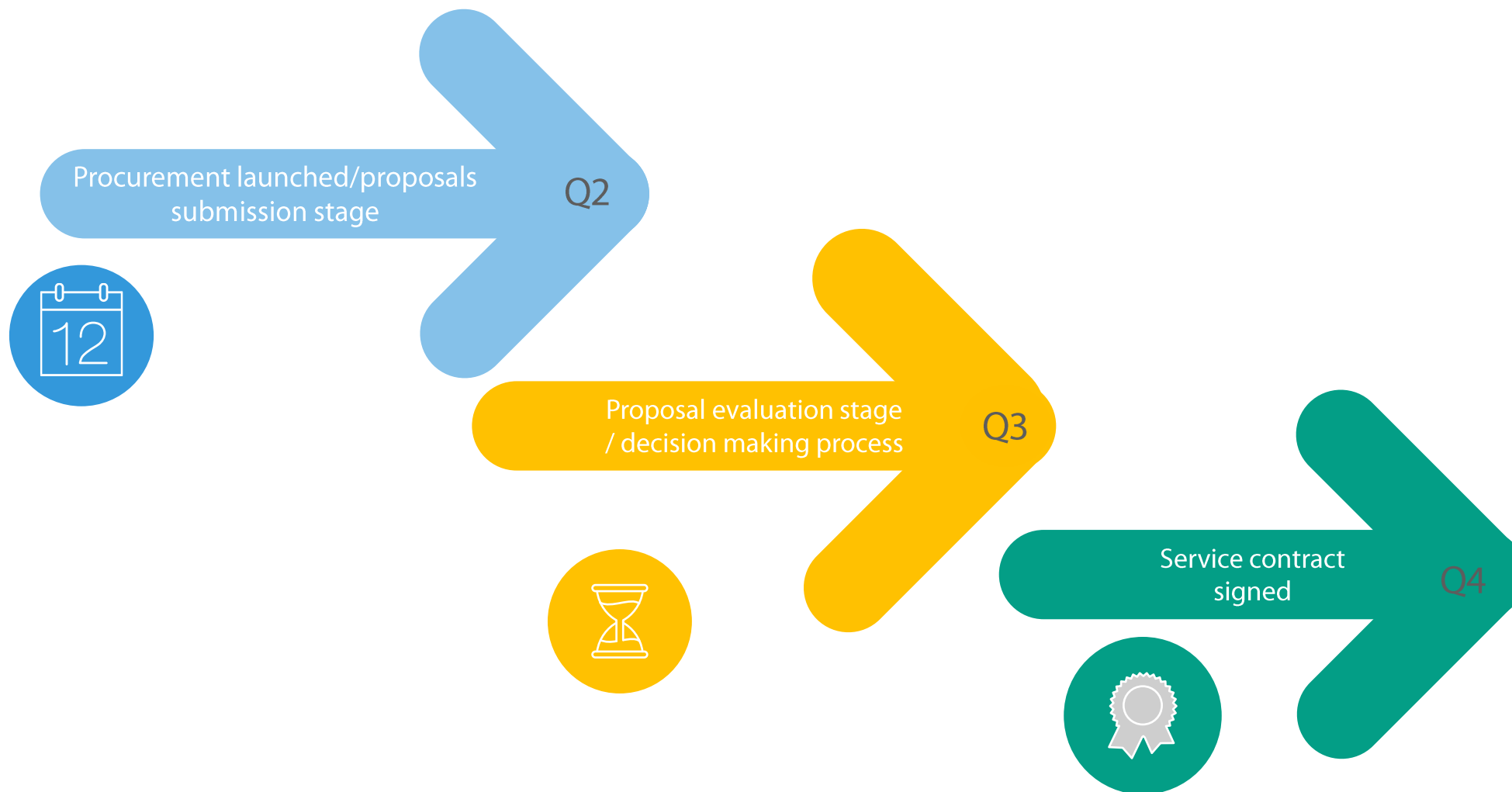
- Business
- Data
- Applications
- Technology
- IT Security

As a cross-cutting concern, the Security Architecture impacts and informs the Business, Data, Application, and Technology Architectures. The Security Architecture may often be organized outside of the architecture scope, yet parts of it need to be developed in an integrated fashion with the architecture.

- Planned duration of the service contract – 11 - 12 months;
- Planned type of the contract – Service contract;
- Deliverables - the IT Strategy will be delivered in two stages (to be elaborated upon in subsequent sections):
 - Implementation stage
 - Operational stage

The IT Strategy must support the RB Master Schedule and the future Rail Baltica Operating Model





01

Legislative Requirements

- Public Procurement Law of the Republic of Latvia
- Cabinet Regulation No. 107 of the Republic of Latvia
- Law on Prevention of Conflict of Interest in Activities of Public Officials
- Law on Administrative Liability
- Latest Latvian Court Practices
- (EE and LT Court Practices)
- EU Directives
- European Court of Justice principles
- Procurement Monitoring Bureau of the Republic of Latvia Practices

02

Company & Project Rules and Policies

- Contracting Scheme Agreement
- Shareholders Agreement
- Inter-Beneficiary Agreement
- RB Rail AS Statutes
- Common Procurement Standards and Guidelines
- In-house Procurement Regulations:
 - Regulations for Organisation of Procurements
- Regulations on Representation Rights
- Other in-house rules & policies

Procurement Commissions are safeguarded by Legislation, Corporate Governance and applicable practice, de-politicised and empowered to act based on due professional diligence, following the Rail Baltica Global Project requirements.

Procurement documentation – general minimum set of requirements for suppliers



Enrolment in a professional registry



Financial turnover & liquidity



Possession of expertise & experience (including key experts experience)

More information regarding Procurement Regulation and Supplier Qualification you can find in RB Rail AS web page:
<https://www.railbaltica.org/procurement/procurement-regulation-supplier-qualification/>
https://www.railbaltica.org/wp-content/uploads/2019/03/Common-procurement-standards-and-guidelines_appendix5.pdf

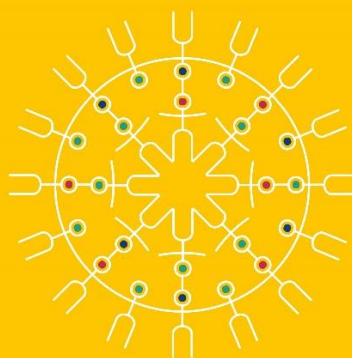


OUR VISION

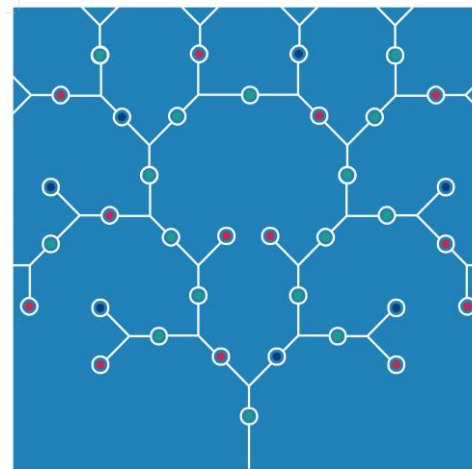
Connected Baltics in a
connected Europe

OUR MISSION

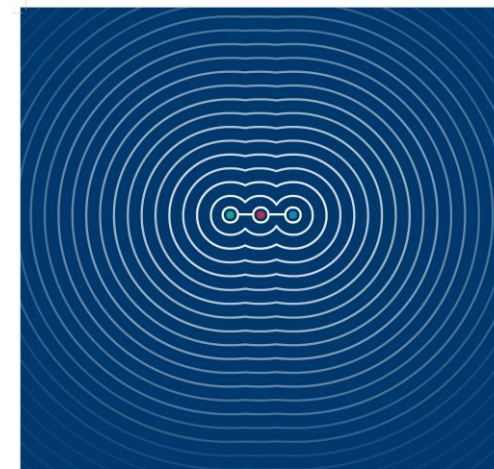
We are delivering a seamless mobility for
people, goods and services to accelerate
social and economic development in the
Baltics and beyond



WE VALUE PEOPLE



WE VALUE PROFESSIONALISM



WE VALUE PURPOSE

Thank you!
Time for Q&A
session!

The Contracting Authority`s questions:

1. Does your company have experience in provision of similar services (similar to the ones described in the draft technical specification) within the last 3 to 7 years?
2. Does your company have experts with experience in provision of similar services within the last 5 to 7 years?
3. Could the development of such IT strategy be made in 11 to 12 months? (If not, what would be the expected lead time for the development of IT strategy?)
4. Does the Technical specification define all the information and conditions you need? If not, what kind of information is missing?
5. In your consideration, what are the main resources needed for service provision and thus capacity and capability of the supplier?

The Contracting Authority`s questions:

8. Are there any conditions / risks that may hinder your participation, which should be addressed in your view?
9. Would your company be able to ensure experts with relevant experience during the fulfilment of service contract? Please note, in case of substitution of the proposed expert during the service contract fulfilment, experience of newly proposed expert shall be at least the same or better as for the expert which is being substituted.
10. Please indicate the core expert team for procurement which would support RB Rail AS through-out the fulfilment of service contract. The Contracting Authority considers that main experts could be - Project Director, Project Management, Rail Consultant, Business Lead, Business Analyst, IT Systems Architect, Data and Information Architect, Technical Architect, Network Architect, Cyber Security Architect, Other Relevant Resources (SMEs etc.). Please indicate if you consider that there must be different experts for fulfilment service contract or some of them doesn't need.
11. Does any of previously mentioned specialists require special certification to perform the service specified in the technical specification?

The Contracting Authority's questions:

13. Does previously mentioned specialists have experience in provision of similar services within the last 5 to 7 years.
14. What payment terms for developing an IT strategy would be acceptable to you – one payment for developed IT strategy at the end of contract term or payment in parts?
15. Does the development of such IT strategy require for advance payment?
16. Please indicate contract value from previous similar contracts.
17. Is it usual practice for your profile companies to have quality management system that complies with ISO 9001:2015 standard or equivalent (audited by an independent auditor)?

The Contracting Authority's questions:

19. Is it usual practice for your profile companies to have an environmental management system that complies with ISO 14001:2015 standard or equivalent (audited by an independent auditor)?
20. Is it usual practice for your profile companies to have information security management system that complies with ISO 27001:2013 standard or equivalent (audited by an independent auditor)?
21. Does your company have experience in implementation of cybersecurity system that complies with CLC/TS 50701:2021 standard or equivalent?
22. What phases and milestones would you suggest for such project?
23. What are your expectations and requirements towards contracting authority?
24. What are biggest risks in success of this project (delivery)?