

## Procurement Webinar 2022

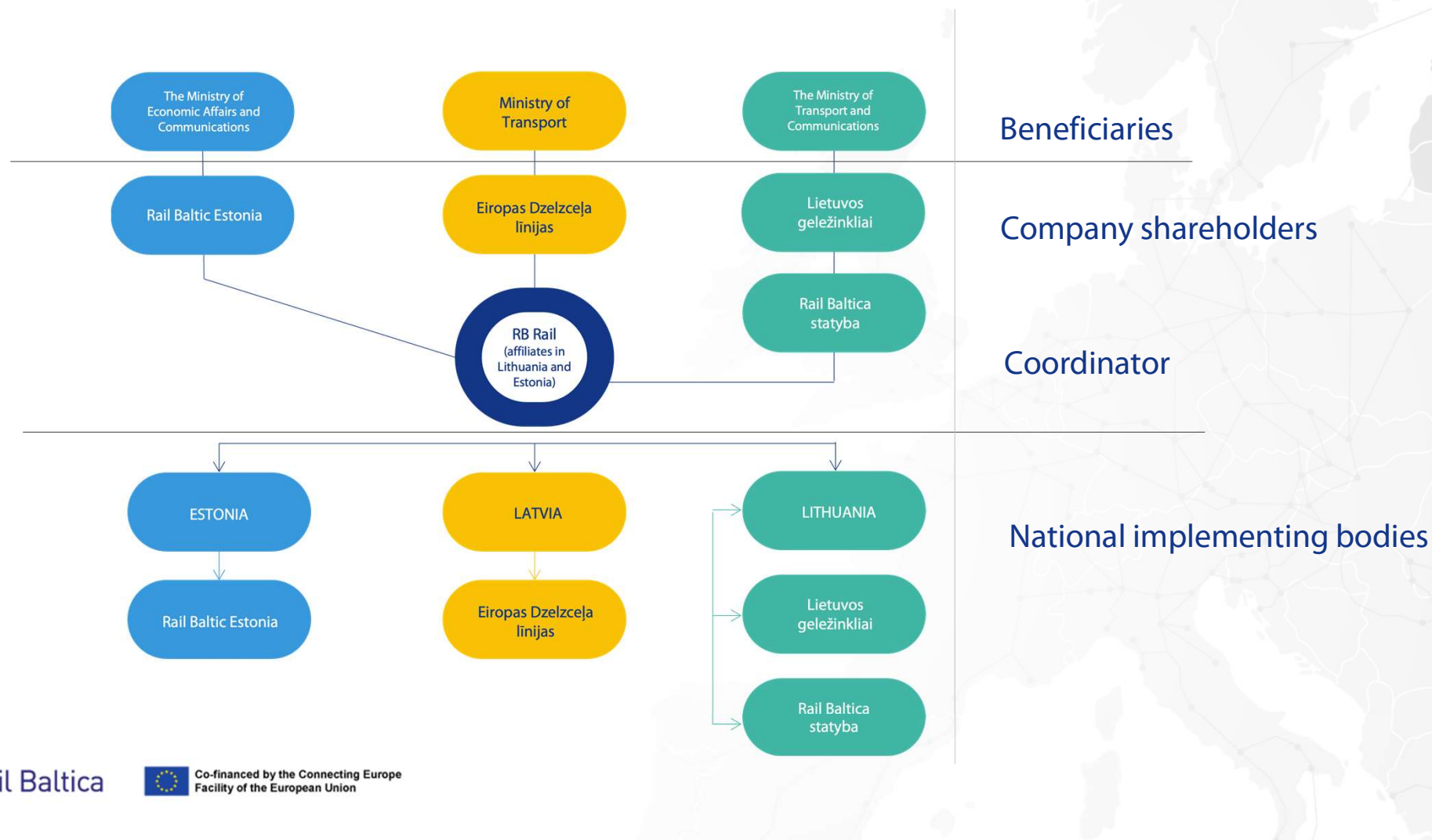
# Overview of the Rail Baltica global project procurement plan and approach in 2022

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

# Rail Baltica Governance Structure



# Rail Baltica Procurement 2021/22

01

## Communication with the market

Regular Market Research & Communication

Main Pitfalls

Pre-proposal briefings

Post-tender briefings

02

## Key Challenges

COVID-19

Ukraine War

03

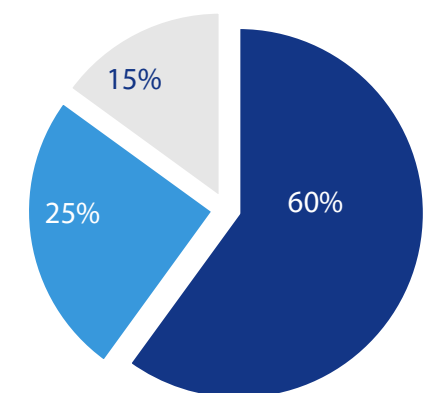
## Procurement Policy

Updated June 2021:  
Common Procurement Standards and Guidelines for the Rail Baltica Project

Further review and updates

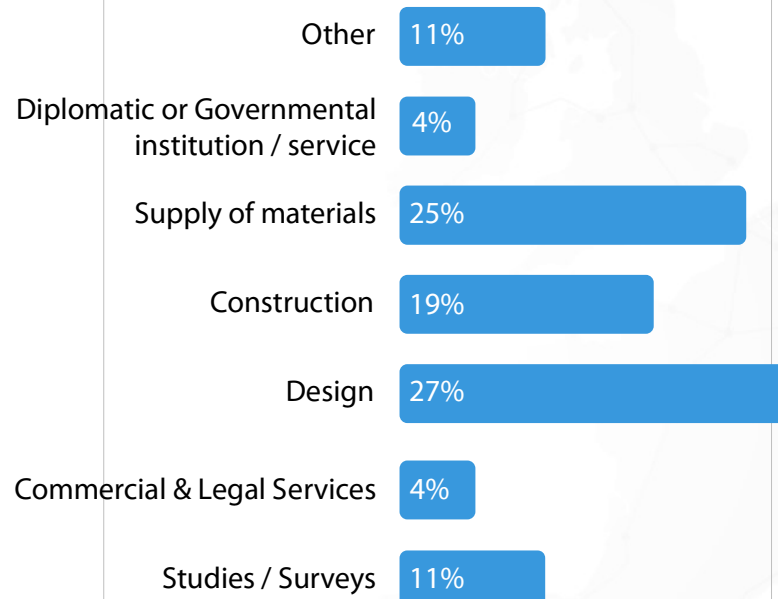
# RB Rail AS Supplier Survey Q4 2021

## SIZE OF ORGANIZATION:



- 1 to 49 employees (micro and small enterprise)
- 50 to 249 employees (medium-sized enterprise)
- 250 or more employees (large enterprise)

## AREA OF BUSINESS:

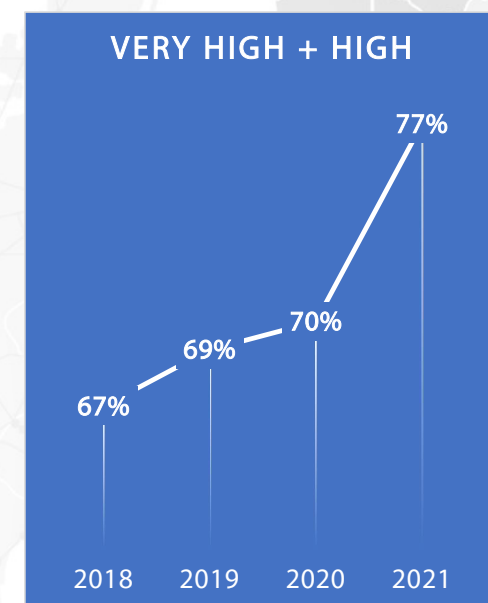
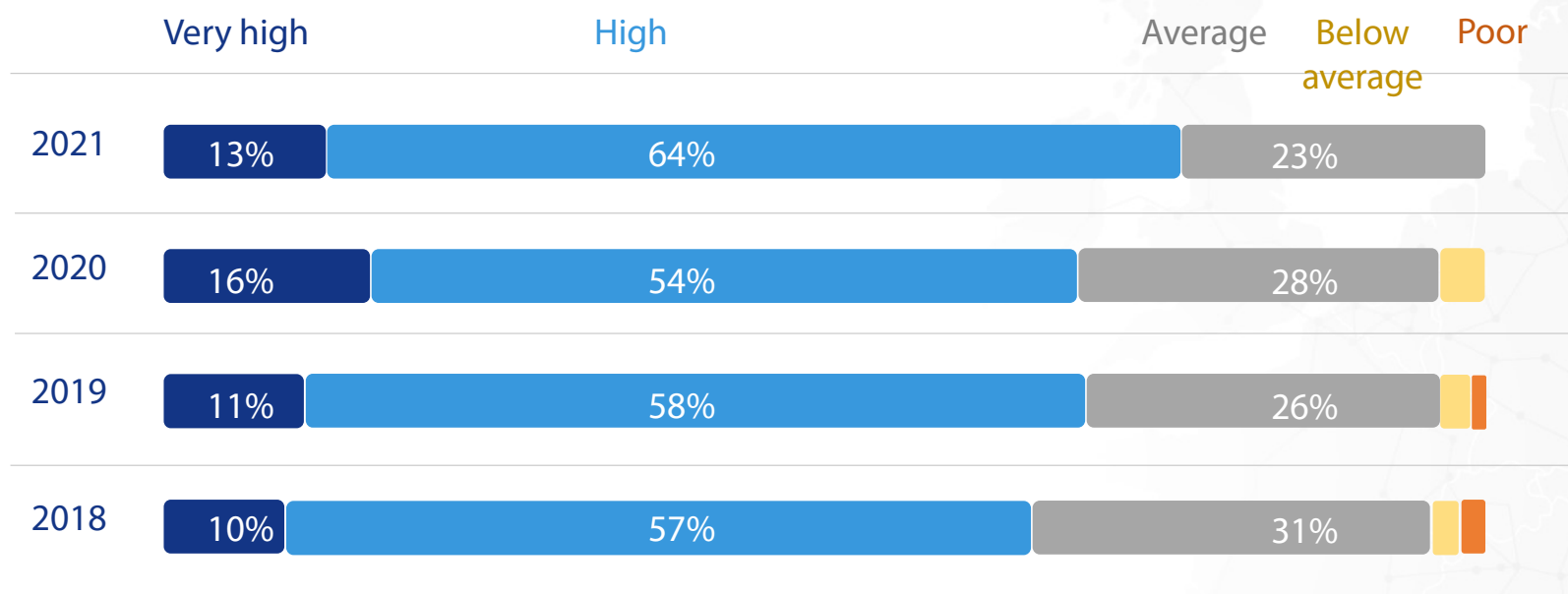


## ENGAGEMENT WITH RAIL BALTICA PROJECT:



# RB Rail AS Supplier Survey 2021: Results

Overall quality of RB Rail tendering process



# The Way Forward

## Volatile Market

Known issues on the market

Supply / Energy price volatility

Workforce more limited

Supplies (e.g. 1520 mm railway items) more difficult to source

## Sanctions

### Tenders

No suppliers from Russian Federation and the Republic of Belarus

### Contracts

Review and substitution

All sanctioned companies / individuals rejected

# The Way Forward

Potential changes in approach currently under consideration for the way forward

## Procurement

2-stage tenders instead of 1-stage, negotiations

Evaluation criteria balanced, not only price

Framework Agreements or DPS

## Contract & Pricing

Higher initial commitment amounts  
Advance payments

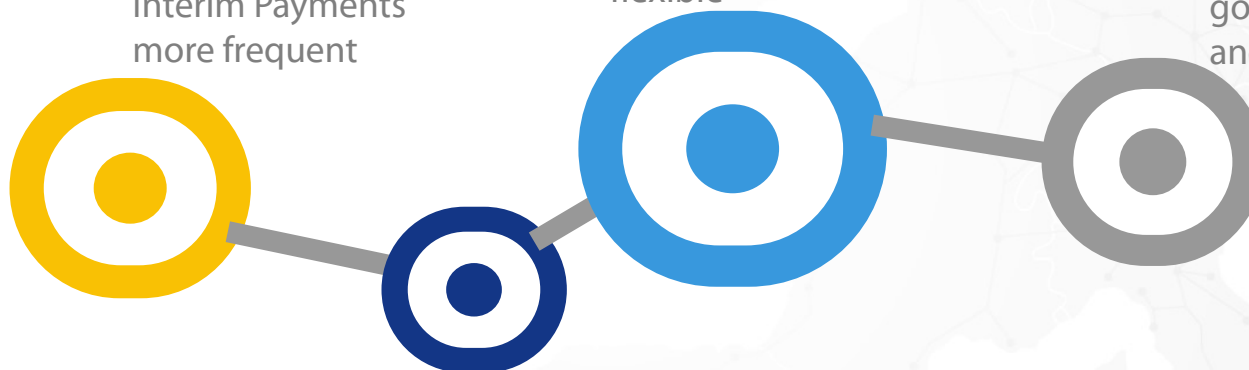
Flexible pricing mechanisms & indexation  
Interim Payments more frequent

## Cooperation

Big Room approach  
Risk Sharing  
Procurement Hub for Contractors  
Technical specifications more flexible

## Our expectations towards suppliers

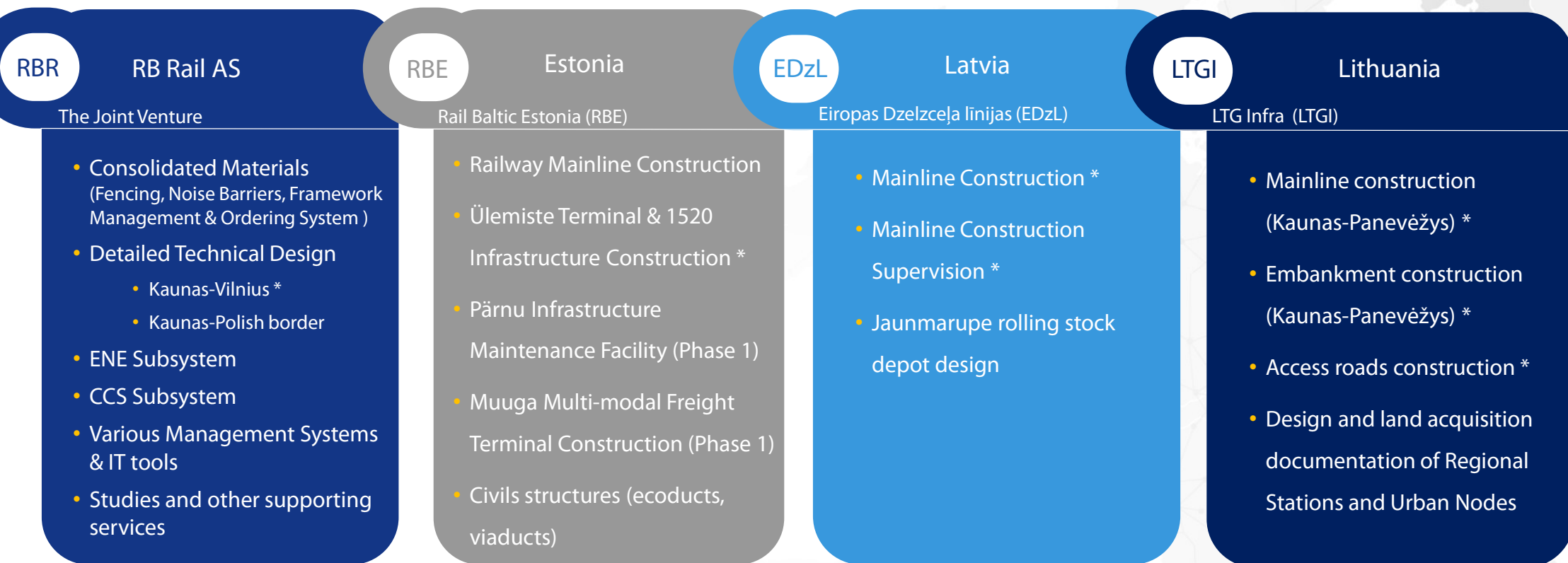
Find opportunities for alternative supplies  
Mitigate price volatility  
Provide competitive & good quality supplies and services





# Upcoming Key Tenders 2022

Procurement Plan 2022 [www.railbaltica.org](http://www.railbaltica.org)





01

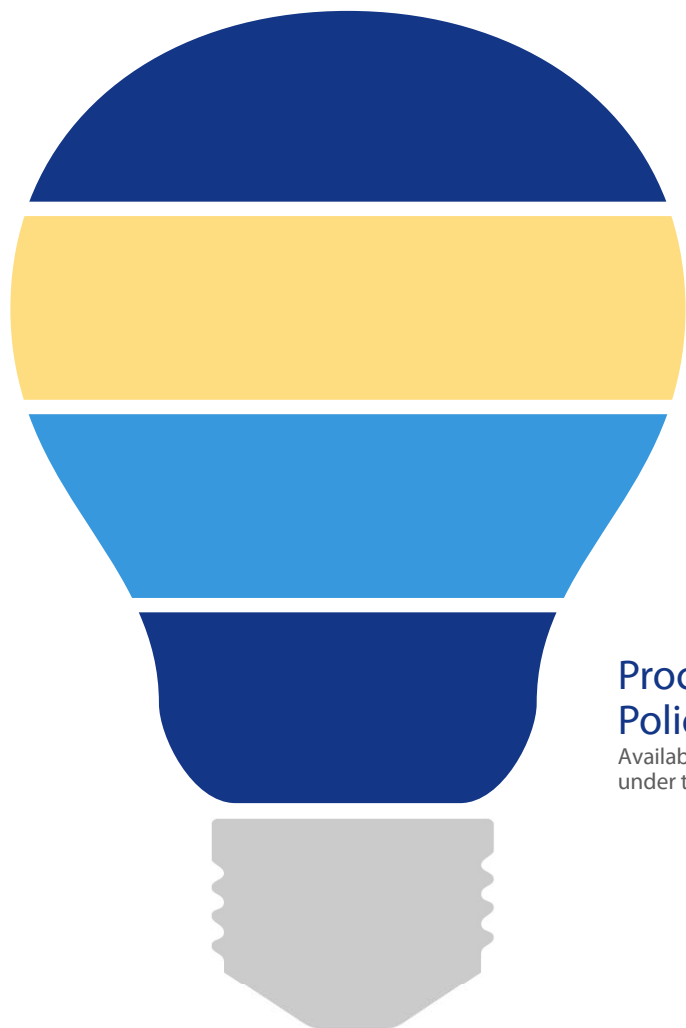
Keep informed  
of Rail Baltica  
tendering  
opportunities  
and supplier  
restrictions

02

Subscribe to our  
newsletter at  
[railbaltica.org/  
tenders](http://railbaltica.org/tenders)

03

Procurement Best  
Practice in the Baltic  
Region is changing



E-procurement

### Supplier declaration

To be signed by winning contractor

### Newsletters

(subscription advised),  
Website, TED\*

### Procurement Policy

Available on the project website  
under the Procurement tab

### Main tips for Suppliers

- Register in e-procurement system
- Submit your tender once uploaded
- Information available at [railbaltica.org](http://railbaltica.org)
- Carefully manage deadlines
- Careful attention to tender requirements
- Send questions & feedback as early as possible on any tender documents and/or extensions

## Procurement Webinar 2022

# Thank you!