

Procurement Webinar 2022

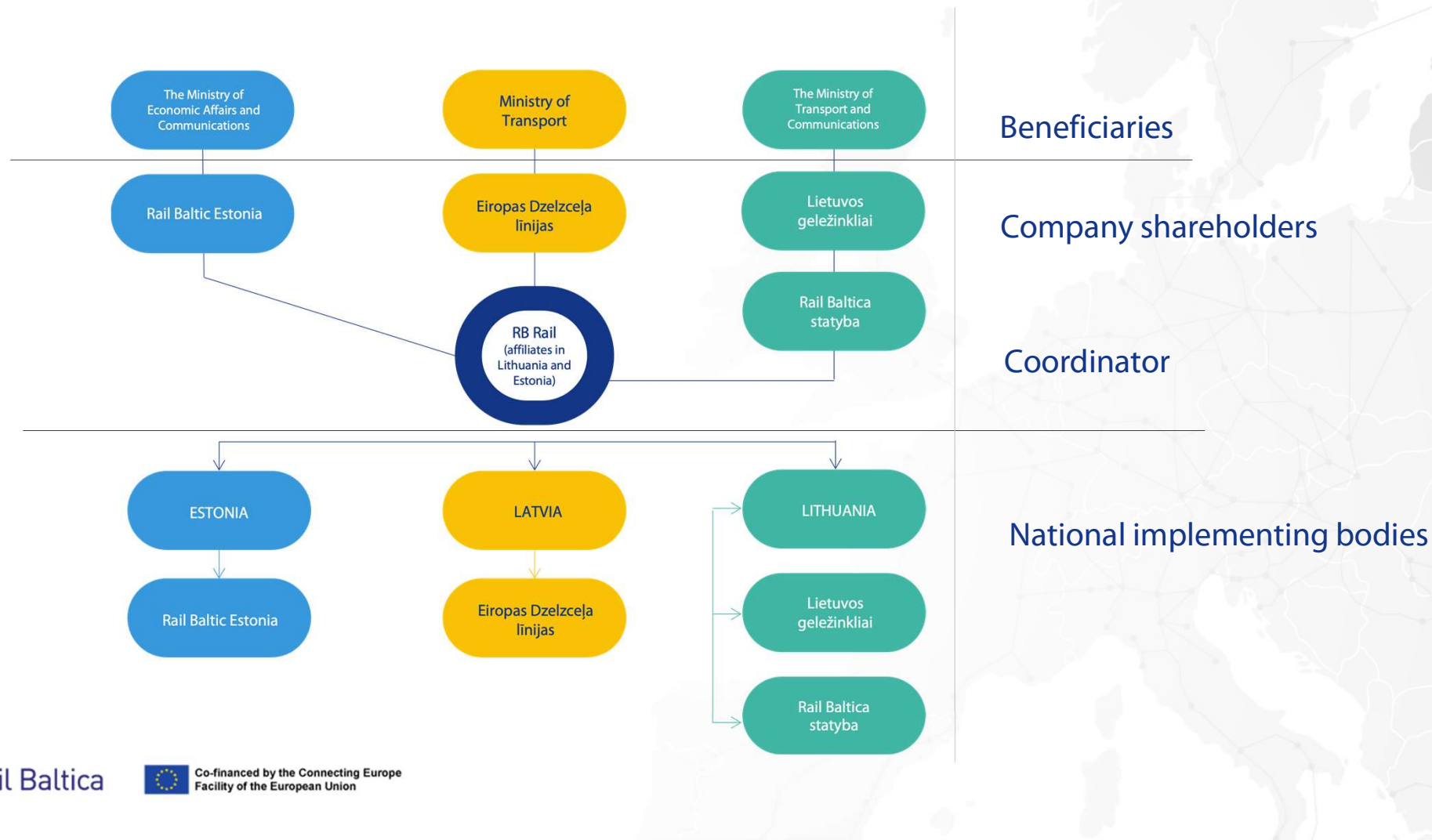
Overview of the Rail Baltica global project procurement plan and approach in 2022

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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

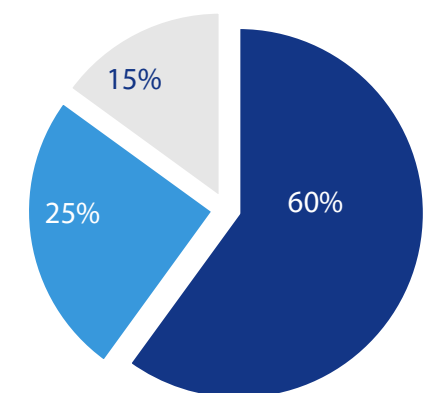
Procurement Policy

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

Further review and updates

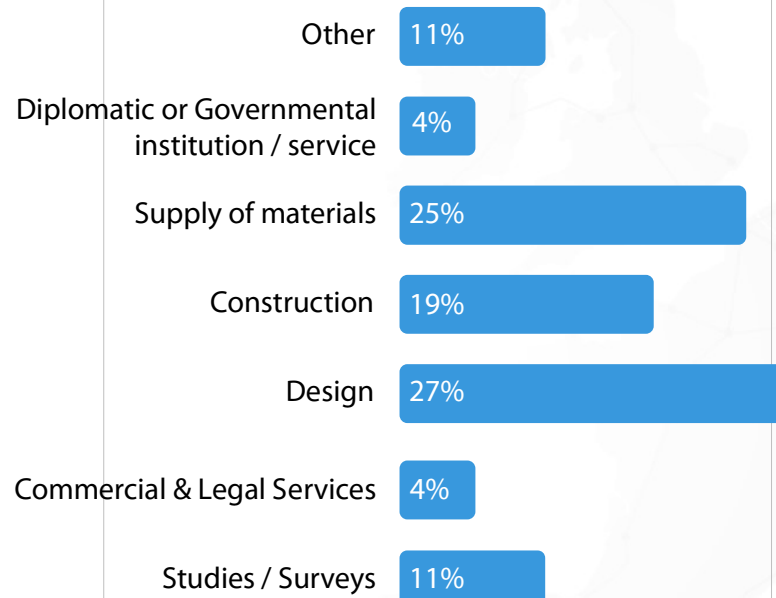
RB Rail AS Supplier Survey Q4 2021

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:

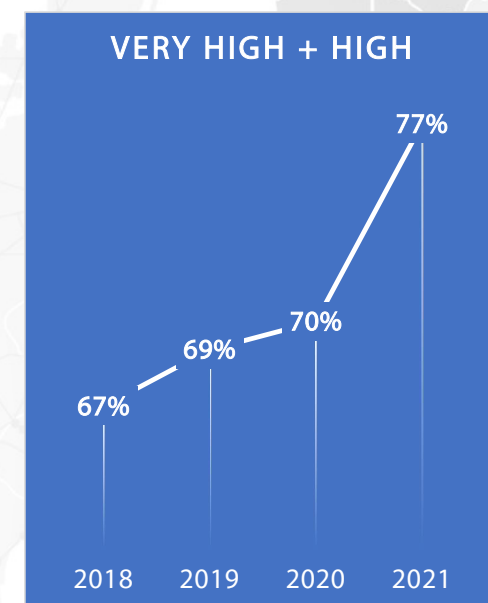
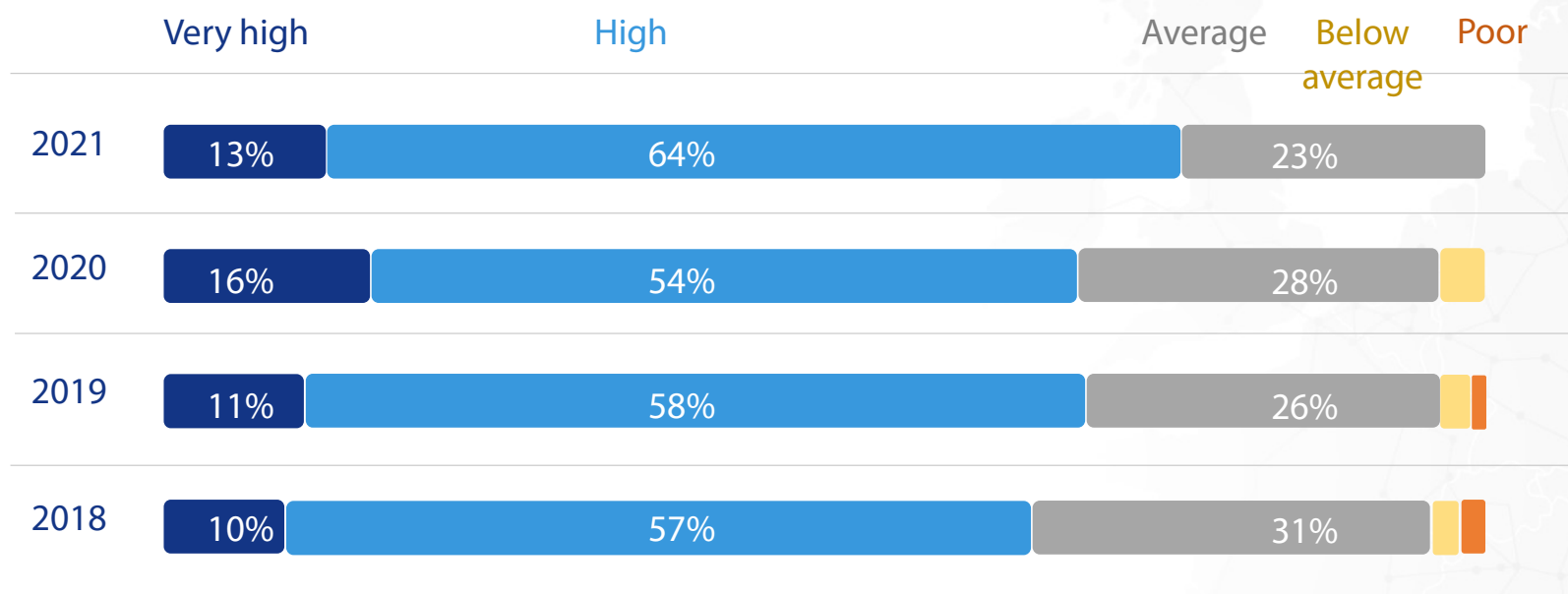


ENGAGEMENT WITH RAIL BALTICA PROJECT:



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

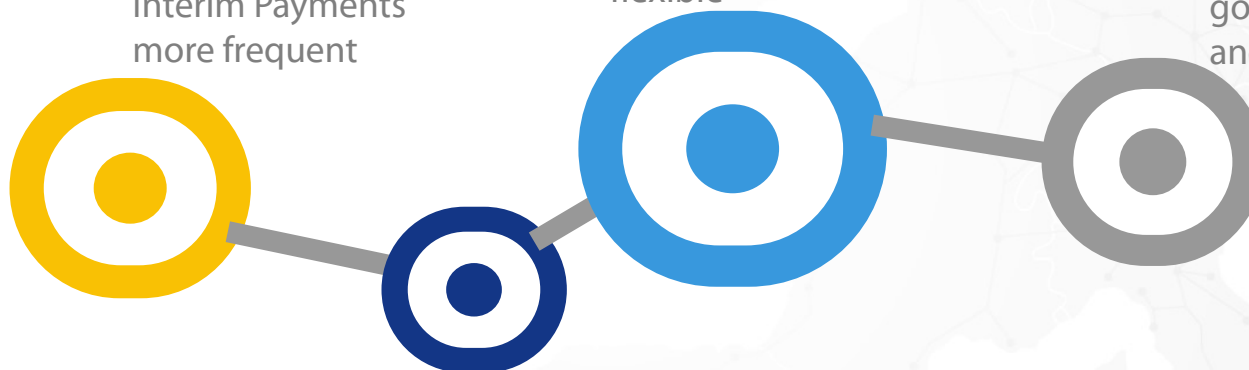
Flexible pricing mechanisms & indexation
Interim Payments more frequent

Cooperation

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

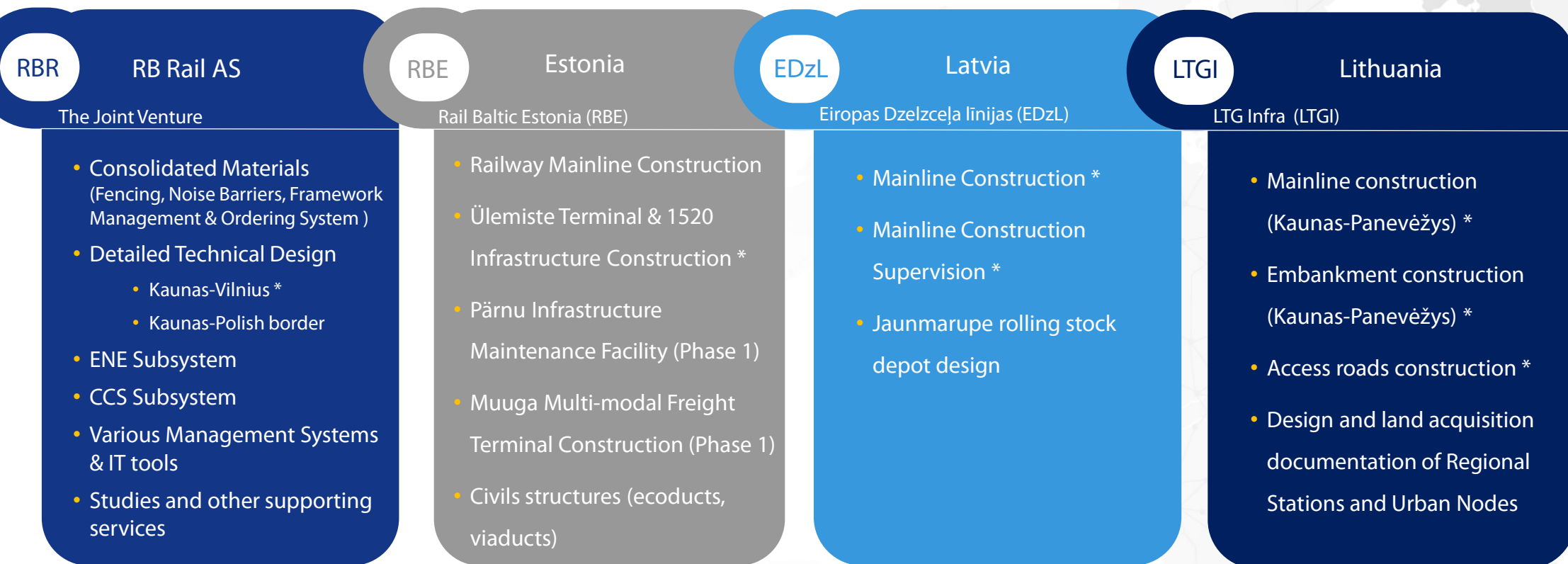
Our expectations towards suppliers

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



01

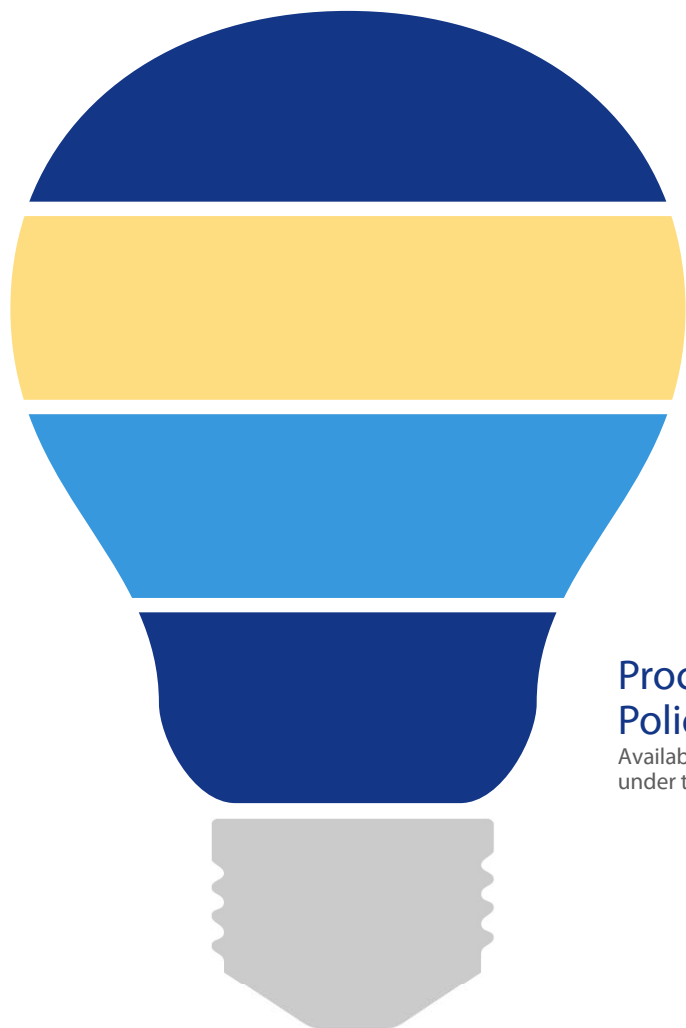
Keep informed
of Rail Baltica
tendering
opportunities
and supplier
restrictions

02

Subscribe to our
newsletter at
[railbaltica.org/
tenders](https://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
- Carefully manage deadlines
- Careful attention to tender requirements
- Send questions & feedback as early as possible on any tender documents and/or extensions

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Thank you!