



#StandWithUkraine

Rail Baltica Procurement tips & tricks and procurements of consolidated materials

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Facility of the European Union



Rail Baltica Procurement tips & tricks

RB Rail AS procurement: where to apply?

LEGISLATION

Public
Procurement
Law of Republic
of Latvia

E-TENDERING

Latvian e-tendering system (owned and operated by state authorities): www.eis.gov.lv

Supplier must be sure that the person which tries to submit the proposal **on E-tendering system has rights** to sign the proposal

As the E-tendering system initially is developed for national procurements, suppliers are kindly asked to upload the documents and submit the proposal in **timely manner** to avoid any misunderstandings

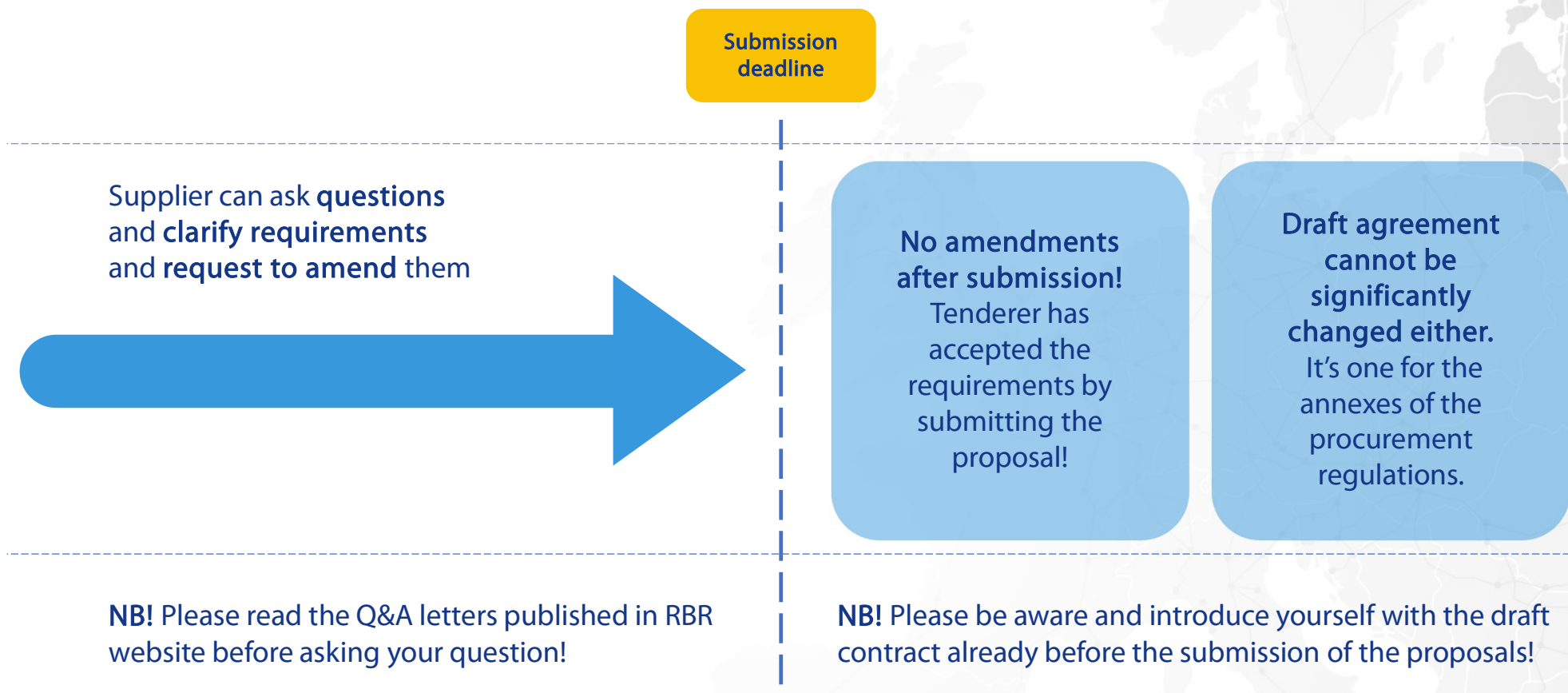
RB RAIL AS PROFILE

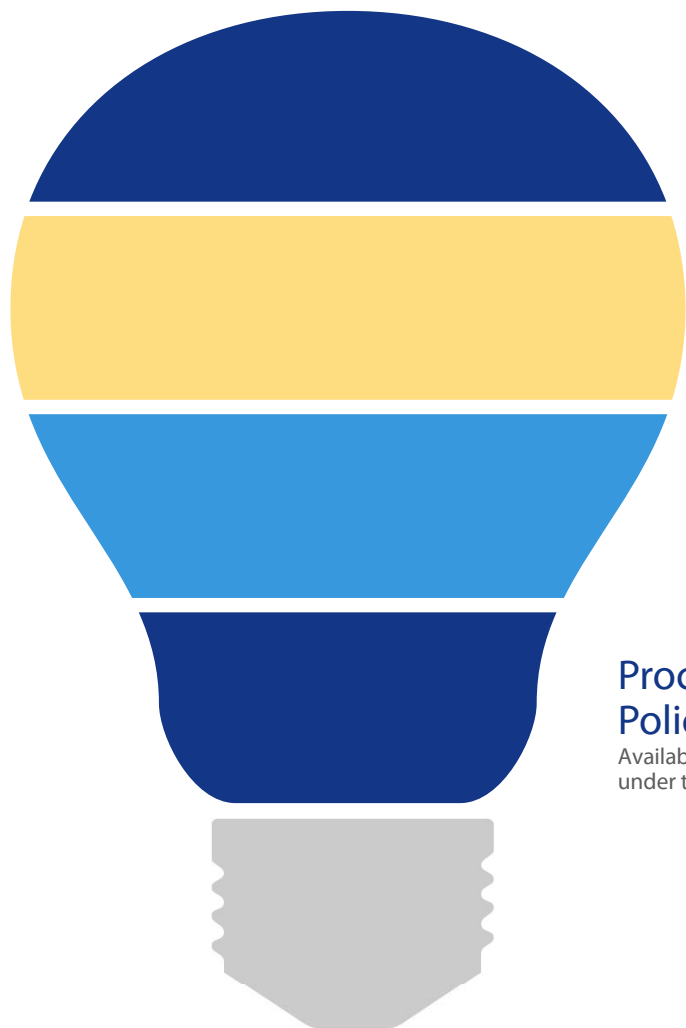
<https://www.eis.gov.lv/EKEIS/Supplier/Organizer/3001>

RB Rail AS
Profile on EIS

NB! Registration in Latvian E-tendering system can take up to one week. Manual is available here: www.railbaltica.org/procurement/e-procurement-system/

Actions before the submission





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

Upcoming Key Tenders 2022

Procurement Plan 2022 www.railbaltica.org

RBR	RB Rail AS	RBE	Estonia	EDzL	Latvia	LTGI	Lithuania
The Joint Venture		Rail Baltic Estonia (RBE)		Eiropas Dzelzceļa līnijas (EDzL)		LTG Infra (LTGI)	
- Detailed Technical Design - Kaunas Urban Node - Vilnius Urban Node - Vilnius-Kaunas - Consolidated Materials - Fencing* - Noise Barriers* - CCS Subsystem Design and Construction - IT Architecture Development Strategy - Media partner for the TV programme - Procurement & Commercial Services Framework		- Construction of Ülemiste Terminal, 1520 Infrastructure, Northern Infrastructure, Streets and Tramway - Railway Mainline Construction - Pärnu Freight Terminal Design - Muuga Multi-modal Freight Terminal Construction Phase 1 – Viaduct on Maardu Road and Line Crossings		- Design expertise for regional stations, IMF at Skulte and Iecava, and Salaspils intermodal freight terminal - Feasibility study for the Rail Baltica operations control centre in Latvia - Study of the Rail Baltica public transport order model in the territory of Latvia and cross-border transport		- Mainline construction* (Kaunas-Panevėžys) - Embankment construction* (Kaunas-Panevėžys) - Access roads construction* - New railway embankment, engineering structures and access roads construction (Kaunas-Panevėžys (sections, not covered by previous procurements) - Territorial planning of Regional Stations and Urban Nodes - Design of Kaunas and Vilnius regional stations - Services for preparation and implementation of the land acquisition project for public needs	



Rail Baltica Consolidated material procurements

Consolidated Material Supply Procurement exercises

	Subject-matter	Qualification (1st stage)	Bidding (2nd stage)	Contracting
Supply of multi-ducts, cable ducts, manholes and cable channels	5 500 km multi-ducts, 3 000km cable ducts, precast concrete, 9 000 manholes and 480 km surface cable channels	completed		Q2'23
Supply of sleepers, fastening system and under sleeper pads	Design, manufacturing and supply of ~3,37 million sleepers with fastening system and factory equipped UPS	completed		Q2'23
Supply of rails	Rails EN 60E2, R350HT and R260 ~250 000 tons	completed		Q2'23
Supply of turnouts and rail expansion joints	Highspeed, conventional turnout systems ~1 133 sets ~250 sets of REJ	Q3		Q2'23
Supply of ballast	EN 13450, grading: 31,5/63 mm ~7,8 million tons	Retendered Q4		Q3'23

Consolidated procurement exercises – Open for Suppliers

Open Tenders

(Contracts Estimated: Q3, 2023)

Procurement exercise	Launched	Applications to be submitted by
Noise barriers	6-Sept'22	17-Oct'22
Fence	7-Sept'22	21-Oct'22

<http://www.railbaltica.org/tenders/>

Process

Competitive procedure with negotiations (two stage)

Planning	Market supplier consultations
Qualification	1st stage. Supplier briefing, Q&A, Clarifications
Bidding	2nd stage. Q&A, The MEAT evaluation, Negotiations
Contracting	Confirmations, Signing.



Expected Result

From the Tenderers during procurement

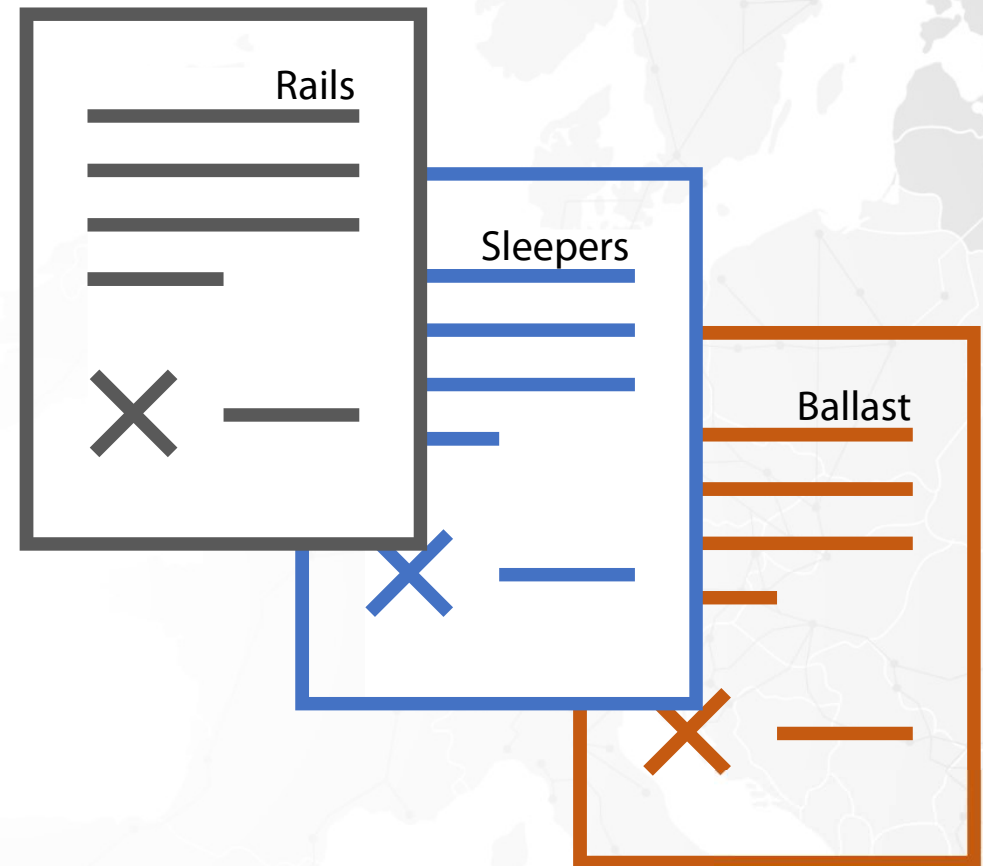
- Care for the detail in preparing Applications / bids
- Strong demonstration of readiness, capacity, quality and resources
- Strategy and risk mitigation plan
- Commitment and cooperation

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 successful construction work implementation



Successful cooperation in challenging markets

Procurement Phase

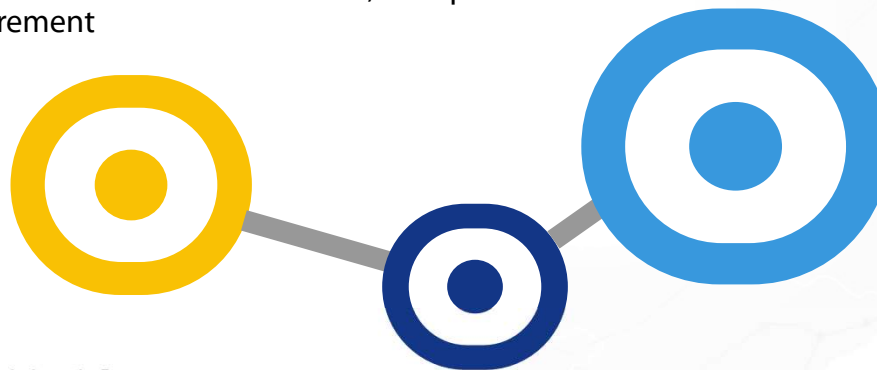
- Clarifications – use the advantage of Q&A and ask questions about procurement
- Technical proposal – approach, strategy and risk mitigation plan
- Negotiations – investigate the documents of the procurement dossier and negotiate

Framework agreements

- Flexible pricing model together with supply volume forecasting and planning from our perspective is one of the major aspects towards successful cooperation
- Indexation – i.e., raw materials, production cost key components, labor costs, transportation costs

Early involvement

- Timely setup of cooperation, exchange of the information, appointment of the respective resources and people in charge is important successor of future cooperation
- 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
- 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 MB0

Material Storage Location / Main Delivery Places

Future Infrastructure maintenance facility locations in the construction phase shall serve 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 execution plan



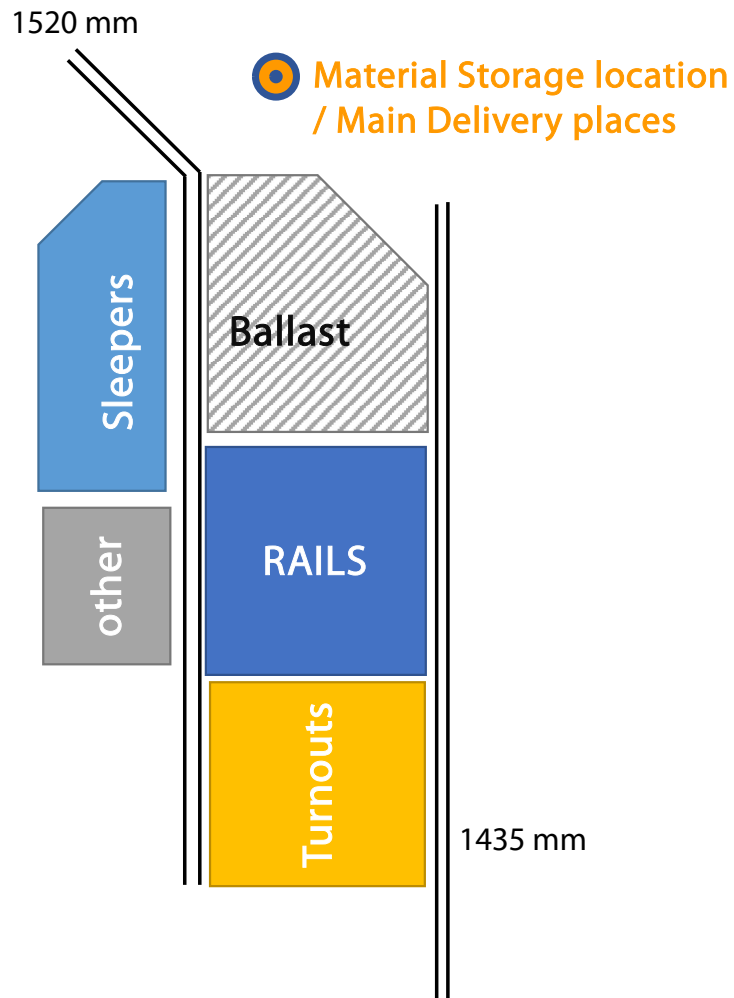
Slide 12

MB0

[@Alvaro Lopez Pedrosa], may be this could be your slide

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Planning and Ordering MB0



Ordering system

- To manage 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

Stockpile

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

Slide 13

MB0

[@Alvaro Lopez Pedrosa] , may be this could be your slide

Mārtiņš Blaus; 2022-09-16T06:06:59.484

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



Industry Day 2022

9 November

More on: www.railbaltica.org

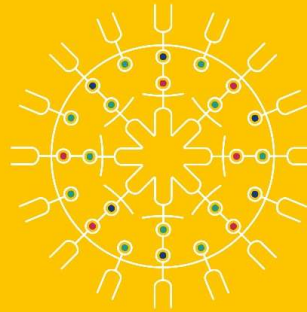


OUR VISION

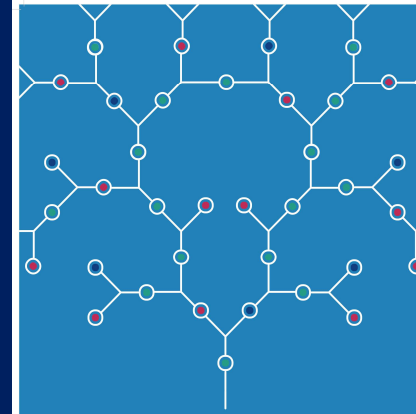
Connected Baltics in a
connected Europe

OUR MISSION

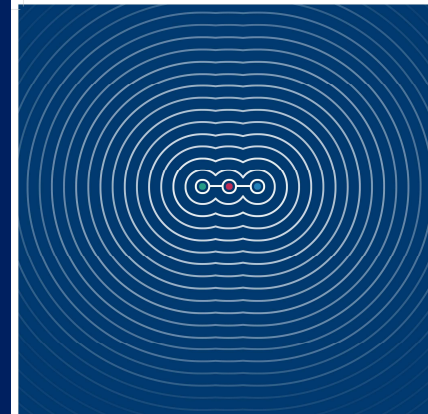
We are delivering a seamless mobility for
people, goods and services to accelerate
social and economic development in the
Baltics and beyond



WE VALUE PEOPLE



WE VALUE PROFESSIONALISM



WE VALUE PURPOSE

Thank you!