



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

Procurement Webinar 2023

30 March, 13:00-16:00 (EEST)



A light gray background map of Europe with a network of thin white lines representing rail routes. The text is overlaid on the left side of the map.

Rail Baltica procurement approach and plans for 2023

Agenda

01

**Procurement
Policy: key
aspects,
including
expectations
towards the
market**

02

**Supplier survey
results: how the
supplier market
perceives RB Rail
AS procurement**

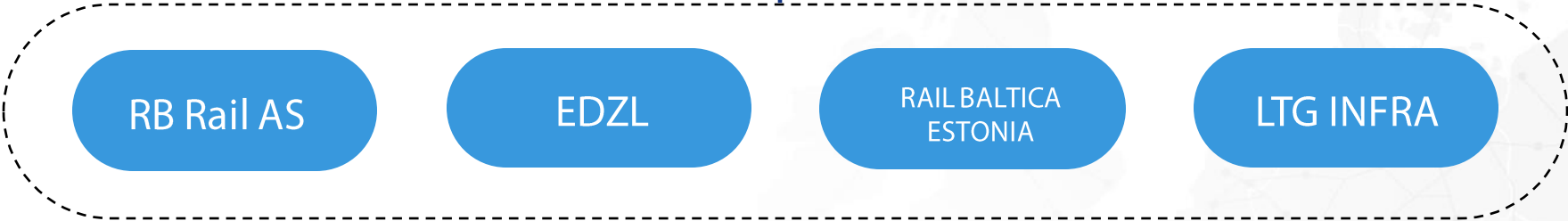
03

**Main tenders
planned for
2023**

Procurement Policy: Structure and Applications:

Common Procurement Standards and Guidelines (CPSG)

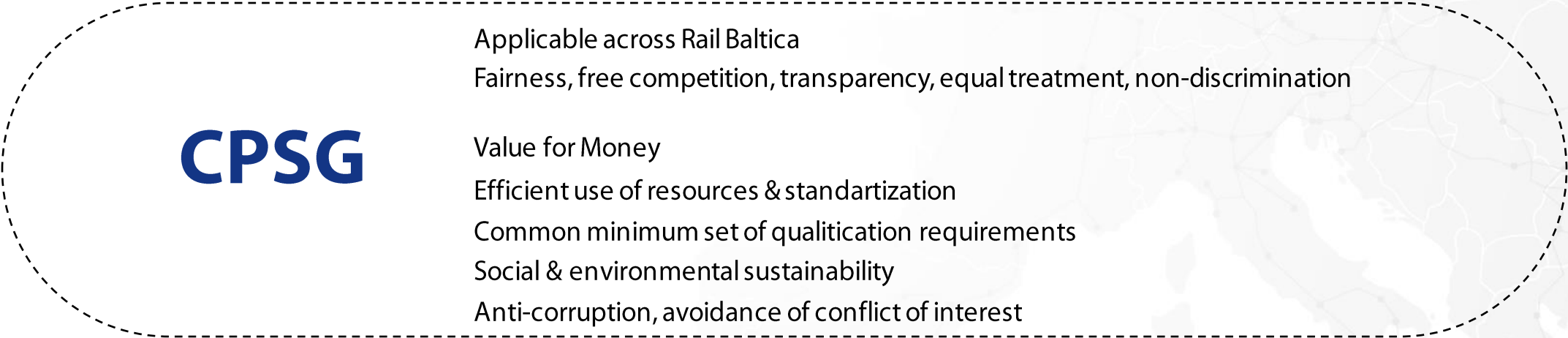
Company Procurement Policy



Procurement Law of Latvia

Procurement Law of Estonia

Procurement Law of Lithuania



Procurement Policy: Expectations Towards Suppliers:



Best market practice application



Labour

Freedom of association and collective bargaining

No forced or child labour

Equal treatment of workforce

Wages, working hours and other conditions of work legally sound and aligned with market practices

Procurement Policy: Expectations Towards Suppliers:

- ✓ Appropriate health and safety management
- ✓ Traffic management
- ✓ Respect human rights, NO harassment, harsh or inhumane treatment
- ✓ Respecting applicable sanctions
- ✓ NO Russian/Belarusian suppliers in the supply chain
- ✓ Mitigation of supplier and sub-contractor risks

Procurement Policy: Expectations Towards Suppliers:



Respect environment – Policy and practice in place
(appropriate management)

Chemical and hazardous materials

Wastewater and solid waste

Air emissions

Waste and recycling

Noise and dust

Procurement Policy: Expectations Towards Suppliers:



Ethical conduct

No corruption

No conflict of interest

No gifts and hospitality

Post-employment restrictions (2y based on national law)

Respect for business ethics and moral behaviour*

* NO skewing competition or misuse of official procedures and NO disruption of procurement process to hinder competition / achieve personal gain

Supplier Survey Results:

How the supplier market perceives RB Rail AS procurement?

**SINCE
2018**

Open to potential and direct partners and stakeholders

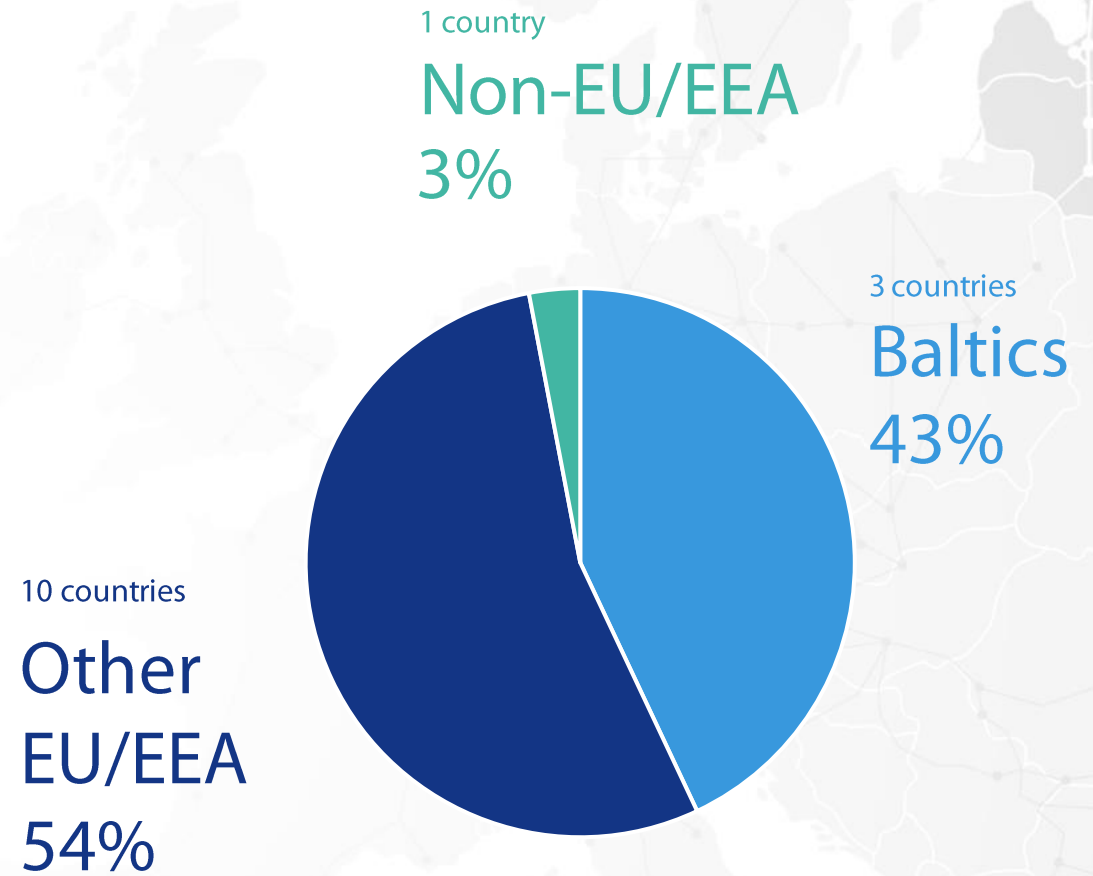
Anonymous, 5 profiling Q-s (type of organization, engagement with Rail Baltica)

**RESPONSES
40**

19 questions on procurement

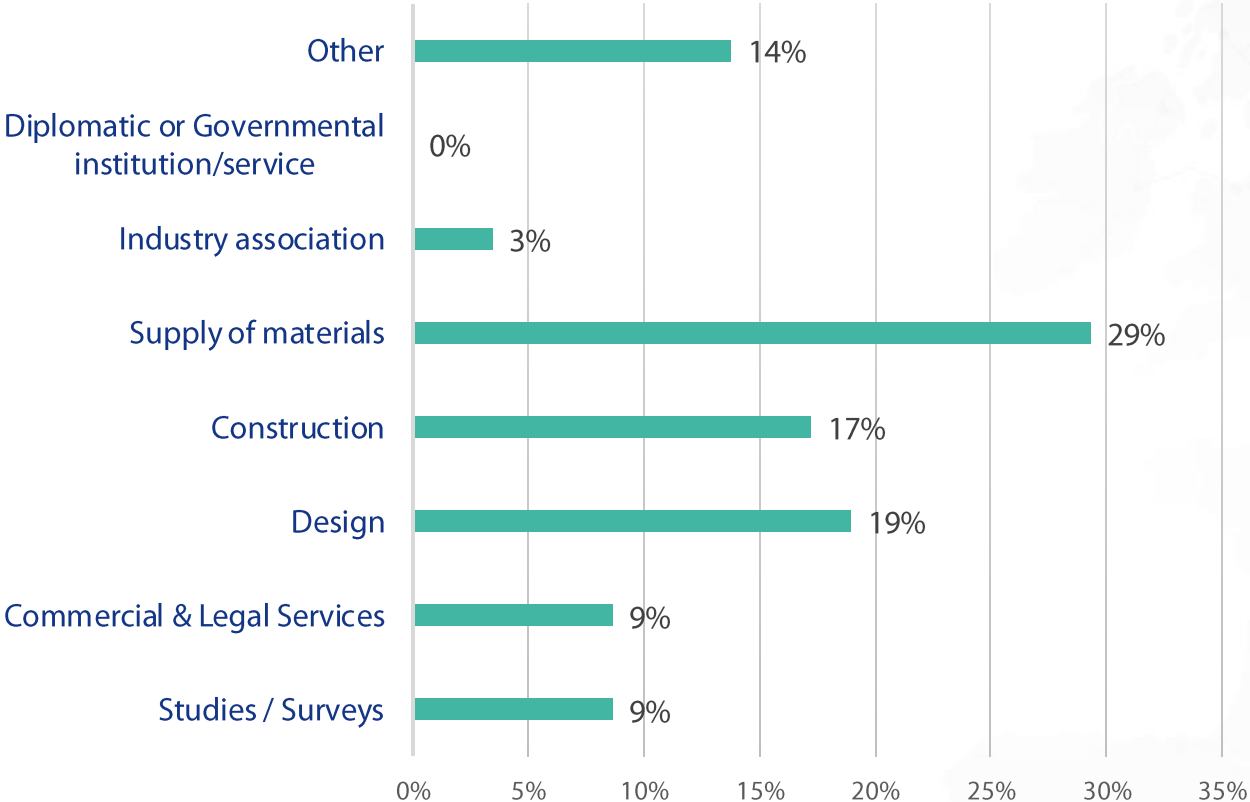
Participants from 14 different countries:

-  Austria
-  Belgium
-  Denmark
-  Estonia
-  France
-  Germany
-  Hungary
-  Italy
-  Latvia
-  Lithuania
-  Netherlands
-  Poland
-  Spain
-  Turkey

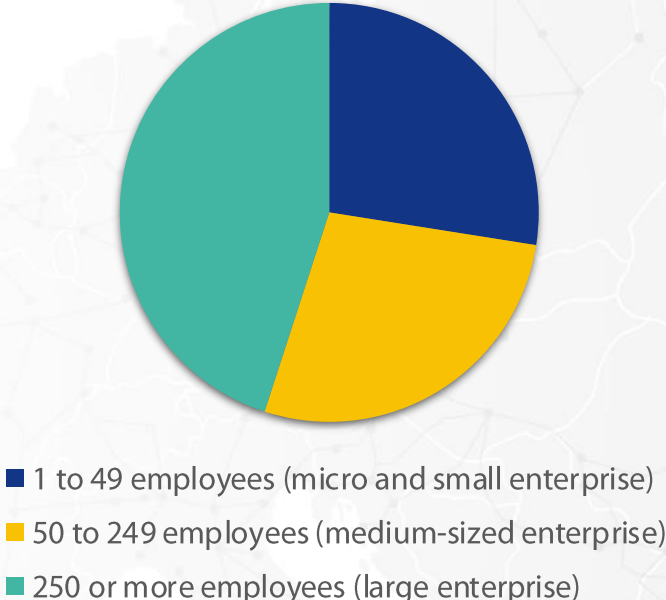


Profiling questions

Area of business



Size of organization



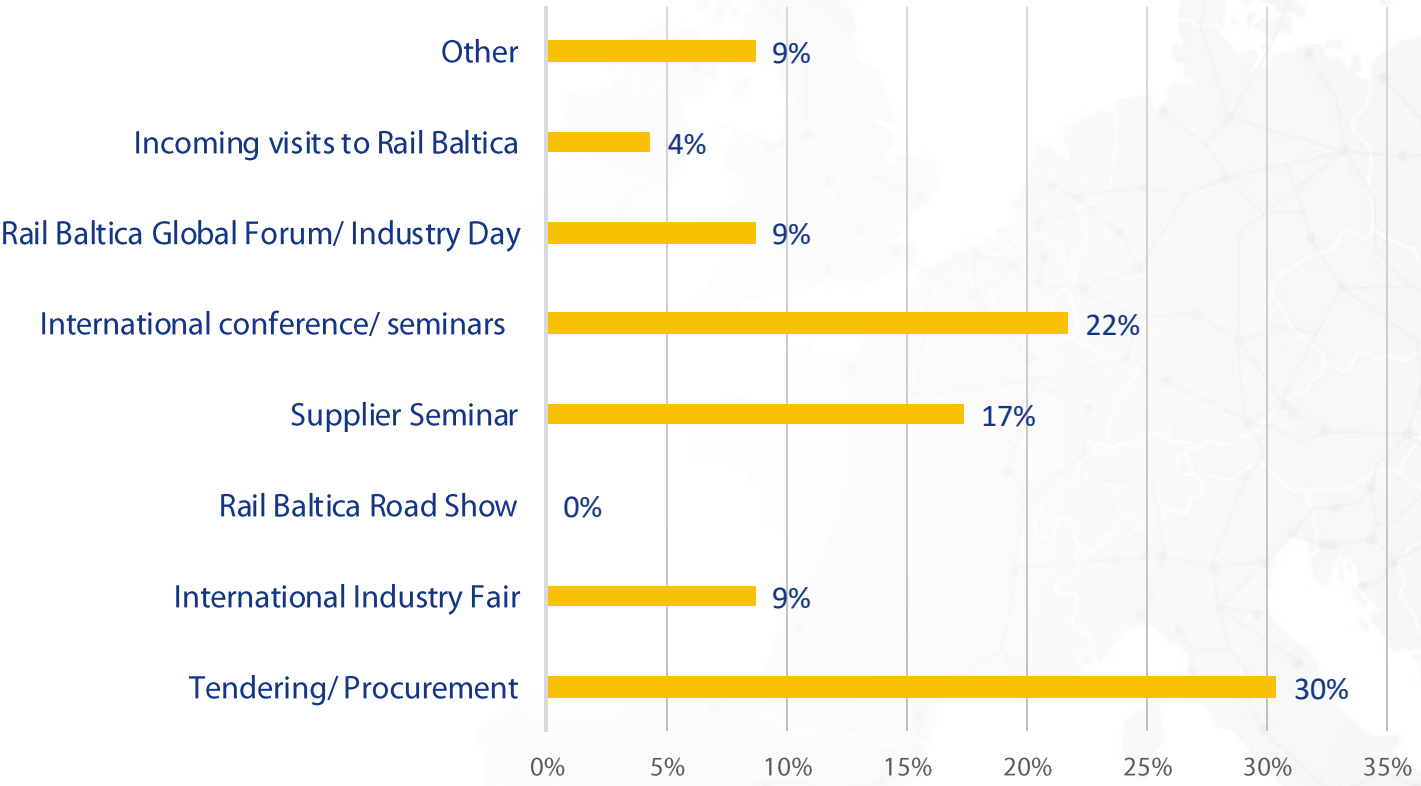
Profiling questions

on



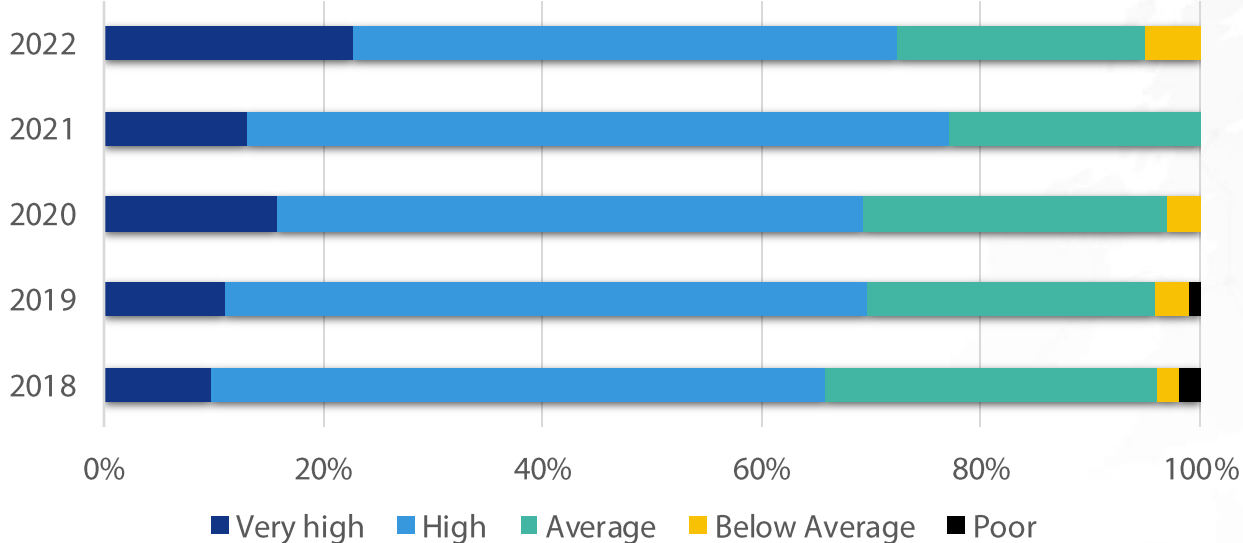
micro and small enterprise)
s (medium-sized enterprise)
rees (large enterprise)

Engagement with the Rail Baltica project



Rail Baltica Supplier Survey 2022: Results

Overall quality of RB Rail tendering process



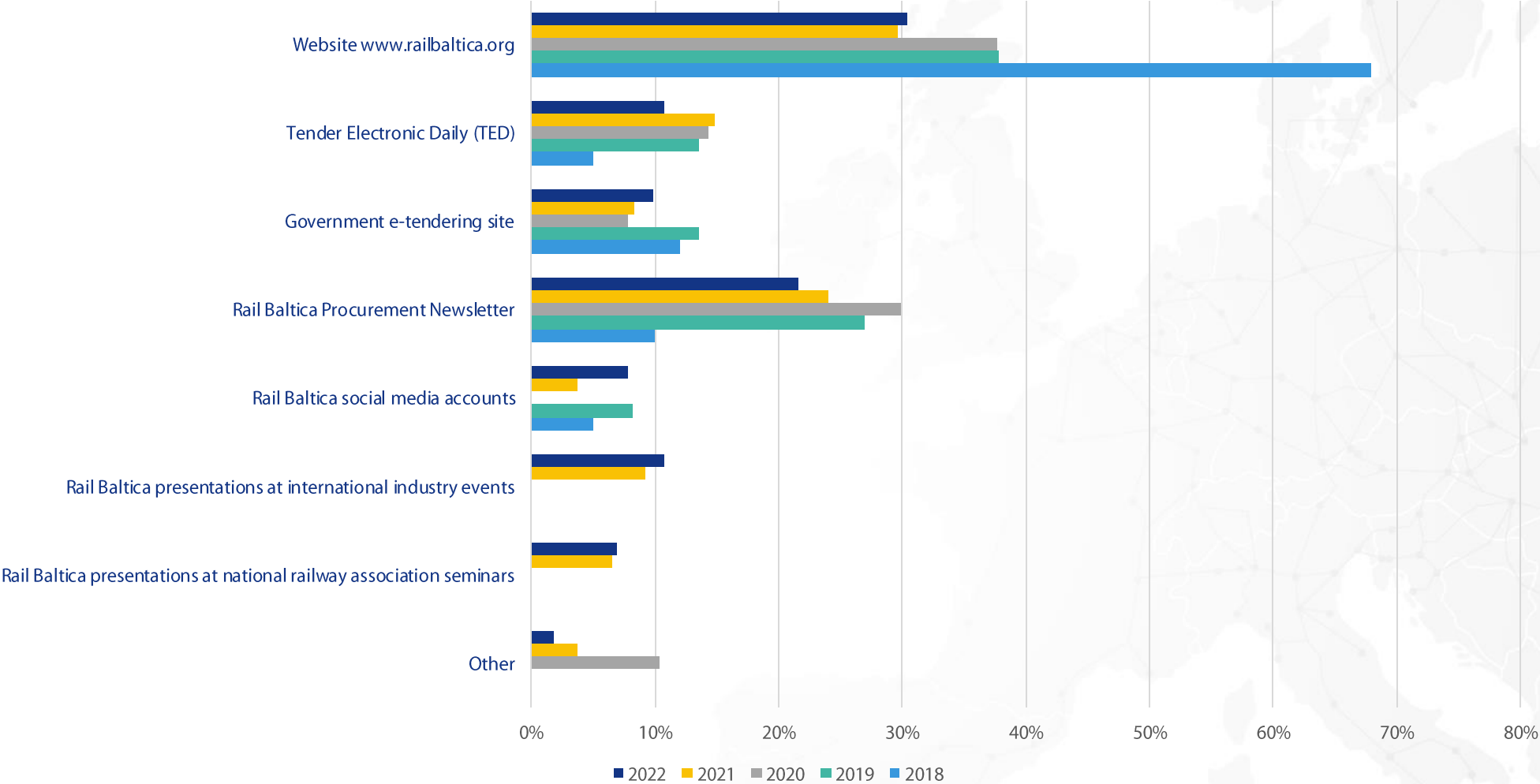
| | 2018 | 2019 | 2020 | 2021 | 2022 |
|---------------|------|------|------|------|------|
| Very high | 10% | 11% | 16% | 13% | 23% |
| High | 57% | 58% | 54% | 64% | 50% |
| Average | 31% | 26% | 28% | 23% | 23% |
| Below Average | 2% | 3% | 3% | 0% | 5% |
| Poor | 2% | 1% | 0% | 0% | 0% |

Start of War in Ukraine, Energy Crisis



Rail Baltica Supplier Survey 2022: Results

Main information sources regarding upcoming RB Rail AS procurement exercises



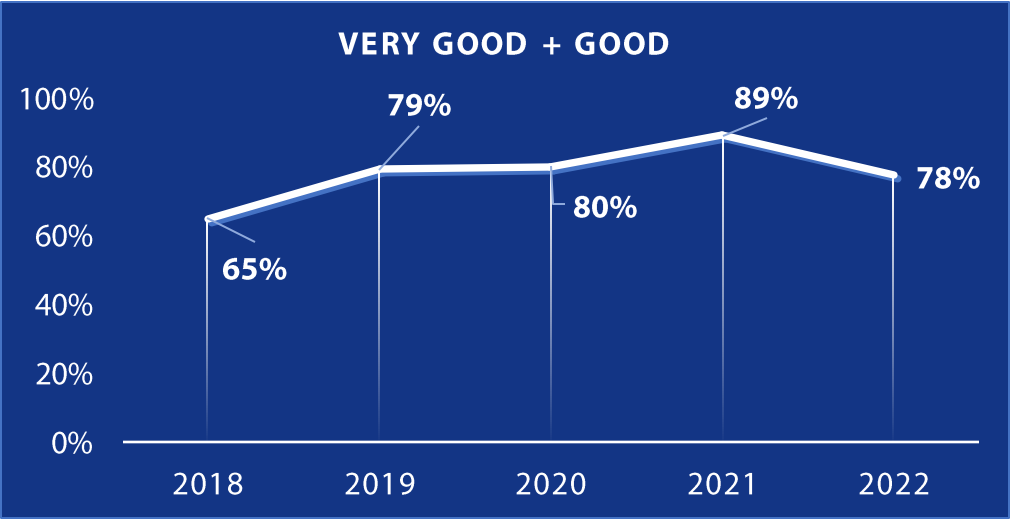
Rail Baltica Supplier Survey 2022: Results

Service and documentation quality

TENDER PROCESS ADMINISTRATION

the Procurement Representative's understanding of Suppliers' concerns, clarity of responses and responsiveness provided

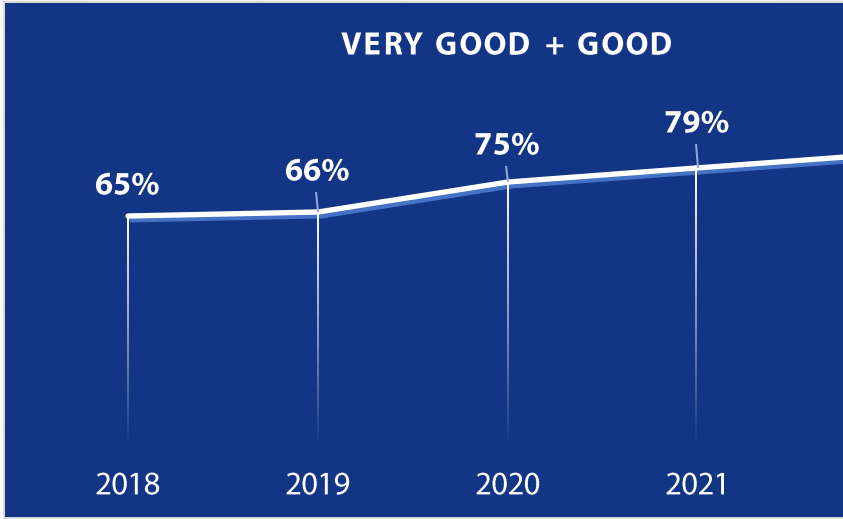
5-year average: **78%**



TECHNICAL QUESTIONS & RESPONSES

Technical Team Representative's understanding of Suppliers' concerns, clarity and quality of responses and responsiveness

5-year average: **74%**

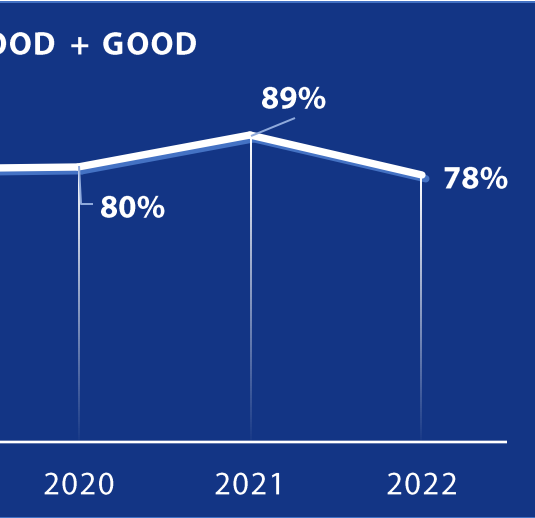


Rail Baltica Supplier Survey 2022: Results

Service and documentation quality

ADMINISTRATION

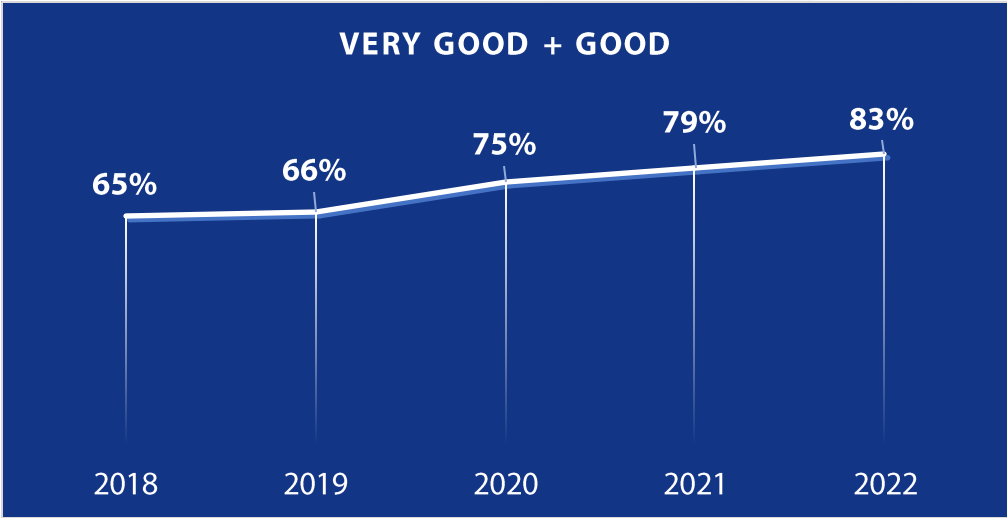
Understanding of Suppliers' concerns, services provided



TECHNICAL QUESTIONS & RESPONSES

Technical Team Representative's understanding of Suppliers' concerns, clarity and quality of responses and responsiveness

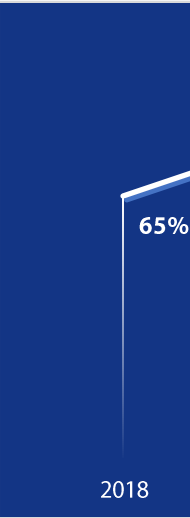
5-year average: **74%**



PROCUREMENT

Quality of procurement documentation to bidders

5-year average



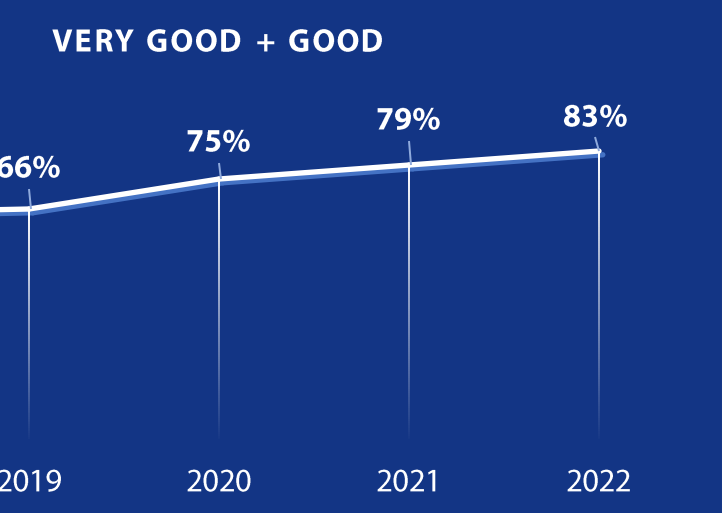
Rail Baltica Supplier Survey 2022: Results

Service and documentation quality

QUESTIONS & RESPONSES

Supplier's understanding of Suppliers' concerns, responses and responsiveness

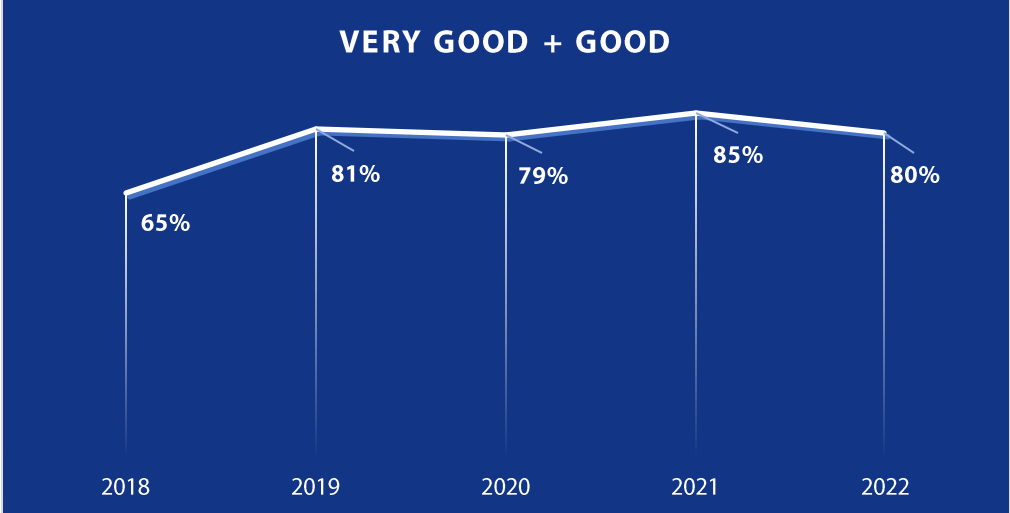
74%



PROCUREMENT REQUIREMENTS AND FORMS

Quality of procurement requirements & the requirements for the documentation to be submitted with applications and proposals

5-year average: **78%**

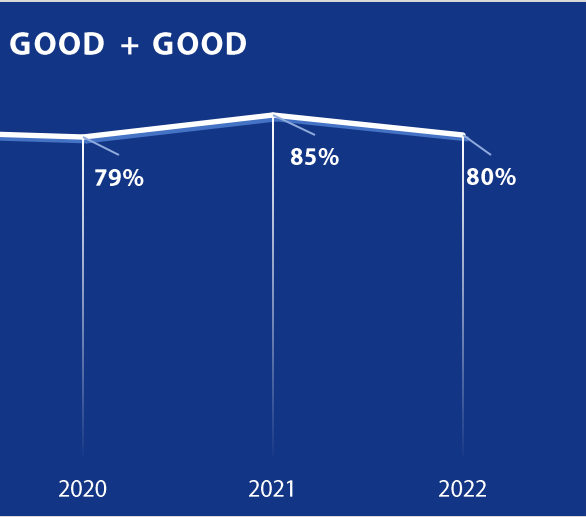


Rail Baltica Supplier Survey 2022: Results

Service and documentation quality

REQUIREMENTS AND FORMS

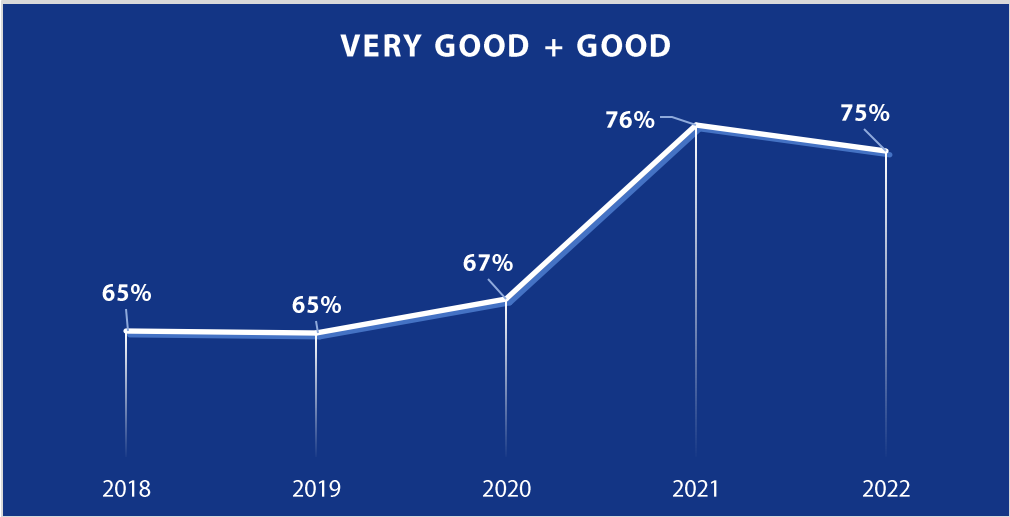
Quality of requirements & the requirements for the applications and proposals



TECHNICAL SPECIFICATIONS

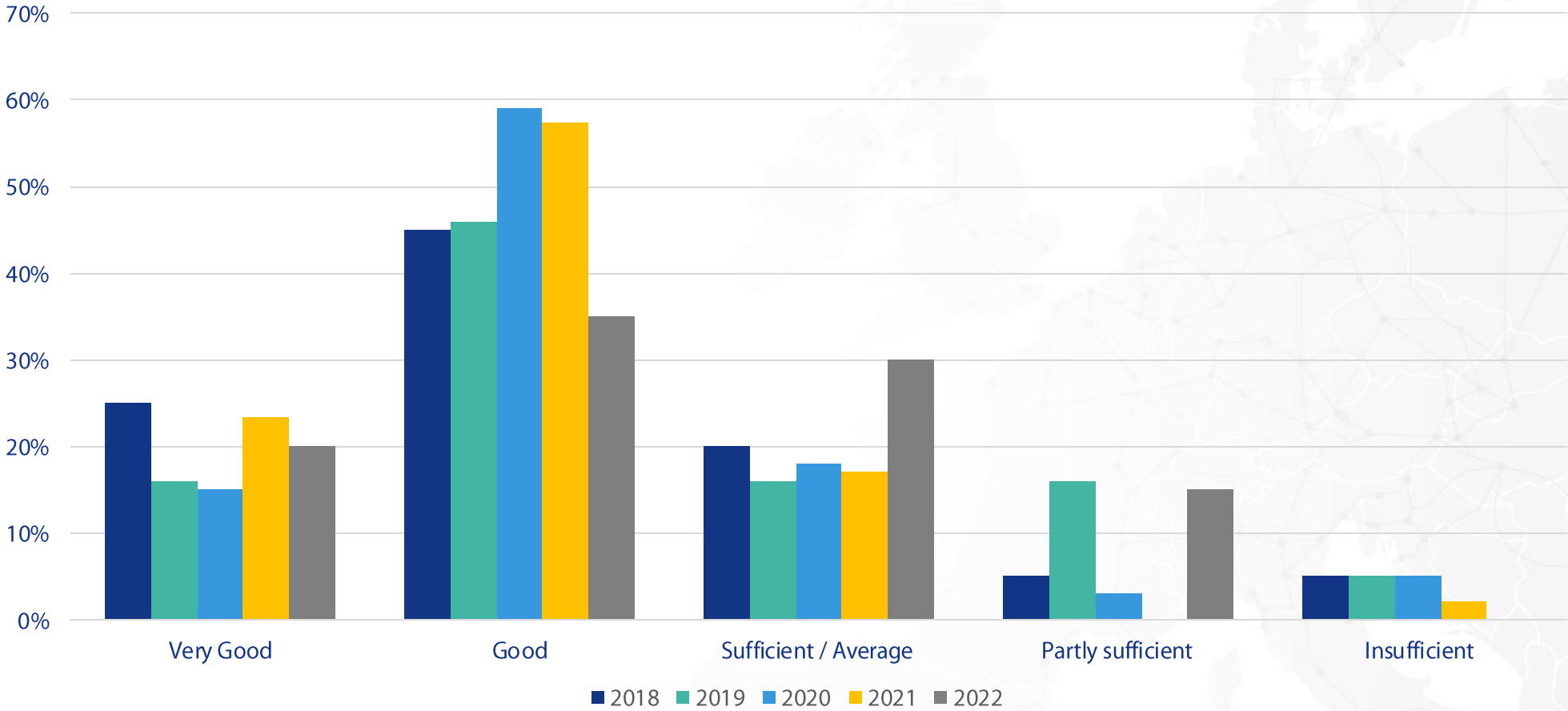
Quality of technical specifications included in the procurement package

5-year average: **70%**



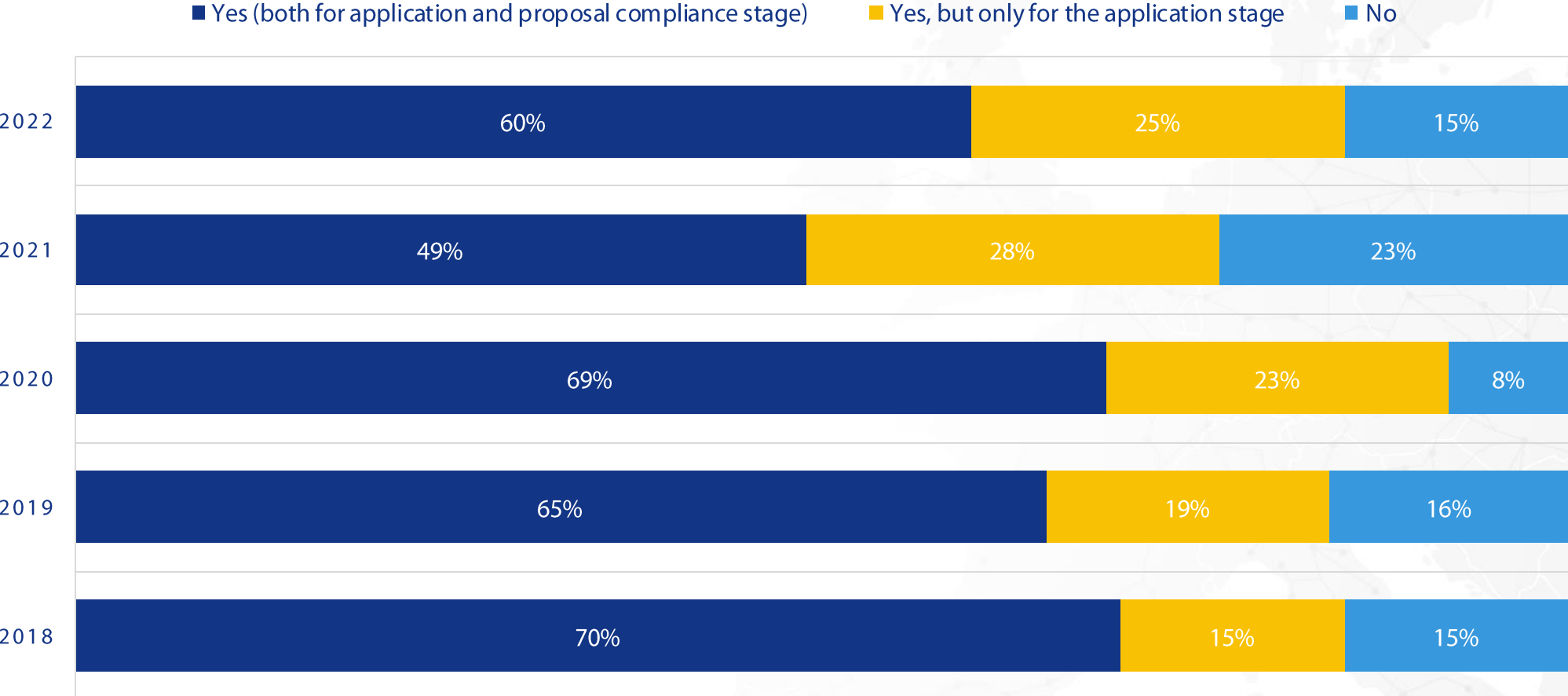
Rail Baltica Supplier Survey 2022: Results

Quality of procurement documentation - Contracts



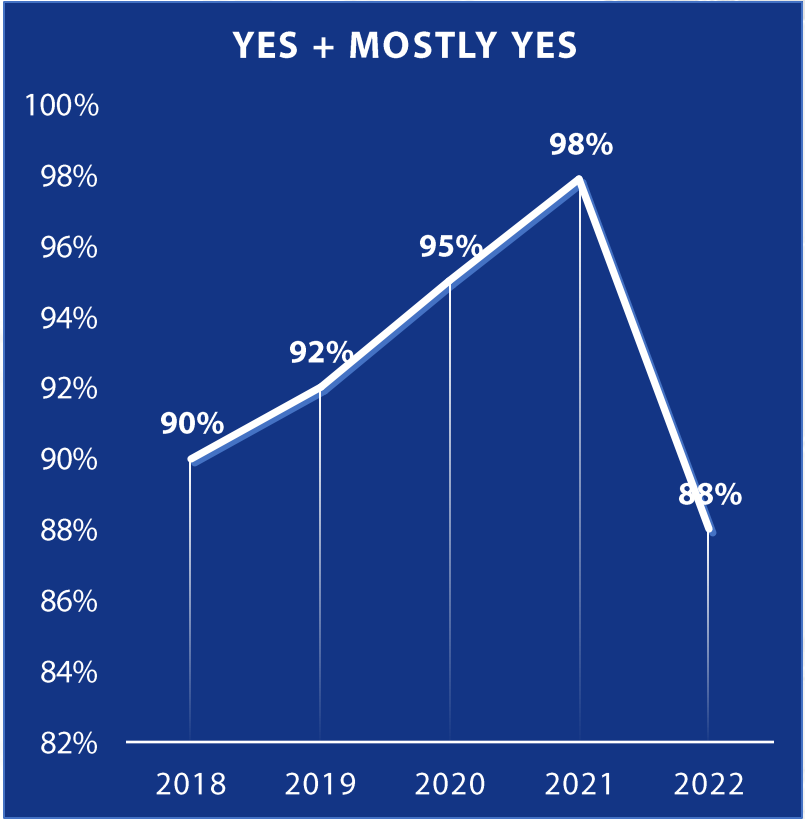
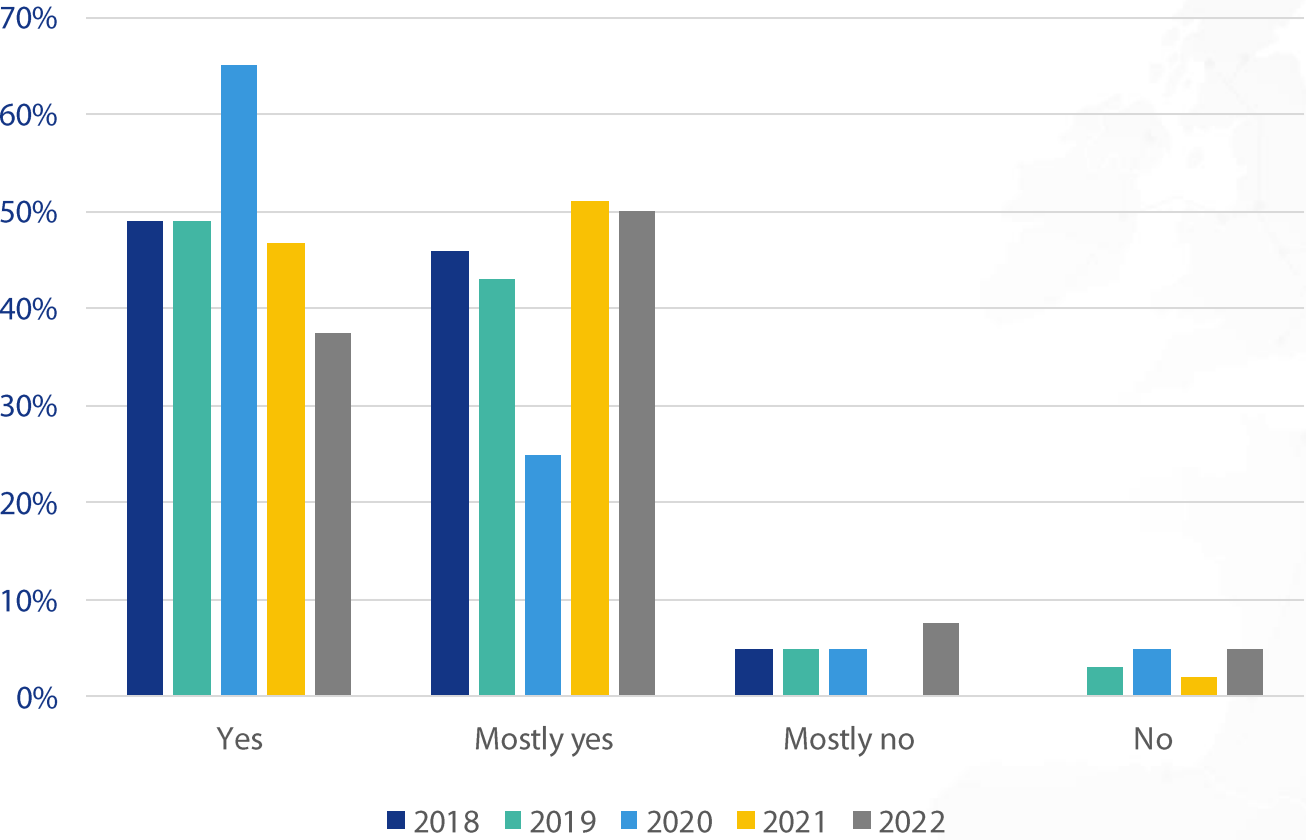
Rail Baltica Supplier Survey 2022: Results

Where you able to meet the procurement requirements?



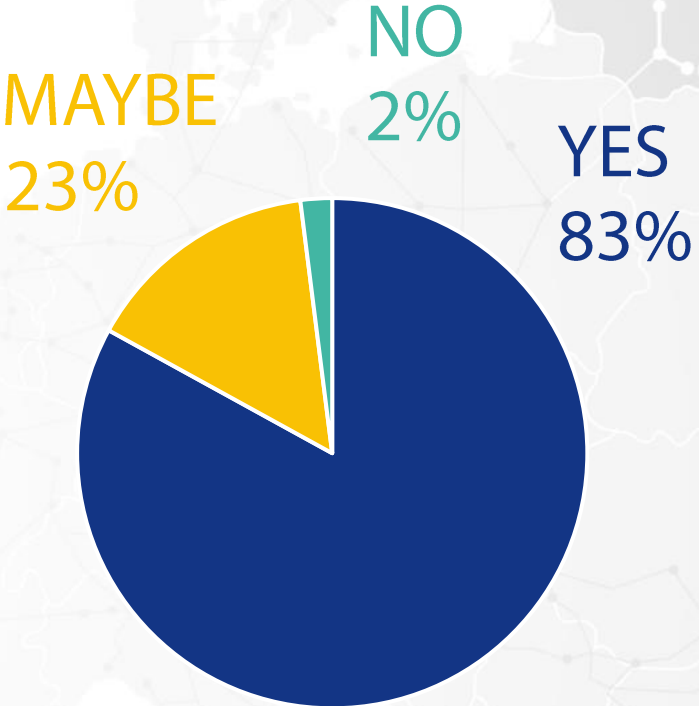
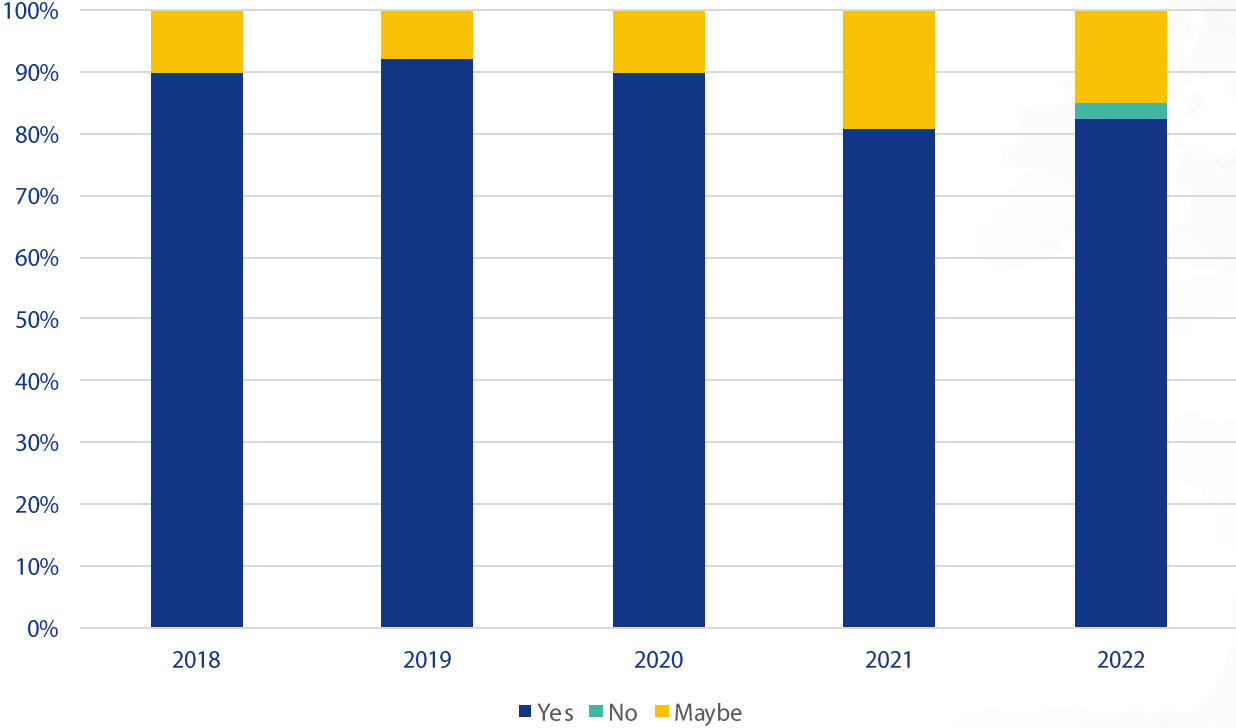
Rail Baltica Supplier Survey 2022: Results

Were you treated fairly and equally throughout the procurement process?



Rail Baltica Supplier Survey 2022: Results

Would you participate in RB Rail AS procurement exercises in the future?



RB Rail AS procurement activity 2023

MAJOR TENDERS ONGOING

DESIGN

Vilnius-Kaunas mainline
Kaunas-Polish border mainline
Kaunas Urban Node mainline

DESIGN & BUILD

Electrification
Command Control and Signalling

CONSOLIDATED MATERIALS

Rails, Ballast, Sleepers, Turnouts, etc

2023

IT-architecture development strategy
Data centre services
Geodetic reference network
Communication, Office Admin support, HR, etc



PROCUREMENT PLAN:
railbaltica.org/procurements



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