



Rijkswaterstaat
Ministerie van Infrastructuur en Milieu



Contract and tendering
procedure

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Industry Day 2017



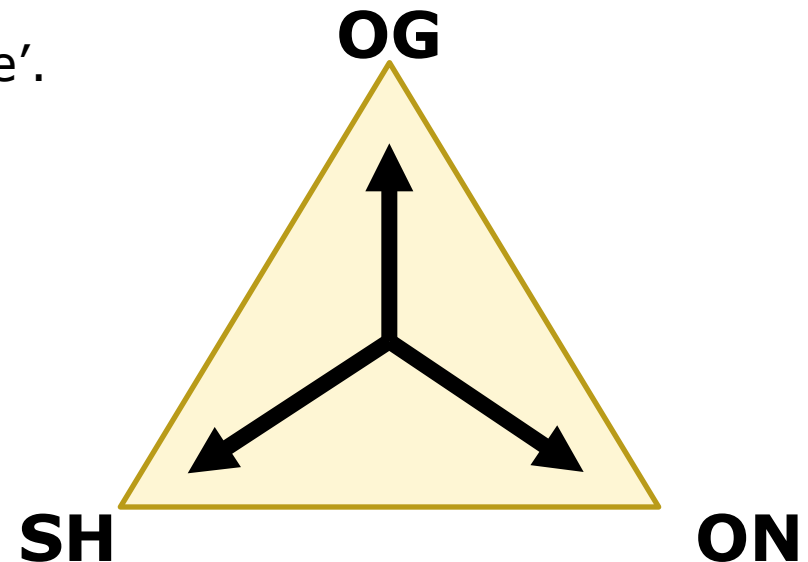
Introduction

No rights may be derived from whatever is reported at this information meeting regarding the contract and tender



The challenge for you

- A project with high environmental complexity
- A project with technical challenges, such as the phasing of the work and the Schiphol bridge
- At a busy and crucial traffic link in the Amsterdam region
- With the ambition to cooperate in the OG - ON - stakeholders 'triangle'.





The angle of the project team

- Continuity based on previous DBFMs and the 'standard'
- Recognisable SAA project
- Prescribe where necessary, give free rein where possible
- Reduce risks and clearly state where these should be assigned.





The angle of the project team

- Realistic implementation planning and robust solutions
- A meaningful dialogue: clear as to where candidates can best excel
- Acting in the best interests for the project
- Manoeuvrable where necessary for project success.





The contract





Contract – points of departure

Use of standards:

- Standard DBFM contract 4.3
- RWS basic management specifications.

Professional project management by contractor:

- Management system (ISO 9001/15288)
- Demonstrably satisfy the requirements with respect to Performance Measuring System
- Demonstrably satisfy the contract requirements via Verification & Validation.

Effective cooperation between ON – OG and the stakeholders

Continuing to build on previous DBFM contracts.



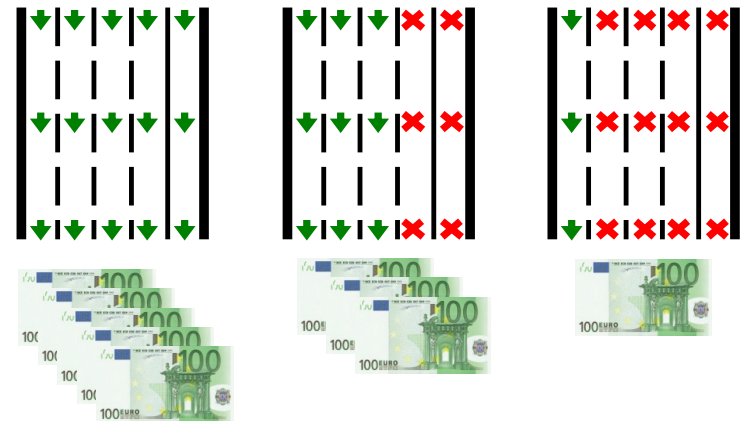
Contract – performance

Requested performance is availability:

- Safe and unhindered flow of traffic is possible on all lanes for the road user.

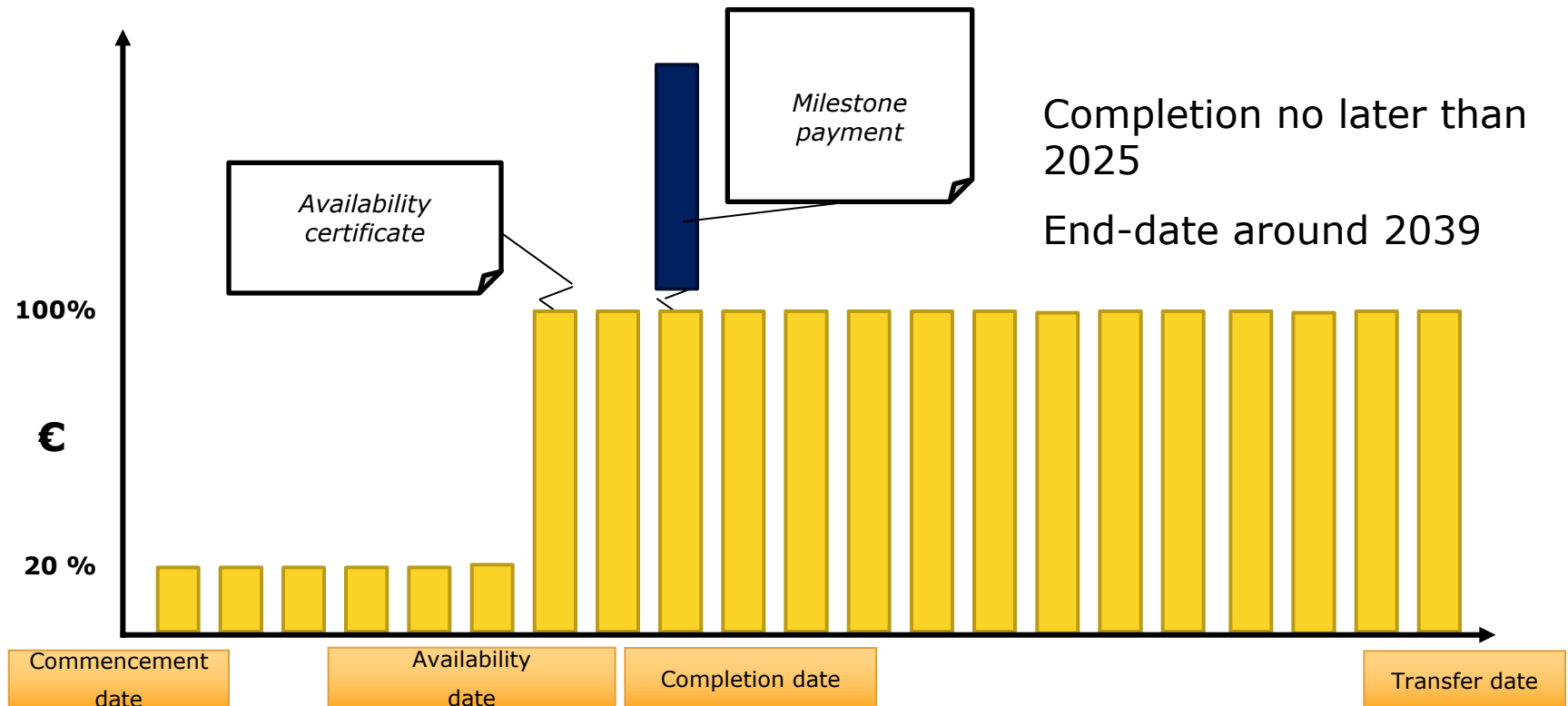
Principles of the payment mechanism:

- Links payments to delivered performance
- Ensures predictable cash flows
- Stimulates.



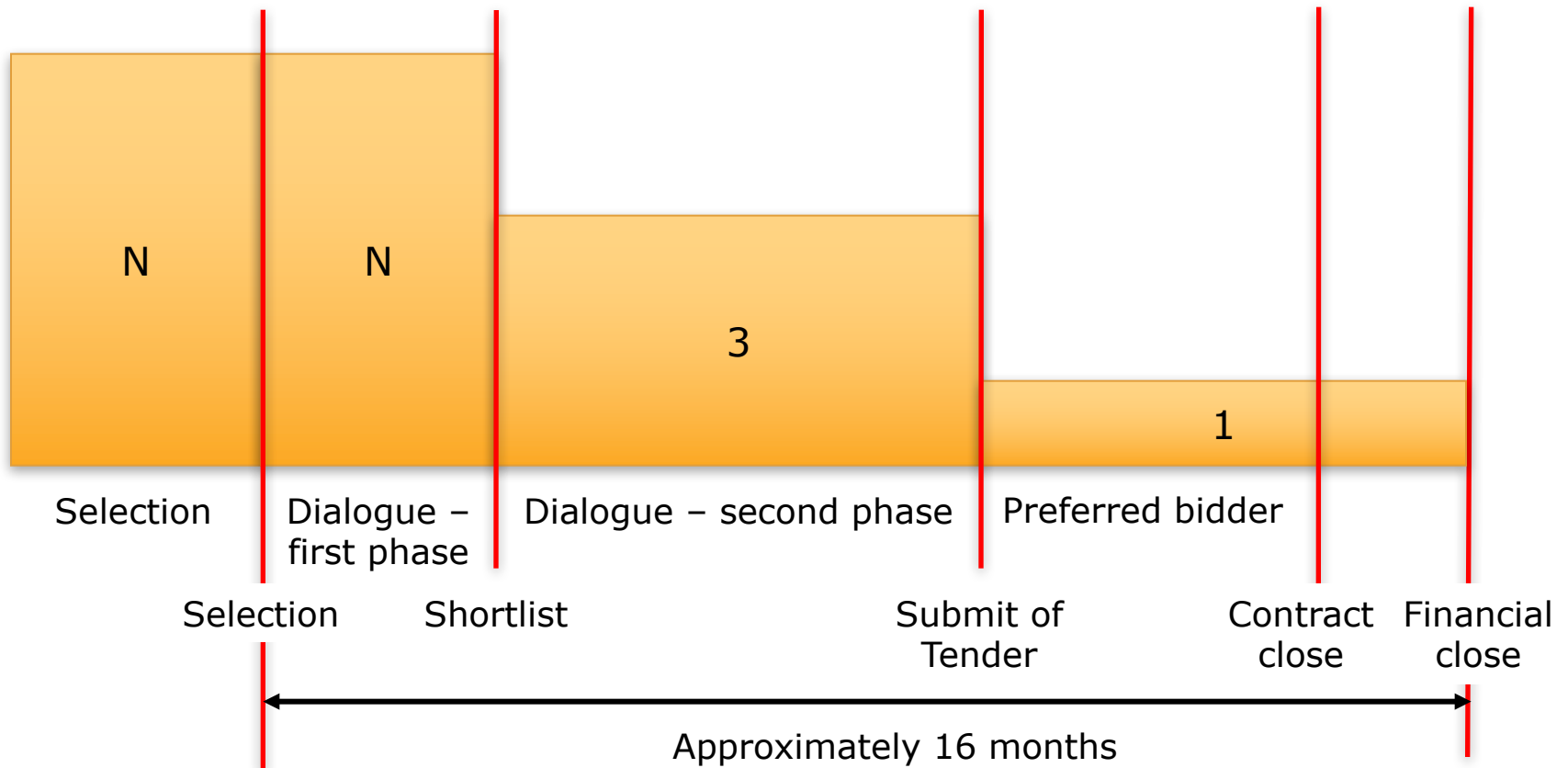


Contract – payment mechanism





Tender – procedure





Tender - selection

Suitability requirements:

- Project management experience > €50m
- Project finance experience > €50m
- Financial-economic support > €40m
- Industrial automation requirement

Standard grounds for exclusion

No funnelling during selection



Tender – suitability requirements IA

Industrial automation requirement

Using a maximum of two projects, the candidate must demonstrate it actually possesses the following experience for the implementation of the project:

In the past five years (counting from the final deadline for submitting a request to participate), the candidate must have gained experience with design, system integration and management of an industrial automation system. The project, or the two projects combined, must satisfy the following requirements:

- a) the industrial automation system must consist of at least five subsystems which in terms of both hardware and software have been integrated into a single system; and
- b) the industrial automation system must be technically and organisationally integrated into a single system and organisation both of which are operational at the time of the integration; and
- c) the industrial automation system must be managed by means of change, configuration and disruption management, e.g. in accordance with ITIL, for at least two years of the usage phase.



Tender – first phase of the dialogue: funnelling

Funnelling product

- Manage/minimise two risks
- Two opportunities.

These opportunities will be mentioned in the tender guidelines

Three candidates will be invited for the second phase of the dialogue.



Dialogue – second phase of the dialogue

Sharing technical knowledge of OG - ON

Discuss specific solutions and risks

Discuss integrated solutions of the A9 system

Limit interpretation differences: s.a. Schiphol Bridge dialogue product

Discuss concept products in the tender.



Communication during and after the dialogue

- Focus on the project, the risks and points of concern
- With respect for each other's interests and responsibilities
- Open and transparent communication
- Confidential information is treated as such
- In accordance with the market vision.



Tender – validity products

Validity products:

- Basic management plan
- Basic project planning, including phasing plan
- Design plan
- Financial section of tender
 - Costs structure and cost invoice
 - Financial model
 - Financing plan

Dialogue product: Schiphol bridge



Tender – award criteria

The economically most advantageous tender with the best value for money (EMVI-BPKV)

Qualitative aspects (\pm 60% of the ceiling price of €400-450m):

- Sustainability approximately 20%
DuboCalc, CO2 performance ladder
- Plan to limit nuisance approximately 30%
Minimise traffic nuisance, minimise inconvenience caused by construction
- Risk management plan approximately 50%



Tender – Contract & Financial Close

Contract Close

Financial close

- Bank guarantee (€5m) runs until financial close





Tender – indicative planning

Announcement on TenderNed	Between december 2017 and march 2018
Start of dialogue/opening of data room	Q1/Q2 2018
Tender	Q1/Q2 2019
Contract Close	Q2/Q3 2019



For me, the project has succeeded when ...

- The contractor can express his ideas that will result in added value
- Where necessary, OG and ON find, understand and help each other for the benefit of joint project goals
- The project is delivered on time, within budget and to the satisfaction of the awarding authority and stakeholders
- All those involved work with pleasure on their joint challenge.



Any questions?

