



RWS INFORMATIE

Market consultation Road Weather Information Systems

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Introduction

This report describes the approach and outcome of the market consultation organized by Rijkswaterstaat (RWS) to prepare for the proposed tender "Road Weather Information Systems" (RWIS). On March 19, 2020, RWS published the explanatory document and associated questions on TenderNed. RWS has invited all parties to respond. RWS understands the importance of involving the market at an early stage to have a realistic vision about the possibilities. As part of the market consultation market parties were given the chance to ask questions before submitting the answers to the written market consultation. These questions of the market parties and the answers given by RWS were published on TenderNed in two Memoranda of Information. Parties who answered the written market consultation were invited to a dialogue. These dialogues took place with the individual parties on June 18, June 25 and June 26, 2020.

This report is a summary of both the written and the dialogue part of the market consultation. The first part of this report, the written market consultation, portrays a division according to the categories in which the questions were classified in the original explanatory document:

- questions about the interest in the assignment;
- questions about the content of the assignment;
- questions about effective cooperation;
- questions about the transition period.

The second part of this report contains a summary of the dialogues of this market consultation. The report ends with a conclusion.

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1 Written Market Consultation

1.1 Approach

The market consultation has been announced on Tendered. A questionnaire has also been drawn up by the RWS project team for this part. Potential tenderers were also given the opportunity to ask questions before the deadline of having to submit the answers on the written market consultation. These questions were answered in two rounds with two Memoranda of Information. These have been published on Tendered. Nine companies responded to the RWS questionnaire. The following section portrays the main and general findings of the answer given.

1.2 Questions about interest in the contract

- Market parties are willing to participate in a tender for RWIS if there is a vision on the transition, reliability, maintainability and future. This vision should be in line with their own vision and business strategies.
- Some market parties urged for an honest and transparent tender in English.
- Companies prefer to tender for RWS's total purchasing needs; division into multiple lots or in development and production is not recommended.
- A duration of contracts of less than 4 years is not recommended.

1.3 Questions about the contract content

- Some of the parties are able to supply, install and maintain the RWIS measuring stations. These parties also RWS prescribes parts / components); a number of other companies prefer to contract the supply of the measuring stations separately from installment and maintenance.
- The market for meteo sensors and measuring stations is mature and most suppliers offer flexible solutions.
- A number of companies indicate that in the coming years innovation in the form of replacing road sensors with sensors in vehicles as a source for data collection on slipperiness.
- Virtually all solutions offered can be maintained via secure messaging connections.
- Market parties deal differently with raw and processed measurement data. Parties offering a cloud solution seem to prefer only sending raw data and process measurement data centrally. Parties offering a 'loosely coupled' system seem to prefer locally processed data. A 'loosely coupled' system is easier to integrate with other systems and is easier to fit into life-cycle management.
- Most companies that answered the questions indicate that they can provide alternative energy supply, including solar panels.
- Measurement data can be sufficiently stored in all available systems to absorb communication failures.
- The average lifespan of different types of sensors is estimated to be 10 to 15 years.
- All market parties who have responded are willing and able to give a demo of the systems they can supply. The question is where (in the Netherlands or abroad) and under what circumstances (Corona pandemic).

1.4 Effective collaboration

- A number of companies indicate that the transition from current outdated measuring stations to new measuring stations should be addressed in the collaboration.
- All companies are open to innovation.

1.5 Transition

- Companies have different ideas about the transitions from the old RWIS to the new RWIS. The indication of the period spreads from half a year to five years.
- The period of time the transition will take mostly depends on the capacity that is needed for the installation. The delivery of the RWIS (circa 300) will not be the main risk.

1.6 Other

- Quality is considered more important by most parties than price.
- Many parties mainly want to collaborate with RWS. With regard to the Tender, several parties indicate to RWIS not to be too technical with the requirement, but write these down functional.

2 Individual Dialogues**2.1 Approach**

All nine parties who completed the questionnaire in the written market consultation indicated that they would appreciate to be invited for a dialogue. These discussions were all entered into with one exception: one company has expressed interest in the tender if RWS opts fully for data collection on road smoothness directly from vehicles ('probe vehicle data'). RWS has indicated to this company that it wants to apply this collection in the future, but in the coming years it still wants to rely on road surface / side sensors for adequate ice control. RWS structured the dialogues in advance according to the topics in the following sections. The companies with whom the interviews were held have indicated that commercial information is appreciated by RWS; the companies have given their prior approval to individual interview reports for use in this report. Any commercial information discussed has been indicated by the companies and omitted from this report.

2.2 Tendering and contracting

- Some of the parties prefer one contract with a main contractor. Some prefer separate agreements. Some prefer a contract with integral responsibility. Most parties indicate that they can work with sensors from other suppliers (e.g. calibration).
- A number of parties recommend that the need for sensors should be functionally specified (define what must be measured, do not specify in detail which sensors must be installed). It is, however, indicated that reference must be composed to a clear standard with origin that the system must comply with.
- It is recommended to include innovation in the contract and have a budget reserved for innovation during contract period.

- Most discussion partners want to give a demo during the tender, for example by organizing a "proof of concept (POC)". RWS must then clearly determine how the POC is organized, what requirements it must meet and what place the POC will occupy in the award. A point of attention is the costs of a POC.

2.3 Technology and sensing

- Some parties talk about flexibility in technical solutions and being able to offer cloud solutions. Others are more cautious and indicate that they follow developments but mainly offer proven applications.
- Some parties indicate that they supply a combination of sensors, both produced in-house and purchased from other suppliers. Other companies only supply sensors that they manufacture themselves.
- None of the parties foresee problems in applying sensors from different manufacturers now and in the future.
- Having sensors tested and calibrated by KNMI or other certified companies should not be a problem. Calibration depends on the type of sensor and the procedure to be followed. A number of companies are self-certified to inspect sensors.

2.4 Transition

- A number of parties indicate that they can take over maintenance of current systems during a phased migration. Others indicate that they are not familiar enough with the current RWIS system, which poses a risk of taking over its maintenance. These parties prefer to be solely responsible for their own systems.

2.5 Dutch weather institute (KNMI) and delivery to other road authorities

- In general, no problems are expected in the agreements between RWS and KNMI or in the delivery from RWS to fellow road authorities. No problems are foreseen in connecting and using data and / or integration of sensors.

3 Conclusions

The market consultation carried out by RWS has provided many insights into the optimal way to carry out a tender. The consultation therefore fulfilled the objective both in the general perspective of a tender and for the replacement of RWIS measuring stations in particular. The results are discussed within RWS and translated into a market approach. The tender is expected to be published in the fourth quarter of 2020.