

Market Consultation Schiphol Utility Projects Portfolio 2022-2030

Aim of the market consultation:

Over the next few years, Schiphol will be investing €500 million per year in new construction and rebuild projects. Schiphol is therefore seeking input from market parties to aid in preparing a potential tender procedure package. The aim of the market consultation is to gather information that will assist further decision making concerning our approach to the project, the potential tender procedure package(s) and the specific details thereof. We are seeking information that focuses on feedback, on the feasibility of the portfolio, contractual conditions, degree of interest plus what this might be dependent on, and relations with the Schiphol environment.

We invite all parties to contribute input regarding the way in which the new contracts can be "brought to the market". In more specific terms, the aim of this market consultation is to:

1. Test whether there are national and international market parties who are interested in the envisioned contracts in the areas of terminal, pier and departure lounge construction;
2. Acquire generic insight into the considerations of market parties who might tender for contracts with Schiphol;
3. Acquire specific insight into the interest of market parties for the South Terminal, Pier C and Departure Lounges 3 and 4 projects.

* Required

1. What kind of organisation do you represent?

- ☐ Construction company
- ☐ Installation company
- ☐ Supplier
- ☐ Architectural firm
- ☐ Engineering firm
- ☐ Other

2. What is your company name? *

3. Where is your head office located? *

4. Do you have an office in the Netherlands? *

- ☐ Yes
- ☐ No
- ☐ No, but we are planning to open an office in the Netherlands

5. Do you have experience working at an operational airport? *

☐ Yes

☐ No

6. If so, on what kind of projects? *

7. Do you have experience working in a similar environment? *

☐ Yes

☐ No

8. Why do you think that this environment is similar to working at an operational airport?

9. Please supply a few reference projects that are potentially similar to projects at Schiphol

10. Have you worked for Schiphol in the past 10 years?

☐ Yes

☐ No

11. Which projects have you worked on?

Give the name of the project, date, scope, work performed and type of contract.

12. Did you experience any setbacks during the earlier projects at Schiphol?

If so, what kind of setbacks?

13. What kind of considerations come to mind when thinking of whether to tender for contracts with Schiphol?

This might include the type of project, planning/scheduling, type of contract, contract conditions, etc.

14. What kind of projects are you interested in? *

If you are interested in several types of projects, please complete the questionnaire several times

- ☐ Construction
- ☐ Installation
- ☐ Supply of systems
- ☐ Design
- ☐ Other

15. What kind of projects interest you in terms of scope? *

- ☐ Projects up to €50 million
- ☐ Projects up to €100 million
- ☐ Projects from min. €100 million to €500 million
- ☐ Projects from min. €500 million to €1 billion
- ☐ Projects above €1 billion
- ☐ Other

16. Would you participate as main contractor, associate contractor or subcontractor? *

- ☐ Main contractor
- ☐ Associate contractor
- ☐ Subcontractor
- ☐ Other

17. What can Schiphol do to make it attractive to you to tender for contracts?

18. What can Schiphol additionally do or what extra measures can Schiphol take to make it attractive to work at Schiphol?

19. Which type of contract do you prefer?

- ☐ Traditional (separate design and realisation)
- ☐ Design & Construct (one party responsible for design and realisation)
- ☐ Two-phased contract (e.g. a construction team)
- ☐ Alliance
- ☐ Other

20. Please explain your preference for that type of contract.

21. Which conditions do you prefer?

- ☐ Combination of DNR and UAV 2012
- ☐ UAV-GC
- ☐ FIDIC
- ☐ NEC
- ☐ Other

22. Please explain your preference for those conditions.

23. 1. Which type of tender procedure do you prefer?

- ☐ Open procedure
- ☐ Restricted procedure (procedure with pre-selection)
- ☐ Competitive procedure with negotiation
- ☐ Competitive dialogue
- ☐ Other

24. Can you explain your preference for this type of procedure?

25. Are you interested in the South Terminal project? *

- ☐ Yes
- ☐ No
- ☐ Maybe

26. Schiphol wishes to start building the basement, and only later realise the superstructure.

Does this phasing plan sound logical to you?

If so, why?

If not, which decomposition would you propose?

The decomposition is defined in section 3.2 of the accompanying document.

27. Do you think the preliminary planning outline is realistic?

If so, why?

If not, what kind of turnaround time would you consider realistic?

28. At what stage of the design and build procedure would you like to become involved?

Please see section 3.1 of the accompanying document.

☐ After the PD

☐ After the FD

☐ After the TD

☐ Other

29. At what stage would you like to take over coordination (incl. BIM) and design responsibilities?

We are asking this question because it's possible a party would like to be involved after the PD, but wishes to take over the design and coordination responsibilities at a later stage.

☐ After the PD

☐ After the FD

☐ After the TD

⋮

30. Which building methods do you think ought to be possible and lead to less disruption to operations and/or shorter construction times?

We're thinking here of such things as prefab solutions or modular construction.

31. Are you interested in the Pier C project? *

☐ Yes

☐ No

☐ Maybe

32. How would you evaluate the phasing plan of the Pier C project?

33. Do you think the preliminary planning outline is realistic?

If so, why?

If not, what kind of turnaround time would you consider realistic?

34. At what stage would you like to take over coordination (incl. BIM) and design responsibilities?

We are asking this question because it's possible a party would like to be involved after the PD, but wishes to take over the design and coordination responsibilities at a later stage.

☐ After the PD

☐ After the FD

☐ After the TD

⤵

35. At what stage would you like to take over coordination (incl. BIM) and design responsibilities?

We are asking this question because it's possible a party would like to be involved after the PD, but wishes to take over the design and coordination responsibilities at a later stage.

☐ After the PD

☐ After the FD

☐ After the TD

⤵

36. Which building methods do you think ought to be possible and lead to less disruption to operations and/or shorter construction times?

We're thinking here of such things as prefab solutions or modular construction.

37. Are you interested in Departure Lounge 3 / 4? *

- ☐ Yes
- ☐ No
- ☐ Maybe

38. How would you evaluate the phasing plan of the departure lounges?

39. Do you think the preliminary planning outline is realistic?

If so, why? If not, what turnaround time would you consider realistic?

40. At what stage of the design and build procedure would you like to become involved?

Please see section 3.1 of the accompanying document.

- ☐ After the PD
- ☐ After the FD
- ☐ After the TD
- ☐ Other

41. At what stage would you like to take over coordination (incl. BIM) and design responsibilities?

We are asking this question because it's possible a party would like to be involved after the PD, but wishes to take over the design and coordination responsibilities at a later stage.

- ☐ After the PD
- ☐ After the FD
- ☐ After the TD
- ☐

42. Which building methods do you think ought to be possible and lead to less disruption to operations and/or shorter construction times?

We're thinking here of such things as prefab solutions or modular construction.

43. Schiphol has held market consultations before which revealed certain recurring issues that we want to take into account going forward. We'd be interested to hear your opinion on the following issues:

1. Risk allocation, 2. Liability, 3. Securities, 4. Permits/Licences, 5. Burden of proof, 6. Requirements, 7. Support, 8. Planning, 9. Changes, and 10. Delays *

Are you prepared to tell us your opinion on these issues?

☐ Yes

☐ No

44. Topic 1: Risk allocation

Risk allocation between Schiphol and its contractors must be balanced. Which risks should contractors be able to assume and which risks should Schiphol assume?

45. Topic 2: Liability:

What is reasonable?

The level of liability must be proportionate to the value of the contract, but also proportionate to potential damage that could be suffered in the case of attributable faults.

☐ Liability must accord with the contractor's insurance

☐ Liability must be limited to three times the value of the contract maximum

☐ Other

46. Topic 3: Securities

Schiphol requires a minimum immediately due and payable guarantee of 5%. What would you consider a proportionate financial security (bank guarantee or the like) for the principal to demand from the contractor?

47. Topic 4: Permits/Licences *

Schiphol wishes to assign result obligations for permits to market parties; is this possible for all permits?

- ☐ Yes
- ☐ No
- ☐ Other

48. For which permits would it be possible to assign result obligations for permits to market parties?

49. Topic 5: Burden of proof

In the case of damage, an investigation will be necessary to find out who holds responsibility for the damage. Schiphol assigns the burden of proof to the contractor in the case of a shortcoming. The contractor must be able to carry out an investigation into the damage after project completion (access to site, documentation, method of use, etc.). Do you have any suggestions on how to formalise the burden of proof in the case of damage?

50. Topic 6: Requirements

Schiphol works with a great many standards and requirements, including technical requirements. These sometimes conflict with the contractor's technical and other requirements and standards. What kind of pathways to solutions do you see to avoid this kind of conflict?

51. Topic 7 : Support

Those who have worked with Schiphol call the experience complex due to the many rules and procedures. What could Schiphol do to streamline work at the airport, and/or lower the threshold for working at Schiphol?

52. Topic 8 : Schedule

How much lead time would you like to have for a potential tender?

- ☐ 3 months in advance
- ☐ 6 months in advance
- ☐ 1 year in advance
- ☐ Other

53. Schedule

Schiphol regularly hears from market parties that it does not allow enough time for its tenders. What period would you consider realistic, between the publication of the tender procedure and applying to participate? between issuing an invitation to tender and submitting a tender? and between mobilisation following award until start of work?

54. Topic 9: Changes

Until what stage should the principal be permitted to make (substantial) changes to the scope of work? What impact would interim changes have?

55. Topic 10: Delays

Both the principal and the contractor can be responsible for delays. What kind of fines and/or compensation for damages should be associated with such delays? For the principal? For the contractor?

56. Are you prepared to expand on your answers orally in a bilateral interview with Schiphol, which would also deal with the specific projects at Schiphol?

☐ Yes

☐ No

57. Please enter your name and address here. We use your details to provide you with further information, for an invitation to an oral consultation or for an additional market consultation for a specific project.

Please enter: company name and address, name of contact person, telephone number and email address.

58. Do you have any additional comments ?

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