

Market consultation

Making the Yellow Fleet suitable for ERTMS



Version	1.3
Date	October 14, 2022
Status	Final
TN	TN 381411

characteristic

Index

1	Yellow Fleet Market Consultation	3
1.1	Introduction.....	3
1.2	Scope	3
1.3	Naming problems or dilemmas.....	3
2	Market consultation procedure.....	4
2.1	Looking for the best suitable solution	4
2.2	Procedure	4
2.3	Schedule	4
2.4	Contact.....	5
2.5	Sign up now!.....	5
2.6	Open and honest	5
3	Requirements for participation in the market consultation	6
4	To ask.....	Fout! Bladwijzer niet gedefinieerd.
4.1	Possible solutions.....	6
4.2	Description of activities per machine	6
4.3	Other questions	6

1 Yellow Fleet Market Consultation

Together with the Yellow Fleet Management Team, the ERTMS Program Directorate is searching for the most suitable solution to ensure that part of the rail related rolling contractor equipment (the so-called 'Yellow Fleet') is suitable for ERTMS. Various solutions have been presented in the past by means of an informal market survey. In order to gain more clarity on which solution(s) can actually be applied under which conditions, this market consultation has been launched. In order to also explore whether subsidies are possible, the market consultation should also provide insight into the costs associated with conversion.

May we invite you to help us find the most suitable solution to modernize the Yellow Fleet in the Netherlands to support ERTMS?

1.1 Introduction

ProRail BV is responsible for the railway network in the Netherlands: construction, maintenance, management and safety. Employees ensure that every day, 24/7, 1.200.000 travelers and 100.000 tons of goods reach their destination, with 6.550 trains running over more than 7.000 kilometers of track. The railway network is truly the beating heart of the mobile Netherlands. ProRail works on the accessibility of the Netherlands by ensuring an optimal rail network. We distribute the capacity on the track, regulate all train traffic, build and manage stations and lay new track. ProRail also maintains existing infrastructure such as tracks, switches, signals and crossings.

The ERTMS Program is responsible for the national implementation of the new ERTMS security system in both the infrastructure and rolling stock. A specific group of rolling stock concerns the equipment used by the rail contractors: the so-called Yellow Fleet. The Yellow Fleet Management Team has been set up to make the Yellow Fleet suitable for ERTMS: a collaboration between the ERTMS Program Directorate and representatives of the rail contractors.

To this end, the ERTMS Program in cooperation with the Yellow Fleet MT invites market parties to participate in this market consultation.

(Please note: This market consultation is formally organized by ProRail, as legal entity. The client and recipient of the results is and remains the ERTMS Program Directorate in collaboration with the Yellow Fleet MT.)

1.2 Scope

The Program Directorate and the Yellow Fleet MT are searching for the most suitable solution to ensure that part of the Yellow Fleet is suitable for ERTMS. The part involved concerns approximately 23 vehicles from various contractors.

1.3 Naming problems or dilemmas

This market consultation is not related to a tendering procedure. The Yellow Fleet is not owned by ProRail and it is not foreseen that ProRail or the ERTMS Program Directorate will outsource solutions for this fleet.

2 Market consultation procedure

2.1 Looking for the best suitable solution

We expect this market consultation to provide insights on the available suppliers, what developments are taking place in the market and to what extent (innovative) solutions are available to ensure that part of the Yellow Fleet is suitable for ERTMS.

2.2 Procedure

This market consultation has been published on (but not limited to) TenderNed as an open market consultation. However and in order to ensure efficient use of time and resources, only parties that meet the requirements (see part 3 of this document) will be given the opportunity to participate.

The market consultation consists of five steps:

1. **Selection for participation:** based on requirements, the ERTMS Program Directorate determines which market parties are invited to participate in the market consultation
2. **Kick off and inspection:** Explanation of the project and visit to the workshops
3. **In writing:** answering the questions (see chapter **Fout! Verwijzingsbron niet gevonden.**);
4. **Individual interviews:** with (some of) the market parties that have responded.
5. **Report and assessment framework :** Report of the information provided and presentation of an assessment framework which forms the basis for making the Yellow Fleet suitable for ERTMS. It is possible that combinations of solutions / suppliers are proposed

We reserve the right to, if necessary, incorporate additional steps in this market consultation. We however understand that participants are investing their time and effort, and bear this in mind during the market consultation.

2.3 Schedule

Date	Activity
14 October 2022	Publication of market consultation by ProRail
By 18 November 2022	Make it known by market parties that they wish to participate by demonstrating that requirements are met
25 November 2022	Inviting selected participants for market consultation
30 November 2022	Joint Kick off in which explanation, status and further progress of the project will be given
1 to 16 December 2022	The possibility of approximately 3 joint visits to make an inventory of the rolling stock (workshops Strukton Rail, VolkerRail , BAM Rail or selected railway yard (tbd.).
By 13 January 2023	Asking in-depth questions
By 20 January 2023	Answering the in-depth questions
By 27 January 2023	Drafting and offering answers to questions by selected participants in market consultation.
By 10 February 2023	Send draft report to market consultation participants
By 24 February 2023	Send final report to market consultation participants

We reserve the right to, if necessary, to amend the schedule.

2.4 Contact

You may ask questions regarding this market consultation via the message module in TenderNed.

2.5 Sign up now!

If you are enthusiastic about this market consultation and are interested in exchanging thoughts or expressing your opinion, please register via TenderNed before the date stated in section 3.3.

2.6 Fair and transparent

In order to guarantee a transparent and fair market consultation, the following rules for participation are applicable. By indicating that they wish to participate in this market consultation, participants unconditionally agree to complying with these rules and any obligations pertaining to these rules and/or the market consultation.

1. The commercially sensitive information provided by participants will be treated confidentially and therefore will not be shared with other participants.
2. The market consultation is expressly not part of any tendering procedure that may or not be held.
3. This market consultation shall be held in the English and/or Dutch language.
4. No rights can expressly be derived from the information provided for the purposes of this market consultation.
5. As a result of participating in this market consultation, participants will not be given any preferential status with respect to any tender procedure to be held, nor will participation lead to exclusion from such a procedure.
6. The market consultation is voluntary and no rights can be derived from the (insights resulting from) the market consultation.
7. The target group of this market consultation is limited to private market parties that meet the requirements set out in Chapter 3 of this document. The following parties, among others, are excluded from participating in this market consultation: public parties, interest groups, private individuals, the press and knowledge institutions.
8. If, according to the ERTMS Program Directorate, an individual interview is needed to obtain clarification on the answers provided, a request thereto will follow. The ERTMS Program Directorate is not obligated to hold individual interviews.
9. Based on the written answers and individual interviews, the ERTMS Program Directorate shall draft an overall report in outline that will be made public in due course (anonymised and without commercially sensitive data). Participants are expressly requested to expressly state which information (which they provide when answering the questions and/or the individual interviews) they consider to be commercially sensitive.

In view of the expected effort that must be made by market parties for participation, a maximum compensation per participant has been made available by the ERTMS Program Directorate. Market parties that meet the predefined requirements (see Chapter 3) are invited to provide written answers to a number of questions posed by the ERTMS Program Directorate (see Chapter 4). On condition of a complete and timely answer, a maximum compensation of €10,000 excl. VAT is made available per participant.

3 Requirements for participation in the market consultation

In order to be invited to participate in this market consultation, market parties must meet the following requirements, for which we ask you to answer this in the format provided:

1. You have demonstrable experience as a producer of railway equipment solutions (e.g. either as an individual market party or as a market party through a partnership with a manufacturer). For example, to be demonstrated by stating relevant rail projects or relevant ERTMS experience you have carried out.
2. You have demonstrable experience in offering operational and certified solutions to allow contractor machines to operate under ERTMS or you can demonstrate that this solution will be operational and certified available within 2 years.
3. You are able to indicate the approach to be followed to arrive at a quotation/cost estimate for the given scope of machines.

4 Questions

The ERTMS Program Directorate wishes to gain insight into which solution a participant offers and which preconditions are relevant by answering the following questions in writing:

4.1 Possible solutions

By which method of operationally working and certified solution(s) can ensure that contractor machines operate under ERTMS?

- Provide an overview of existing and certified components and processes in the intended solution.
- Provide an overview of innovative components and processes in the intended solution.
- What is the expectation with regard to the lead time for the realization and approval of innovative components/solutions?

4.2 Description of activities per machine

Can you describe the activities with associated lead time and cost per machine for the design, engineering, conversion, testing, approval and certification? We would like to receive a specification on the following points:

- Suggestions to maximize equipment availability and deployment (minimum withdrawal)
- Indication of the costs of the delivered ETCS equipment, installation material and any other materials
- Indication which adjustments can be implemented or engineered by the maintenance party of the machine itself (based on instructions and/or manual from the supplier)
- How supplier and maintenance party can work together with regard to ETCS integration and parameterization
- How the supplier and maintenance party can work together with regard to certification, homologation and approval on the basis of the necessary documentation and information provided by the supplier.

4.3 Other questions

- Provide an indication of costs and lead time for (generic) development and individual adjustment per machine;
- Provide an overview of preconditions and risks + mitigating measures in the approach and the solution offered
- Provide a proposal for a business model or a framework contract (between suppliers and contractors) within which contractors can purchase the solution per machine

ProRail

- Provide a proposal for the maintenance model (1st, 2nd, 3rd line) and associated costs of the installation or solution provided.
- In addition, we would like to receive a description of the efforts made for providing answers in this market consultation, so that we may be able to substantiate your compensation.