

MARKET ANALYSIS DOCUMENT

Acquisition of Zero Emission Catenary Line Installation Vehicles

GVB Infra BV

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Guide

In front of you lies the market analysis document concerning the acquisition of two (2) Zero Emission Catenary Line Installation Vehicle.

This document contains the following chapters:

Chapter 1: This chapter contains general information about GVB, about this market analysis and about the schedule.

Chapter 2: This chapter contains the administrative terms and conditions that apply to this market analysis.

Chapter 3: This chapter contains a brief description of the current situation and a vision of the future.

Chapter 4: This chapter contains the questions that GVB has for the market in the context of the market analysis.



Introduction

GVB proposes replacing the current Catenary Line Installation Vehicles with new Zero Emission Catenary Line Installation Vehicles.

Before this happens, GVB wishes to conduct a round of consultations with market participants. This document has been drawn up for this round of consultations.

1.1 Definition of market analysis

A market analysis is being used to improve, test and/or further realise the quality of the specifications or programme of requirements and the procurement process.

By using the knowledge and expertise of the parties, a public organization is able to test the correctness, completeness and feasibility of a proposed project and the corresponding secondary conditions. As a result, the feasibility of the project can be better determined and the secondary conditions – under which the project must be carried out – determined.

The market analysis is a separate process that is conducted prior to a formal tendering process. The market analysis is not a call to participation and does not form part of a pre-qualification procedure. The information obtained from the market analysis can be used to ensure an effective tendering process. By undergoing an effective tendering process increases the chance of a suitable tender for GVB.

1.2 Client

This market analysis will be conducted by GVB.

GVB runs public transport using trams, buses, underground (subway) and ferries in and around Amsterdam. The organization has around 3.750 employees. GVB transports passengers using 56 bus lines (12 of which are night-time lines), 16 tram lines, 5 underground (subway) lines and 8 ferry connections.

On average, GVB provides around 740.000 passenger journeys per day. Passengers want to reach their destination on time, to be informed and to feel safe. The passengers are the most important aspect of GVB's operations.

In addition to operations, GVB is also responsible for the management and maintenance of the equipment and of the rail infrastructure in the city. GVB's own Rail Material Division and Rail & Track Division are responsible for the implementation.

GVB likes to see its passengers and employees feel at home: in the vehicles, but also before and after the journey. This is why social safety and up-to-date travel information are important, especially in a busy metropolis such as Amsterdam. In addition to the



vehicles, it is also important that the environment is clean and safe and encourages the use of public transport.

For further information about GVB, please visit our website www.gvb.nl.

1.3 Aim of the market analysis

The aim of this market analysis is:

- A. to consult the market in order to investigate the possibilities for contracting the acquisition of Zero Emission Catenary Line Installation Vehicles;
- B. besides answering the questions asked, interested parties will also be given the opportunity to make suggestions and put forward ideas.

This way, GVB hopes to organise a potential tender and to be able to enter into an agreement that matches the market as closely as possible.

1.4 Phasing

The market analysis has been divided into two phases:

- A. A written response to the questions asked by GVB.
- B. A verbal explanation of the questions asked with the corresponding answers; this takes place on the basis of individual conversations via Microsoft Teams. See also article 1.6; this phase is optional and is entirely dependent on the result or conclusion based on the answers given to the questions asked.

1.5 Conditions

GVB lays down the following terms and conditions which are accepted automatically by the interested party when taking part in this consultation:

- A. GVB is in no way responsible for covering the costs associated with this market analysis;
- B. GVB reserves the right not to follow up on this market analysis;
- C. GVB reserves the right to choose an appropriate and suitable procurement strategy for the company, depending on this consultation.
- D. The information provided may be used freely by GVB.

1.6 Market analysis process

The announcement of this market analysis "Acquisition of Zero Emission Catenary Line Installation Vehicles", along with the corresponding documents was published in accordance with the timetable in section 1.7 through TenderNed and also automatically published on Tenders Electronic Daily (TED). This means all interested parties have the opportunity to take part in this market consultation.



Afterwards, until the moment stated in the schedule, there is an opportunity to ask questions in writing in order to clarify the market analysis, for which an Information Memorandum will be drawn up.

After that, GVB will be happy to receive a written response to the questions asked, as can be found in the chapter "Market analysis questions". The answers to the questions can be submitted until the moment stipulated in the schedule. Submissions should preferably be made via the messaging module in TenderNed or else by email to the contact person mentioned in section 2.1.

In response to these written questions and/or comments, GVB may decide to request further information. This may occur through written questions or consist of further consultations, but is not bound by this.

1.7 Market analysis schedule

Please find the schedule for the market analysis procedure below. GVB reserves the right to make changes to the schedule or to deviate from the schedule; in such cases, communication towards all interested parties takes place via e-mail.

Phase	Milestone	Date
1	Sending of market analysis document	August 22 nd 2023
2	Submission of questions to clarify market analysis document	September 15 th . 2023
3	Drafting and sending of Information Memorandum	September 30 th . 2023
4	Submission of answers, ideas and comments	October 5 th . 2023



2 Administrative terms and conditions

2.1 Correspondence

The communication on this market consultation should always be in writing and take place via the messaging module in TenderNed or else by email to the contact person stating, stating **Acquisition of Zero Emission Catenary Line Installation Vehicles**.

The following contact persons from GVB has been appointed for this tendering process:
Procurement Department

Attn.:	A.J.F.M. (Ron) Pieterse, Senior Purchacher and G. von Wardenburg, Senior Project Manager
Postal address:	P.O. Box 2131, 1000 CC Amsterdam
Visitors' address:	Arlandaweg 106, 1043 HP Amsterdam
E-mail address:	ron.pieterse@gvb.nl and gijsbert.vonwardenburg@gvb.nl

2.2 Information Memorandum

Any questions for the clarification of this document may be submitted up to the deadline stated in the schedule. To submit questions, you must use the document provided in annex 1, Standard form for the submission of questions. These questions will be anonymised in the form of an Information Memorandum and answered. GVB will send the Information Memorandum on TenderNed and to interested parties by e-mail and it will form an integral part of the final report.

2.3 Language

The language to be used in this market analysis is English or Dutch.

2.4 Rights

No rights may be derived from the information provided in the context of this market analysis. All verbal and written communication must be regarded as general possibilities for the procurement process and the approach taken by GVB.

2.5 Confidentiality

The information provided by GVB in the context of this market analysis must be handled confidentially by you. The duty to maintain confidentiality also applies to your employees and the third parties to be brought in by you. GVB will, of course, handle the information it obtains confidentially too.

2.6 Supplied data

As stated, GVB can start to use the information obtained from this market analysis to begin to place the tender for the acquisition of Zero Emission Overhead Line Installation Vehicles on the market. As a result, all answers submitted by market participants will be



or are the property of GVB in the context of this market analysis. GVB therefore has free use of this information. GVB would greatly appreciate it if all questions were answered.

2.7 Status of information

The status of the information is **indicative**.

2.8 Notification of discrepancies

If a participating market participant believes that information and/or a provision in this market analysis document and/or other documents is inaccurate, unlawful or in another way discrepant, the participating market participant must draw GVB's attention to such alleged inaccuracy, unlawfulness or discrepancy.

If a participating market participant has not drawn GVB's attention to this in good time in the prescribed manner, that participating market participant thereby incorporates every right towards GVB insofar as related to the alleged inaccuracy, unlawfulness or discrepancy.



3 Subject of market analysis

As a contractor, GVB has an agreement with the Municipality of Amsterdam for the tactical and operational management and maintenance of the tram and underground (subway) infrastructure. The aim of this is to maintain a sustainable rail network that is available for the safe operation of public transport and which offers a certain comfort for passenger and the environment alike. In order to achieve this, the rail network must be of such a quality that reliable and fast public transport is possible with an optimal quality of service and service provision.

3.1 Current situation

As an operational maintenance department, the Rail & Track department is responsible for cleaning the tram track in the city of Amsterdam, among other duties. The department has various vehicles for this, which are designed to carry out specific cleaning work such as a rail groove cleaner, a railswitch cleaner, spray vehicles and lubricating vehicles.

The Zero Emission Catenary Line Installation Vehicles are used for maintenance and repair (both scheduled and emergency) for the catenary and work on the tram tracks. This includes work to the catenary itself and the suspended parts.

3.2 Scope of provision

A Zero Emission Catenary Line Installation Vehicle falls within the scope of the market analysis on the basis of proven technology, including a maintenance contract with a service organization in the Netherlands.



4 Market analysis questions

Please answer the questions below, which relate to a number of matters. Firstly, GVB likes to receive information about your company and the market, consisting of contact information and general information. GVB also likes to receive answers to the specific questions asked by us. Finally, you will be given the opportunity to make any comments and/or suggestions. It is not necessary to answer all questions, but we would greatly appreciate it if questions are answered in full. If questions are answered in full, GVB believes it will help them to formulate the correct mandate and programme of requirements for a potential tender. We hereby stress once again that the answering of the below questions will not be used for the selection of suppliers. The aim of the structured questionnaire is to take stock of similar answers by different suppliers. We encourage you to make comments next to the questions and for which you think you need to propose alternatives.

Contact information		
1.	Official name of your organization	
2.	Visitors' address for your organization	
3.	Postal address for your organization	
4.	Name of contact person for this Request For Information	
5.	E-mail address of contact person	
6.	Telephone number of contact person	
7.	Registration number at the Chamber of Commerce	

General company and market information		
1	Parent company Is your company part of a bigger Parent company organization? If so, what organization? (possibly include address details)	
2	Date of incorporation What is your company's date of incorporation?	
3	Number of employees How many employees does your company have, divided between direct and indirect personnel?	
4	Products, services What products and services does your company provide?	

5	Quality assurance management system Does the company have a quality assurance management system? If so, in accordance with what standard?	
6	Certification of quality assurance management system Is the quality assurance management system certified? If so, by whom and for how long is the certification valid?	
7	Turnover What is your company's turnover over the past 5 years for these types of systems?	
8	R&D What percentage of the turnover has your company invested in research and development over the past 3 years?	
9	Market analysis 1 What other market participants (besides your company) do you believe offer such systems?	
10	Market analysis 2 What do you believe is your market share in these types of applications?	
11	Distinction Can you state in what areas your company has unique selling points compared to competitors in the market? Please state both your company's strong points and weaker points.	
12	Customer Support How is customer support organised within your company and are you able to offer Dutch language support?	

Specific market analysis questions	
No.	Question
1.	Technical specifications; Some technical specifications that the Zero Emission Catenary Line Installation Vehicles must meet are; - Width: The Zero Emission Catenary Line Installation Vehicles may not be wider than; 2.500mm. Mirrors may reach a maximum of 250mm on either side. - The driveline of the Zero Emission Catenary Installation Vehicles must be Zero Emission. Fuel engines are not allowed - Height limitation of the Zero Emission Catenary installation vehicles - The vehicle must be delivered with 2 separate rail wheel undercarriages, 1 at the front of the vehicle and 1 at the rear of the vehicle - The vehicle must be equipped with an aerial work platform. Sizes and dimensions; minimum 190cm wide and 360cm long. 500kg payload, holding up to three people and 200kg and equipment. Working height: 9mtr. Maximum extension beside the vehicle: 8mtr. The vehicle must not be higher than: 3500 mm in "road position" with: - o Air tires at the correct pressure - o Air suspension (if fitted) at operating level 3600 mm in "rail position" with : - o New rail wheels - o New rails <i>Answer:</i>
2.	Experience 1 Do you have recent experience with the supply of Zero Emission Catenary Line Installation Vehicles over the past 5 years? If so, what are the technical specifications and what are the prices? <i>Answer:</i>
3.	Do you use subcontractors/partners? If so, please explain.



	<i>Answer:</i>
4.	Experience: Under what standards/legislation are the most recent overhead line installation vehicles delivered?
5.	Maintenance Do you also offer service and maintenance contracts? If so, what are the terms and conditions for an annual or a long-term service and maintenance contract? <i>Answer:</i>
6.	Training Do you also offer technical or user training for the users of the overhead line installation vehicles? <i>Answer:</i>
7.	Corporate Social Responsibility Within your production management, are steps being taken to reduce CO2? If so, how? <i>Answer:</i>
8.	Total Budgetary price <i>Answer:</i>
Any comments and/or suggestions	
No.	
1.	
2.	
3.	
4.	
5.	
6.	
7.	

Annex 1 Standard form for submission of questions

Any questions and/or comments must be submitted via e-mail using the table below.

No.	Document	Page no.	Subject	Question