

## Annex 1 – Received Questions and Answers

|    | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Answer                                                                                                                                                                                                                                                                                                                                 |
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| 1  | Concerning the material to be sent for participating to the RfI, is it correct that the questionnaire Appendix 2 and Appendix 3 are to be considered independent and separated, this means that it is possible to send only one complete questionnaire? Please confirm our assumption                                                                                                                                                                                                                                  | Yes, your assumption is correct.                                                                                                                                                                                                                                                                                                       |
| 2  | Concerning the material to be sent for participating to the RfI, is it correct that the questionnaire Appendix 2 and Appendix 3 are to be considered independent and separated, this means that it is possible to send only one complete questionnaire?                                                                                                                                                                                                                                                                | Yes, if you are interested in only 1 cluster you can submit one questionnaire.                                                                                                                                                                                                                                                         |
| 3  | What is meant by “providing all results of the measurements and analysis to ProRail”? As mentioned in paragraph 2.2 of RFI 2 MMT under the topic ‘for this tender, contractor will be responsible for.’                                                                                                                                                                                                                                                                                                                | ProRail means that all measurement data generated during the measurement runs as well as the data that is generated as a result of analyses have to be delivered to ProRail                                                                                                                                                            |
| 4  | We understand that the interpretation and advise over the data-collection is not part of this market consultation and therefore will not be part of coming RFQ? If this is correct, will there be a separate RFQ for data-analyses or will ProRail do this themselves?                                                                                                                                                                                                                                                 | Integral analysis is part of the scope of cluster 2 and cluster 3. Interpretation and advise regarding data-collection is not part of the scope. At this time no separate tender is foreseen.                                                                                                                                          |
| 5* | Vanuit de RFI komt naar voren dat er sprake is van 5 clusters, waarbij wij Auditing en Consulting als twee aparte clusters zien naast de 3 clusters vanuit deze RFI. Klopt deze indeling en mogen wij er vanuit gaan dat deze indeling definitief is?<br><br><u>Translation:</u> The RFI shows that there are 5 clusters, where we see Auditing and Consulting as two separate clusters next to the 3 clusters from this RFI. Is this classification correct and can we assume that this classification is definitive? | The RFI describes ProRail's current approach, in which the scope is divided into three Clusters. No separate clusters for Auditing and Consulting is expected.<br><br>By means of this RfI, ProRail would like to investigate whether the current approach is viable. Participants cannot derive any rights from the current approach. |
| 6* | Is de oorspronkelijke reden, aangegeven in RFI1, voor de wijziging nog steeds actueel en zo niet, wat zijn de nieuwe motieven voor de aanpassing?<br><br><u>Translation:</u> Is the original reason given in RFI1 for the change still current and if not, what are the new motivations for the adjustment?                                                                                                                                                                                                            | This second RFI is a follow up to the previously published RFI. The current insights are published in this second RFI. It is unclear what is meant by “the original reason.                                                                                                                                                            |

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| 7* | <p>Is er een mogelijkheid dat dat bij het invullen de van de questionnaires (TN523786 Appendix 2 Questionnaire Track Defects en TN523786 Appendix 3 Questionnaire ATB) de geïnteresseerde aangeeft welke antwoorden zij acht vertrouwelijk dienen te blijven en niet mogen worden gedeeld met andere geïnteresseerde?</p> <p><u>Translation:</u> Is there a possibility that when completing the questionnaires (TN523786 Appendix 2 Questionnaire Track Defects and TN523786 Appendix 3 Questionnaire ATB) the interested party indicates which answers they consider should remain confidential and may not be shared with other interested parties?</p> | <p>Yes, if a participant considers a specific answer as confidential this can be indicated. Participants are requested not to do this for all answers, at the same time confidentiality is respected by ProRail.</p>                                                                                                                                                                                                                                                                                                                                                      |
| 8* | <p>In de RFI is een verwachte looptijd van de contracten benoemd van 15 jaar voor zowel cluster 2 als cluster 3. Wat is de reden van ProRail geweest voor een dergelijk lange looptijd? Is er een mogelijkheid om deze looptijd korter te laten zijn?</p> <p><u>Translation:</u> The RFI states an expected term of the contracts of 15 years for both cluster 2 and cluster 3. What was ProRail's reason for such a long term? Is there a possibility to shorten this term?</p>                                                                                                                                                                           | <p>ProRail has identified a need in the market for more certainty, for a longer period. Due to the high investment costs, a longer contract period is seen as a possibility to limit the risk for the market. If participant believes a shorter period is more favorable, they are free to respond to this under "other comments".</p>                                                                                                                                                                                                                                    |
| 9* | <p>In hoofdstuk 1 van de RFI wordt aangegeven dat 'auditing &amp; consultancy' beschouwd wordt als een separate tender. Wat verstaat ProRail onder 'auditing &amp; consultancy'? En wat is de reden voor ProRail om dit geen onderdeel te laten uitmaken van de 3 clusters?</p> <p><u>Translation:</u> In chapter 1 of the RFI it is indicated that 'auditing &amp; consultancy' is considered a separate tender. What does ProRail understand by 'auditing &amp; consultancy'? And what is the reason for ProRail not to make this part of the 3 clusters?</p>                                                                                            | <p>The definition of Auditing is independent inspection of an organization's process, products etc. This should be done by an independent body. The definition of Consultancy is independent, expert advise on a specific subject or issue regarding (choices in) measurement, measurement systems, methods of analysis, etcetera. In the current approach ProRail sees no reason to include auditing and consultancy in the clusters, since it should be an independent service. No choices have yet been made on which topics ProRail will seek external advice on.</p> |

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| 10* | <p>Voor een klein deel van de Nederlandse railinfra is het noodzakelijk dat de trein uitgerust is met ERTMS. Op welke wijze zal ProRail zorgdragen voor de investeringen in de ERTMS-installatie voor ieder van elk cluster?</p> <p><u>Translation:</u> For a small part of the Dutch rail infrastructure it is necessary that the train is equipped with ERTMS. In what way will ProRail ensure the investments in the ERTMS installation for each of each cluster?</p>                       | <p>As indicated, ProRail considers all clusters to be measurement as a service. This means all investments will have to be done by contractors, including possible solutions for ERTMS.</p> |
| 11* | <p>Kan ProRail het tijdspad delen van de aanbesteding van cluster 1 (publicatie RFI, aanbesteding, start validatieperiode, start contract, etc.)?</p> <p><u>Translation:</u> Can ProRail share the timeline for the tender for cluster 1 (publication of RFI, tender, start of validation period, start of contract, etc.)?</p>                                                                                                                                                                | <p>As stated in the RFI, Cluster 1 is not part of the scope. At this time ProRail can not share a timeline yet.</p>                                                                         |
| 12* | <p>Uit ervaring is bekend dat geïnteresseerden veel kosten moeten maken tijdens een aanbesteding. ProRail wordt verzocht een tegemoetkoming voor deze kosten op te nemen in de aanbestedingsleidraad van de desbetreffende aanbesteding(en).</p> <p><u>Translation:</u> Experience has shown that interested parties have to make a lot of costs during a tender. ProRail is requested to include a contribution towards these costs in the tender guideline of the tender(s) in question.</p> | <p>Please include this request/ suggestion in your response to this RFI.</p>                                                                                                                |
| 13* | <p>Op welke wijze maakt innovatie onderdeel uit van elk cluster?</p> <p><u>Translation:</u> How is innovation part of each cluster?</p>                                                                                                                                                                                                                                                                                                                                                        | <p>This will become clear when the tender is published. Any suggestions about this subject can be included in your answer.</p>                                                              |

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| 14* | <p>Kan ProRail de vereiste diensten van GSMR beschrijven (meetinstrumenten en/of alleen een locomotief)?</p> <p><u>Translation:</u> Can ProRail describe the required GSMR services (measuring instruments and/or just a locomotive)?</p>                                                                                                                                                                                                                                                         | <p>The requirements for GSMR are described in the RFI. GSMR requires a vehicle that can carry the measuring systems (provided by ProRail) as described in the RFI. The obtained GSMR data does not need to be analyzed or validated by the candidate.</p>                      |
| 15* | <p>In de RFI zijn de huidige contracten voor baan &amp; bovenleiding (UFM) en wissel- &amp; spoorinspectie (WISI) gecombineerd. Wat is de achtergrond voor de voorgestelde wijziging in clustering vergeleken met de huidige contractering?</p> <p><u>Translation:</u> The RFI combines the current contracts for track &amp; overhead line (UFM) and switch &amp; track inspection (WISI). What is the background for the proposed change in clustering compared to the current contracting?</p> | <p>See the answer to question 11.</p>                                                                                                                                                                                                                                          |
| 16* | <p>Is de verwerking van clusterdata onderdeel van de cluster-eigenaar en daarom niet beschikbaar voor cluster(s) auditing &amp; consulting?</p> <p><u>Translation:</u></p> <p>Is cluster data processing part of the cluster owner and therefore not available for cluster(s) auditing &amp; consulting?</p>                                                                                                                                                                                      | <p>This question is not quite clear.</p>                                                                                                                                                                                                                                       |
| 17* | <p>Wat is de beoogde (jaar)omzet van elk cluster?</p> <p><u>Translation:</u> What is the target (annual) turnover of each cluster?</p>                                                                                                                                                                                                                                                                                                                                                            | <p>The current annual turnover for cluster 2 and cluster 3 is stated in the RFI</p>                                                                                                                                                                                            |
| 18* | <p>Hoe zal ProRail de overgang van ATB naar ERTMS aanpakken en welke voorzieningen zijn er om te compenseren voor de verwachte omzetsdaling?</p> <p><u>Translation:</u> How will ProRail approach the transition from ATB to ERTMS and what provisions are in place to compensate for the expected drop in turnover?</p>                                                                                                                                                                          | <p>The volume of measurements to be performed for ATB will become less during the contract period: more and more lines will be setup for ERTMS and on these lines ATB will at some moment be removed. Which exact provisions ProRail will include is yet to be determined.</p> |

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| 19* | <p>Hoe is ProRail van plan de vertrouwelijkheid van commerciële informatie, verstrekt door deelnemers in de RFI, te waarborgen?</p> <p><u>Translation:</u> How does ProRail plan to ensure the confidentiality of commercial information provided by participants in the RFI?</p>                                                                                                                                        | See the answer to question 7.                                                                                                        |
| 20* | <p>Hoe ziet het validatieproces van een cluster eruit met betrekking tot de producten en/of diensten?</p> <p><u>Translation:</u> What does the validation process of a cluster look like with regard to the products and/or services?</p>                                                                                                                                                                                | The process of validation will become clear when the tender is published                                                             |
| 21* | <p>Wat zijn de vereisten voor operationeel personeel per cluster/per product?</p> <p><u>Translation:</u> What are the operational staff requirements per cluster/per product?</p>                                                                                                                                                                                                                                        | This will become clear when the tender is published.                                                                                 |
| 22* | <p>Er is veel innovatie in dit veld. Hoe maakt ProRail het commercieel aantrekkelijk voor aanbieders om een strategisch partnerschap aan te gaan in plaats van alleen contractpartner te zijn?</p> <p><u>Translation:</u> There is a lot of innovation in this field. How does ProRail make it commercially attractive for providers to enter into a strategic partnership instead of just being a contract partner?</p> | This will become clear when the tender is published. Participants are free to include their view on this subject.                    |
| 23  | Is the dialogue / clarification step optional from a ProRail point of view or optional for the participants?                                                                                                                                                                                                                                                                                                             | Dialogue is optional for ProRail. Only when given answers need further exploration ProRail will invite a participant for a dialogue. |
| 24  | <p>What is the expected timeline for issuing the different tenders?</p> <p>Could this information be provided in this phase?</p>                                                                                                                                                                                                                                                                                         | At this moment the timeline for publication is Q3/Q4-2025                                                                            |

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| 25 | Would you consider additional measurements to be a separate cluster?                                                                                                                                                                                                                                                                                                                                                    | No, additional measurements (or the possibility thereto) are likely to be included within each cluster. See also chapter 3 of the RFI. This could mean that ProRail purchases a system itself and asks to have it installed on the train, or asks the contractor to purchase a measurement system. Demarcation of the scope of additional measurement systems is still under discussion. In any case the possibility should be kept open to add additional, modular measurement systems. |
| 26 | Do you want us to talk about modularity in both questionnaires? Or is one answer sufficient?                                                                                                                                                                                                                                                                                                                            | A repetition of your answer for each cluster is not desirable. You can use references to avoid repetitions.                                                                                                                                                                                                                                                                                                                                                                              |
| 27 | Does question 5 just relate to the main topic of the Questionnaire (Either Track Defects or ATB)? Or do you also expect finance and strategy answers regarding question 4 (options regarding modularity)?                                                                                                                                                                                                               | The more detailed the information that ProRail receives, the better the tender can be put on the market. All information regarding finances remain confidential.                                                                                                                                                                                                                                                                                                                         |
| 28 | Will the consulting and auditing (C&A) tender be cluster-specific, i.e., will there be different C&A tenders for different clusters? Also, will Consulting still be split from Auditing as mentioned in the original RFI in terms of tendering? How does that procurement service look like? Continuing on this topic, if a party is conducting measurements, does that disqualify them from tendering the C&A process? | See the answer to question 9 what's our view on Auditing and Consultancy. Most likely Auditing and Consulting will be split from each other. The scope of Consultancy is broad and has not been defined yet, no answer can yet be given on how ProRail will procure this service. Also no decision has yet been made on any exclusion conditions.                                                                                                                                        |

\* The questions marked with an asterisk (\*) were asked in Dutch and translated into English by ProRail