

# Industry Day M7 Metro

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# Welcome

- **Welcome**
- **Objective**
- **Project context**
- **Scope of work and challenges**
- **General timeline**
- **Procurement procedure**
- **Light lunch**

# Objective

- **To discuss with the industry**
  - Project context
  - Scope of work
  - Challenges
  - Planning
  - Requirements and boundary conditions
- **In order to**
  - Provide a first impression of the procurement process (work in progress)
  - Receive industry feedback

# Project context: mobility for Amsterdam



Please note that the Industry day is not part of the procurement process. This presentation is meant for illustration purposes only. Final requirements, scope and other aspects of the M7 metro project are subject to change.

## Project context: GVB

- **Provider of urban public transport**
  - Metro, tram, bus and ferry operation
  - Rolling stock maintenance
  - Infrastructure asset management
- **Originally part of Amsterdam municipality**
- **Separate legal entity from 2007 onwards**
- **Operates under contract**
  - Public transport contracted by City Region of Amsterdam (SRA)
  - Infrastructure asset management contracted by Amsterdam municipality
- **Responsible for M7 Metro project, in close collaboration with SRA and Amsterdam municipality**

## Project context: M7 Metro

- **New metro's required because of**
  - Replacement of end of life of S1/S2 and S3/M4 series
  - Network growth projections
- **Configuration**
  - Preference is industry standard solution
  - Fitted to local needs
- **TCO**
  - Lifecycle focus
  - Availability and reliability



## Scope: volume and configuration

- **Tentative: indication of volume**
  - Initial order 30 vehicles of max. 61m.
  - Another max. 30 optional vehicles
- **Tentative: optional extending vehicles to 116,5m.**
- **Tentative: optional delivery in two batches, tailored to the depreciation of S1/S2 and S3/M4 series**
  - Delivery of vehicles 1-10 in 2021/2022 (replacing S1/S2 series)
  - Delivery of vehicles 11-30 in 2025/2026 (replacing S3/M4 series)

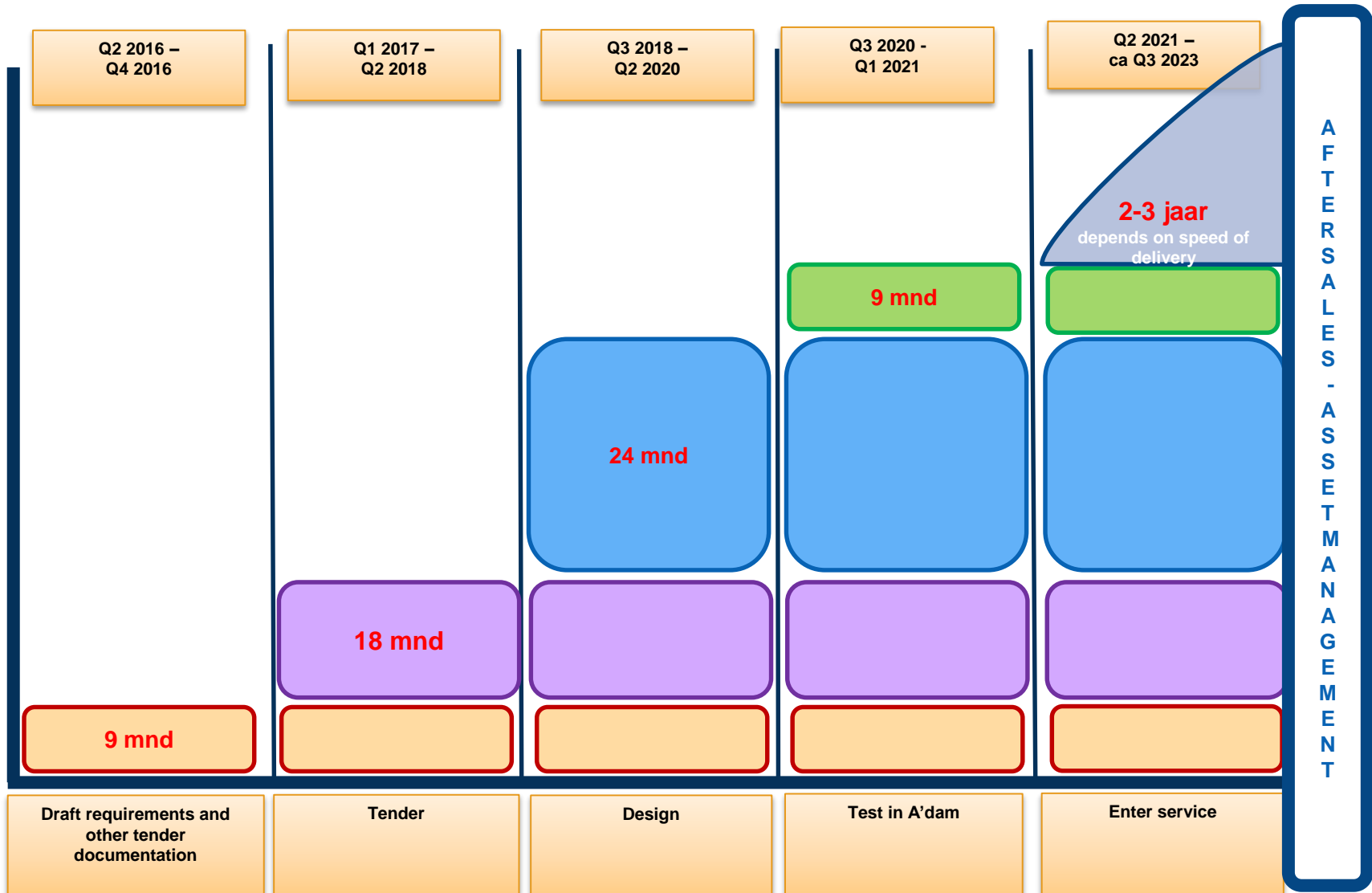
## Scope: general characteristics

- **Designed for passenger comfort and efficient operation**
- **Lifecycle focus**
- **Capacity 450+ passengers (at 4 standees/m<sup>2</sup>, ≥ 75 seats)**
- **Look & feel of GVB newest metro series (M5)**
- **Longitudinal seats**
- **GoA-2+ but prepared for GoA-4**
- **Possibility of coupled (paired) operation**
- **Dimensions**
  - 3 car configuration
  - Length: ca. 60 meters
  - Width: ~3,0 meters

## Scope: challenges

- Max axle load 117 kN (EL 6, EN 13452-1)
- Integration of existing Signalling & Control system Alstom Urbalis
  - S&C on-board components will be supplied, however integration and close cooperation with S&C supplier during design, production, testing and homologation will be required*
- Equivalent and compatible to current ICT standards in Amsterdam public transport including Generic ICT Vehicle Architecture (GIVA)
- $R_h$  80 meters
- $R_v$  500 meters

# General timeline



## Procurement: Choice of procedure

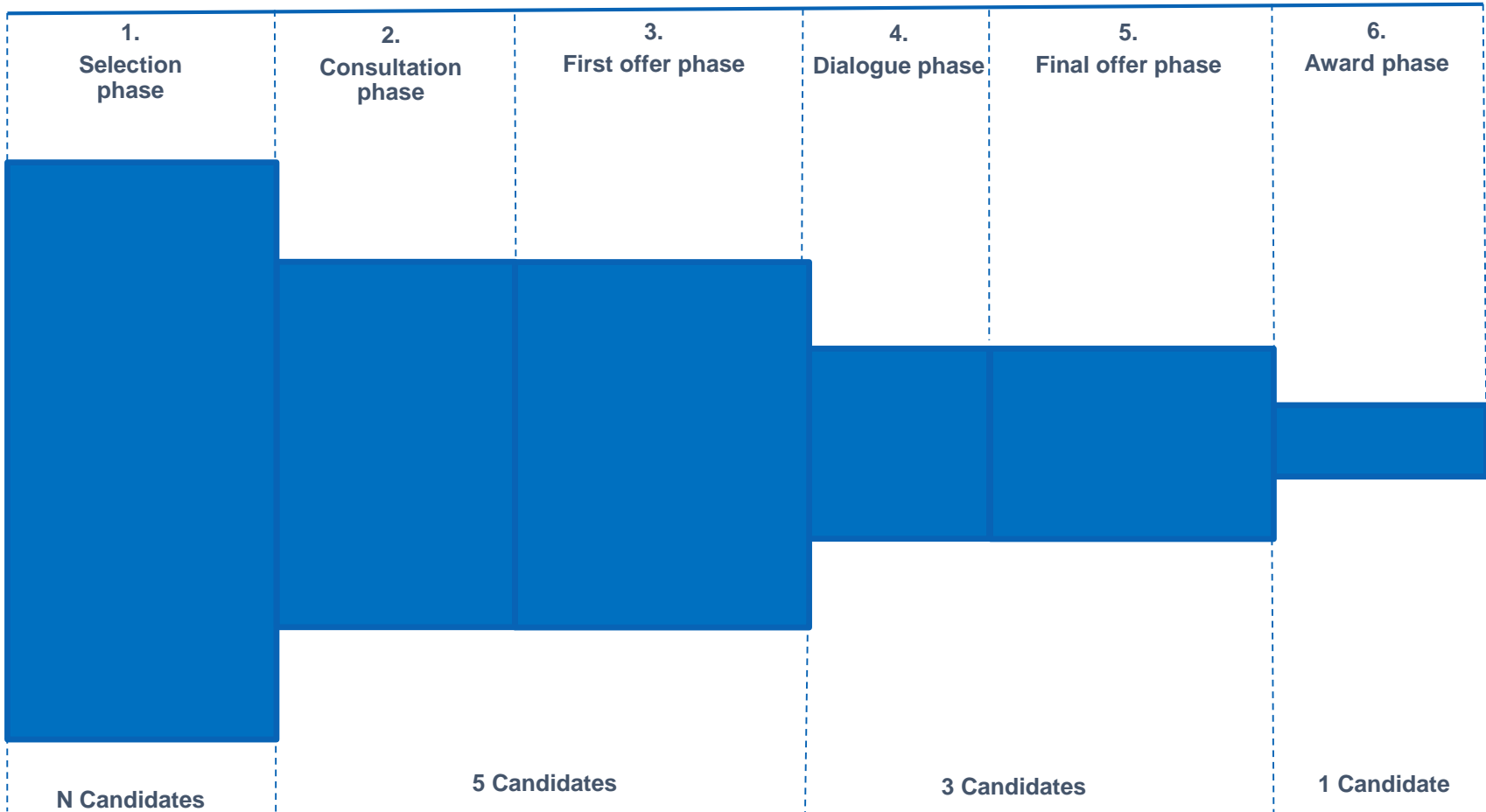
- **A negotiated procedure (with prior publication)**
- **Focus: procurement procedure based on contract award criteria (quality of the offer):**
  - Reliability and Maintainability
  - Functionality and Design
  - Process quality
  - Sustainability
- **Price Limit**
- **A Procurement Guideline for each phase**

## Price Limit

- Price limit applicable to the tender
- Published early in the procurement process
- Final Offer: beneath this price limit ('knock-out' criterion)



# Procurement procedure

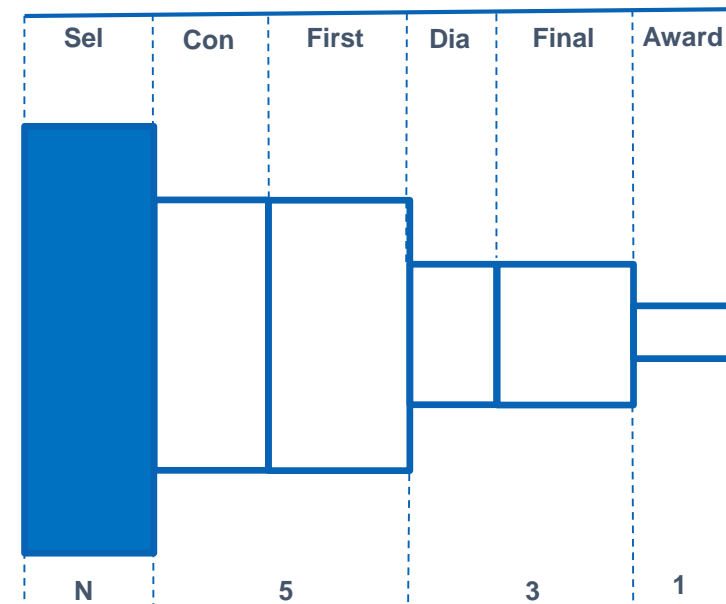


## Procurement phase - Selection

Minimal requirements for qualification:

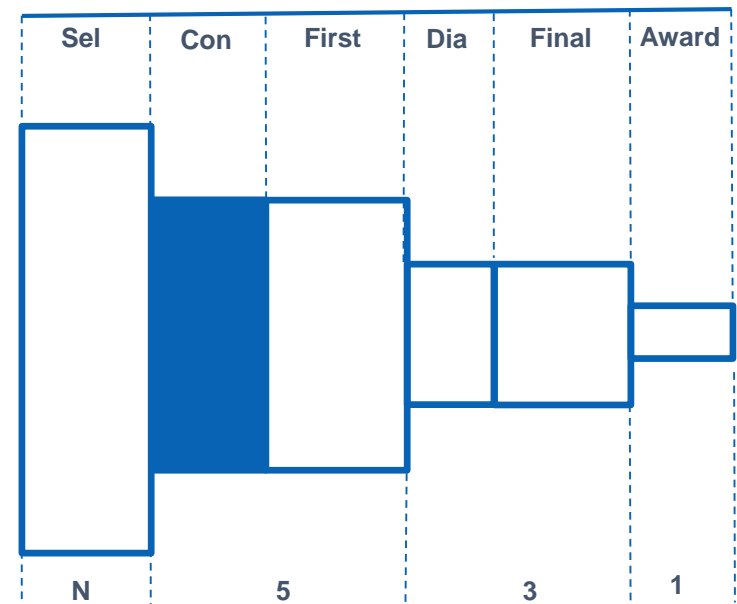
- Professional integrity
- Technical and/or professional ability: references/experience

- References/experience will be awarded in further selection



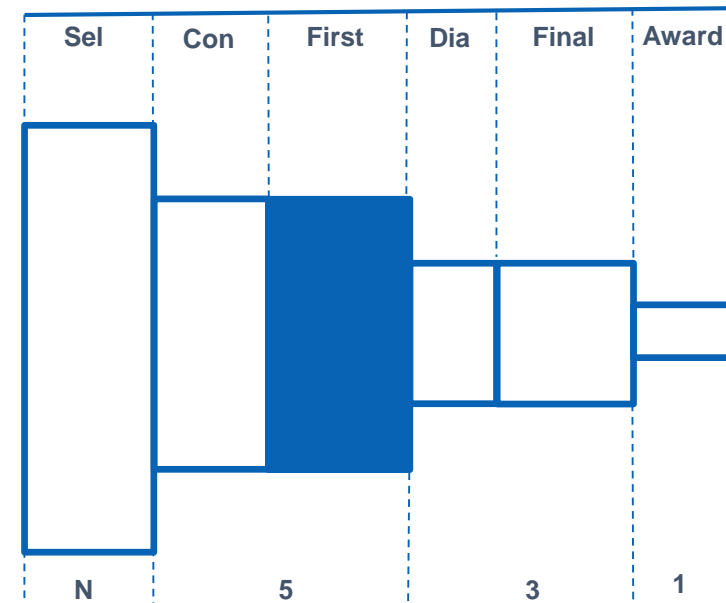
## Procurement phase - Consultation

- **5 Competitors**
- **Discuss the Draft Functional Requirement Specifications**
  - Before finalizing of FRS by GVB
  - For optimization and mutual understanding of FRS
  - Requests for (minor) modifications to the FRS welcome at this stage



## Procurement phase – First Offer

- **5 Competitors**
  - **Emphasis on:**
    - Reliability and Maintainability
    - Functionality and Design
    - Process quality
    - Sustainability
- (qualitative aspects only)



# Contract Award Criteria

(objectives)

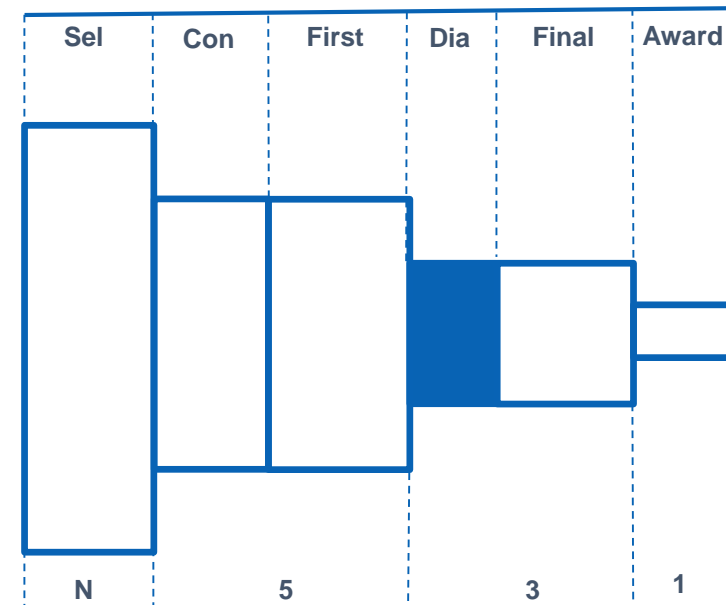
1. **RAM** (optimal Maintainability and Reliability → Availability);
2. **Functionality and Design** (the ‘best fit’ for the Amsterdam region, including technical and esthetic design);
3. **Process quality** (‘In Control’ in aspects time, quality and budget in the design and realization and commissioning process and warranty period);
4. **Sustainability** (an optimal contribution to the Sustainability goals of GVB).

## Evaluation of First Offer → Reduction of Competitors

- Compliance check, qualitative assessment and valuation by an Advisory Committee for each Contract Award Criterion;
- Reduction of the number of Competitors to three, based on the qualitative assessment and valuation in accordance to the Procurement Guideline;
- Competitors' statement that Final Offer will be beneath *price limit* ('knock-out' criterion)

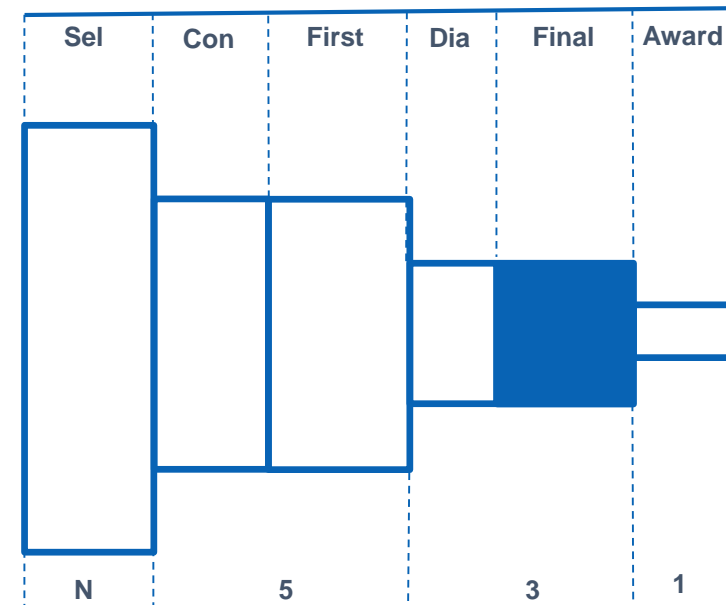
## Procurement phase – Dialogue phase

- **Max. 3 Competitors**
- **Individual meetings**
- **Emphasis on:**
  - Evaluation of the First Offer
  - Proposals for improvement for the Final Bid



## Procurement phase – Final Offer

- **Max. 3 Competitors**
- **Contract award based on ‘most economically advantageous tender’:**
  - Price including weighted options
  - Award criteria:
    - Reliability and Maintainability
    - Functionality and Design
    - Process quality
    - Sustainability



## Most economically advantageous tender

**Price: main order including weighted options**

— / — **Fictive deduction: valuation of award criteria**

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**MEAT: most economically advantageous tender**

# Communication

- **General & Specific Clarifications**
- **(virtual) Data Room**
- **Procurement & Contract language: Dutch**
- **Procurement Guidelines and Requirements will be translated in English (non binding)**

## Planning (provisional)

Phase	# Competitors	Planning (expected)
Selection	N	Jan – March 2017
Consultation	5	April– May 2017
First Bid (submission)	5	July 2017
Dialogue	3	October – December 2017
Final Bid (submission)	3	February 2018
(preferred bidder)		April 2018
Contract Award	1	June 2018

## Q&A regarding Industry Day (1/4)

*Please note that the answers below are provisional and do not form part of the procurement procedure. No rights can be derived from the answers below.*

Question	Answer
What is the timeline from the Tender till the selection?	Please see slides 10 and 23 of the presentation for the provisional timeline.
When and where will the Tender Guide be published ?	The Tender Guide for the Selection phase will be published early January 2017 on the Dutch website <a href="http://www.tenderned.nl">www.tenderned.nl</a> , from where it is automatically forwarded to the European website Tenders Electronic Daily (TED). The Tender Guides for the other phases will be published at the start of each phase.
Are the specifications similar to the last series metro or does the future metro have different specifications?	Please see slides 8 and 9 of the presentation.
Before the first bid are there any specific procedures that need to be followed?	This will be explained in the Tender Guide for the Selection phase.
Is there an opportunity for any improvement before the final bid?	Yes, candidates may improve their first offers is during the Dialogue and Final Offer phase (for those Candidates invited).
When will S&C be operational?	Signalling & Control is scheduled to be operational by July 2018.
During the presentation City Region of Amsterdam and Amsterdam municipality were mentioned as parties involved in this project, are there any other third parties involved in the Tender?	Not directly, however the supplier of Signalling and Control will be an important partner in the project since this system is already installed in the infrastructure and the on-board equipment will be supplied to the metro manufacturer

## Q&A regarding Industry Day (2/4)

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Question	Answer
<p>What is the intended frequency of delivery of the vehicles and what is it based on?</p>	<p>In principle the supplier can deliver one vehicle per month. This frequency is based on the organizational- and track capacity for receiving the metros by GVB. There will be an option in the contract to speed up delivery, if a higher tempo is possible for GVB.</p>
<p>Who will be in the “Advisory Committee”, assessing the qualitative parts of the bids?</p>	<p>The “Advisory Committee” will be formed by specialists from GVB as well as external specialists. The names of the specialists forming the Advisory Committee will be announced in the Tender Guide for the appropriate phase.</p>
<p>Which language will be used for all communications regarding the Tender?</p>	<p>The official language is Dutch, please refer to slide 22 of the presentation.</p>
<p>Related to Signalling &amp; Control, will the future Supplier align directly with the supplier of the Signalling &amp; Control system or will this be obtained via GVB?</p>	<p>Direct alignment between the M7 manufacturer and Signalling &amp; Control supplier will be required during all project stages because of the complexity of the interface. Formal communication however will go through GVB and the municipality of Amsterdam (MET).</p>
<p>What is the scope division between Signalling &amp; Control supplier and M7 manufacturer regarding Signalling &amp; Control?</p>	<p>This will be further clarified in the documents provided in the Consultation phase.</p>

## Q&A regarding Industry Day (3/4)

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Question	Answer
Will testing part also be one of the responsibilities of the future supplier?	Yes
Who is the provider of the ICT? This one needs to be specified.	There is not a single specific provider for ICT. GVB will require an open standard solution for all non-TCMS solutions, based on a Generic ICT Vehicle Infrastructure (GIVA). This will be further detailed in the Functional Requirement Specification.
Why do you wish to split the initial delivery of 30 vehicles into 2 batches?	This might be requested as an option, because of alignment of vehicle delivery to the end-of-life of older series, please see slide 7 of the presentation. It is still under consideration internally whether this option will actually be included or not.
How will the different award criteria be weighted?	This is not yet decided. The outline for the award criteria will be given in the Tender Guide for the Selection phase. A detailed explanation will be given in the Tender Guide Consultation and First Offer phase.
In case of a consortium of two, will both parties (separately) have to meet all the requirement in the Selection phase?	No. If the Candidate consists of two or more companies (consortium) it is sufficient if one of them meets the requirements for experience/reference, or if the consortium does so jointly.
Will the requested options be indexed and, if so, in what way?	This will be described in the Tender documents.

## Q&A regarding Industry Day (4/4)

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Question	Answer
Will there be fixed minimum price?	There will not be a fixed minimum price, but the Tender Guide may contain the lowest tender sum that GVB considers possible for the base order. A tender sum below this amount will be assumed to be “abnormally low” and a risk for the project. Therefore an abnormally low bid needs to be substantiated by the Candidate. If this substantiation is insufficient, the bid can be considered invalid.
Is WIFI foreseen in the metro vehicles?	No, not at this moment.