



Metrorail 2012, London

Value-strategy for the procurement of metro-trains and signalling systems

28 March 2012

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Modal split transport City of Amsterdam



The assignment (upgrade metro system)



- New metroline (North/Southline)
- New fleet of metrotrains
- New Signalling System
- UTO only as an option (GoA2+)
- New ICT and telecom systems
- Depot facilities
- Regular maintenance and renewals

Total investment-budget (20 years):

€ 4,5 billion of which € 800 million for trains, systems and facilities

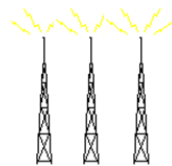


Procurement Strategy Trains and Signalling

- Two projects, two disciplines, one strategy

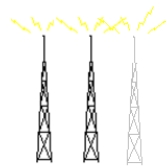


Construction new Metroline



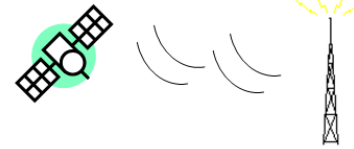
WLAN-A, WLAN-G, TETRA

Smartphone, WLAN-G, TETRA



Operator

Passengers



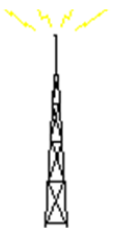
GPS, GSM, GPRS, UMTS, WIMAX

Signalling & Control Systems

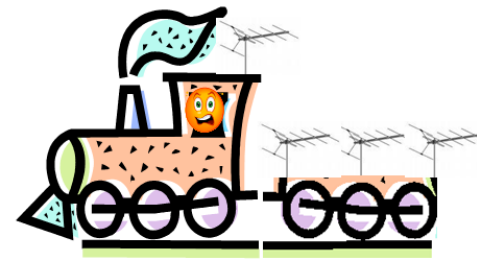


CBTC

Efficiency



Authority



Procurement Trains



Scope



- Concept
- Design and innovation
- Special Dutch requirements
- Size of the contract



“A friendly giant”





Process



- City Council: It's a metro!
- Market consultation
- Pre-qualification
- Request for quotation
- Evaluation
- Clarification
- BAFO
- Contract-close
- Realization



“6 Years from Council to first delivery”





Procurement philosophy

- Design and Build – option Maintain
- Standardization versus custom-made
- Functional versus technical requirements
- Value-based awarding



“A product, not a service”



Value-based awarding (1)

- Quality-budget (Q) = *maximum* € 150 million
- $Q = Q1 + Q2 + \dots + Q6$
 - Q1 = RAM (weight: 30%)
 - Q2 = Technical design (20%)
 - Q3 = Construction (25%)
 - Q4 = Safety (10%)
 - Q5 = Industrial design (5%)
 - Q6 = Documentation + Education (10%)



“The Quality-budget should be significant”



Value-based awarding (2)

- Assessment Q1, Q2 Q6

- A-mark = 100% of Quality-budget
- B-mark = 50% of Quality-budget
- C-mark = 0% of Quality-budget
- D- or E-mark = Show-stopper



- Value (V) = Price-offer (P) – Quality-budget (Q)

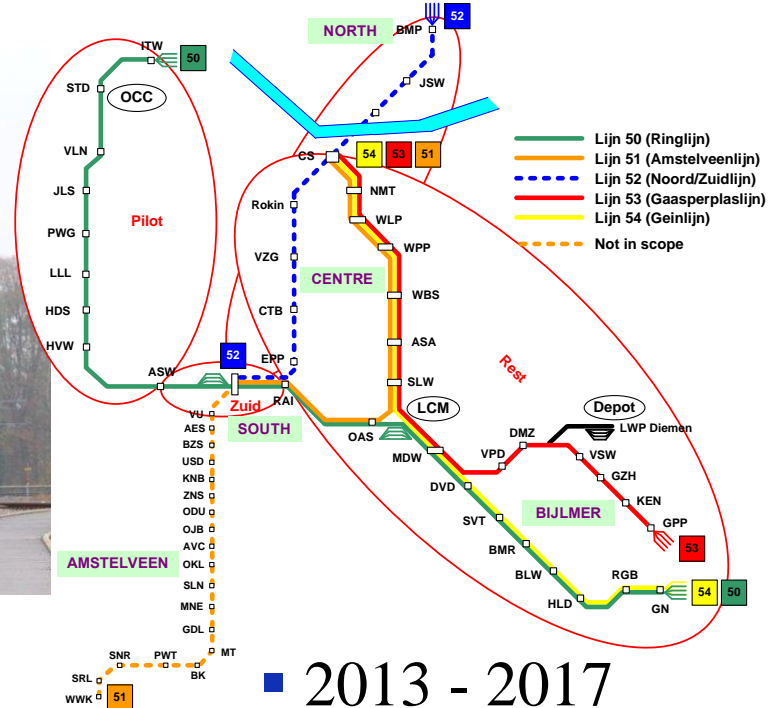
“The economical most advantageous offer”



Project Deliveries



■ 2012 - 2016



■ 2013 - 2017

Two ultimate goals:

1. 2028
2. 2017

An aerial photograph of Amsterdam, showing the dense, grid-like street pattern of the city. The canals are visible, winding through the urban landscape. The text "Thank you" is overlaid in the center of the image.

Thank you

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