



City of Amsterdam
Department of Infrastructure Traffic and Transport

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)



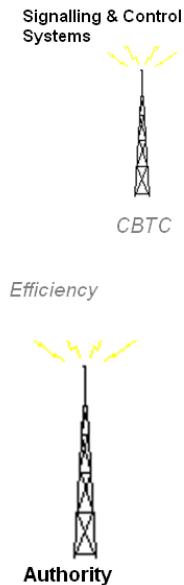
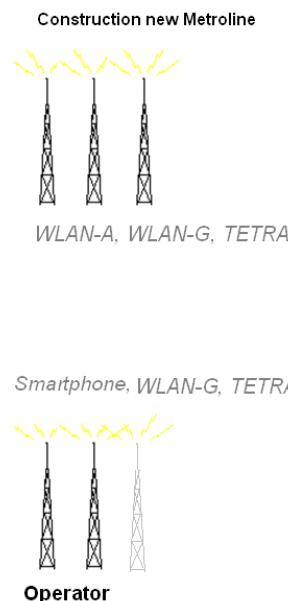
- New metroline (North/Southline)
- New fleet of metrotrains
- New Signalling System
- UTO only as an option (GoA2+)
- New ICT and telecom systems
- Depot facilities
- Regular maintenance and renewals

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





Scope



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



“A friendly giant”





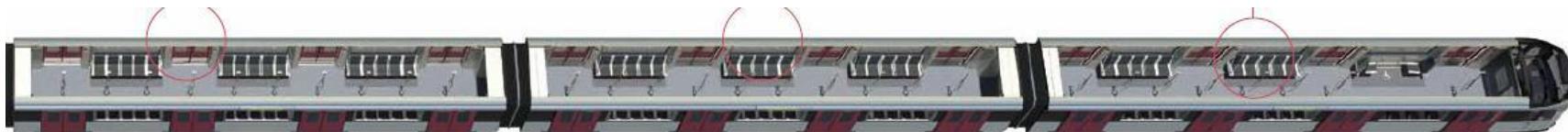
Process



- 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
- $Q = Q1 + Q2 + \dots + Q6$

- $Q1 = \text{RAM}$ (weight: 30%)
- $Q2 = \text{Technical design}$ (20%)
- $Q3 = \text{Construction}$ (25%)
- $Q4 = \text{Safety}$ (10%)
- $Q5 = \text{Industrial design}$ (5%)
- $Q6 = \text{Documentation + Education}$ (10%)



“The Quality-budget should be significant”



Value-based awarding (2)

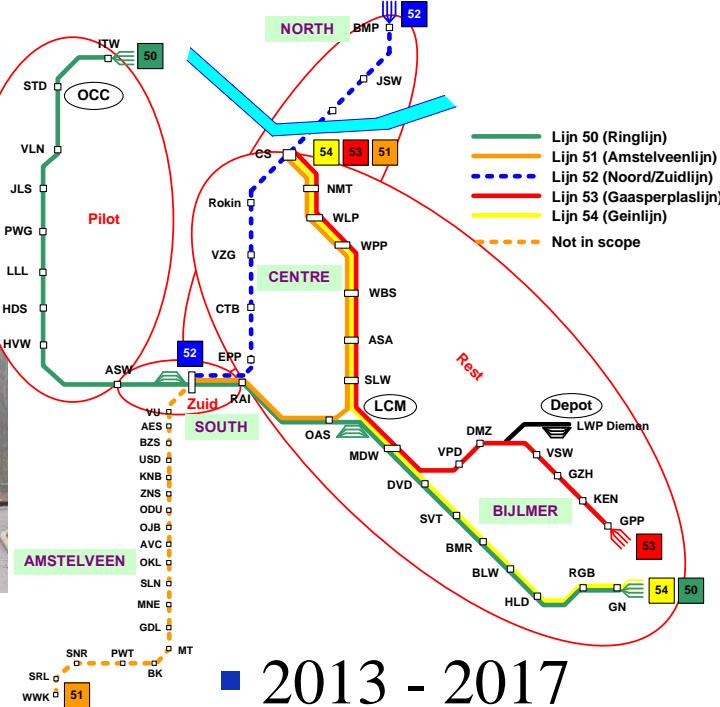
- Assessment Q1, Q2 Q6
 - A-mark = 100% of Quality-budget
 - B-mark = 50% of Quality-budget
 - C-mark = 0% of Quality-budget
 - D- or E-mark = Show-stopper
- $V = P - Q$

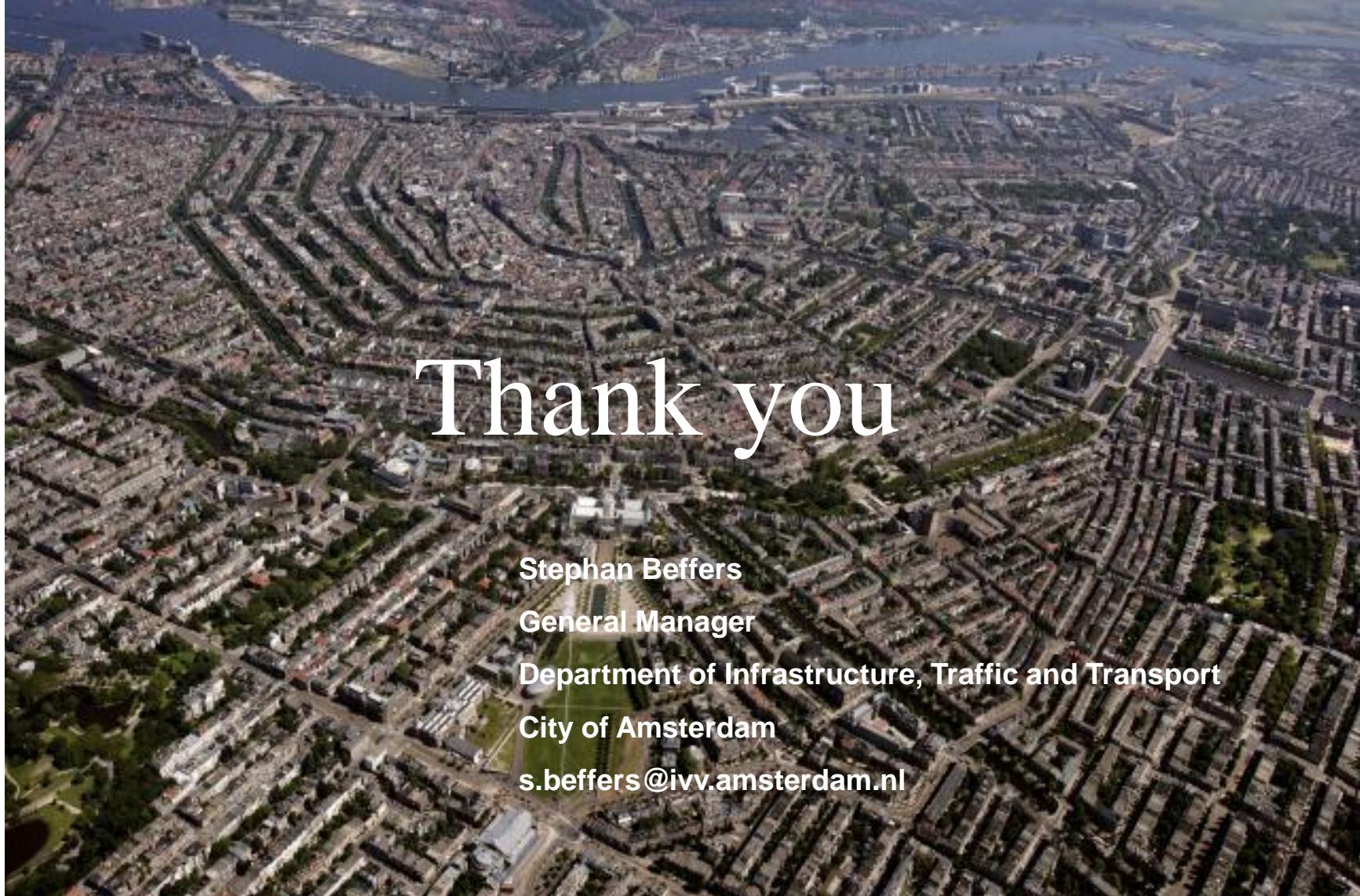
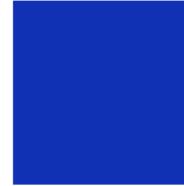
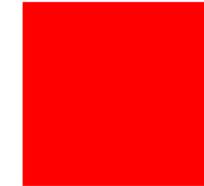


“The economical most advantageous offer”



Project Deliveries



An aerial photograph of the city of Amsterdam, showing the dense grid of canals and buildings characteristic of the city's urban planning. The image covers a large portion of the slide, with the text and other elements overlaid on it.

Thank you

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