Procurement at The Swedish Transport Administration

Camilla Ahston, LL.B. International Strategist
We help to develop society
Our tasks

• To be responsible for the long-term planning of the traffic system for road and rail transport, shipping and aviation

• To be responsible for the construction, operation and maintenance of State roads and railways
We are developers of society who every day develop and manage smart infrastructure. We do this in cooperation with other players in order to make life easier all over Sweden.
Sweden’s roads and railways

- 11,900 km of rail tracks
- 560 stations for embarking and disembarking
- 11,400 points
- 98,400 km of State roads
- 76,100 km of private roads with a State subsidy
- 41,000 km of municipal streets and roads
- 40 ferry lines
- 16,000 bridges (3,781 railway bridges)
Some of our projects

The ERTMS project (national)

The Gothenburg-Borås project
The Marieholm Connection project
The West Link project
Varberg-Hamra

Flackarp – Arlöv, four tracks

The Hallandsås project

The E4 Stockholm Bypass project
The Stockholm City Line project
The North Link project
The Mälaren Line project
The East link project
The Södertörn Cross Link project
Getingmidjan (Wasp Waist)
Approximately 6 - 7 procurements a year

Annual contract value of about 2 billion SEK

About 35 contracts

Each covering 120 – 1000 km

Contract period 5 years with 1+1 or 2 year extension option
• General provisions: Design and build (ABT06)
  – The contractor is responsible for the planning
• Technical description on code level of what should be done and priced according to the bill of quantities
  – Technical description in functional requirements
  – The contractor may decide production methods, materials, etc. within a certain frame.
• Tender evaluation:
  1. Qualification criterias
  2. Lowest price
• In total approx 110 road maintenance contracts
  – Appr. 25 contracts are tendered every year
• Contract period: 4 year with 1+1 year optional
National Plan 2014–2025
– a government framework of SEK 522 billion

- SEK 281 billion Measures for the development of roads, railways, locks and navigation channels
- SEK 155 billion Operation and maintenance of roads
- SK 86 billion Operation and maintenance of railways
How to become a supplier to the Swedish Transport Administration (Trafikverket)
Trafikverket ska bryta ut spårriktning och lägga in ett nationellt uppdrag utanför baskontrakten. På detta vis kan inträdesbarriärerna för SME minskas.
A pure client role

- an approach where we create the conditions for the market to...

...increase rate of innovation
...increase productivity
...take more responsibility
...increase competition
To act in a purely client role is a challenge that makes great demands on both the Swedish Transport Administration and our suppliers.

Even in the internal cooperation, we will be characterized by this approach.
Increasing demands on our contractors

- Larger ability for alternative / innovative solutions
- More efficient use of resources
- Better planning and more industrial production
- More transparent accounting, self-monitoring and verification
- Increased expertise in managing projects
- A greater focus on regulatory and safety requirements
- Smarter temporary traffic solutions
  - Foster working environment and "customer's customer"
- LCC is a natural part of the work

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Increasing demands on our consultants

- **Description of the function already in early stages**
- **Increased focus on the overall economy**
- **More process-oriented way of working**
- **Higher technical expertise**
- **Documented experience feedback**
- **Ability to develop a better knowledge about production**
- **More consortia with foreign operators**
- **More contracts with fixed prices**
**Our objective is clear**

**Design and Build:** Procurement volumes should attain at least:

- 2013: 30%
- 2014: 40%
- 2018: 50%

**Planning:** Procurement volumes to fixed prices should attain at least:

- 2013: 20%
- 2014: 30%
- 2018: 40%
Procurement

This section describes Trafikverket's procurement operations.

You can find current and planned procurements in the menu. You can also find information about how we work with procurements and how you can increase your chances of becoming a supplier to Trafikverket.

Procurement News

Our newsletter Procurement News contains information about up-coming projects and procurement at Trafikverket and will be published 3-4 times a year.
How to become a supplier

• What to consider when submitting tenders
  – Read the enquiry documentation carefully and in good time.
  – Check all important dates.
  – Produce your tender by following the instructions set out in the enquiry documentation.
  – Attach the documents, certificates and appendices that are required for the tender.
  – Submit the tender in accordance with the instructions provided in the tender documents.

• The Swedish Transport Administrations pre-qualification system TransQ.
We have to follow the Public Procurement Act (LOU) and the Act on Procurement in the Water, Energy, Transport and Postal Services Sectors (LUF). These acts are based on EU Procurement Directives.

Electronic procurement

Enquiry documents

General conditions
• AB 04
• ABT 06
• ABK 09
Our 10 largest suppliers 2014

- Svevia: 4,275
- Peab: 3,093
- Infranord: 3,050
- NCC: 2,728
- Skanska: 2,655
- Strukton Rail: 1,410
- Sweco: 1,220
- Bilfinger Berger: 1,071
- Veidekke: 521
- ÅF: 511

Period 2014.01-2014.12

Source: Agresso Jan-dec 2C
Market

Trafikverket is the largest public contracting authority in Sweden and procures for ~ 4 billion euros annually.

Trafikverket has an extensive business and we have a large number of suppliers.
International activities

• International supplier’s day
• Seminars for foreign suppliers
• Newsletter to foreign suppliers
• Tender meetings.
• Up-date of the English version of the website. Additional information will be added.
• Continuation of efforts to reduce market entry barriers to our markets. Strategy on the way.
A selection of new foreign suppliers who have entered our market the last years

- Max Bögl at E4 Sundsvall
- Subcontractors to Swedish consultancies in The East Link Project:
  - Japan International Consultants for Transportation CO, Ltd
  - SNC-Lavalin SAS
  - Idom Ingeriería y Consultoría S.A.
- Acciona at Malaren Line Project and The East Link Project
A selection of new foreign suppliers who have entered our market the last years

- Subcontractors to Acciona at Malaren Line Project
  - Scandon
  - Copuno Sweden AB
  - Roko
  - Pro-Bau

- Subcontractors to Swedish consultancies at Gothenburg-Borås Project
  - Deutsche Bahn International
  - Systra

- Subcontractors to Swedish consultant at The West Link Project
  - Basler & Hofman
A selection of new foreign suppliers who have entered our market the last years

- URS at E4 Bypass Stockholm
- STI and Subterra in a JV at E4 Bypass Stockholm
- Kauno Tiltai in a consortium with Sandahls Grus och Asfalt AB at road 156
- VolkerWeiss and Infratek have won contracts for maintenance railway
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