



# Procurement in Banedanmark

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banedanmark



## Banedanmark – who we are – what we do

- Own and manage the Danish state railway network.
- A state-owned enterprise under the Ministry of Transport, Building, and Housing.
- 2,300 employees of whom the majority work either in traffic management or to ensure that the railway network is maintained, restructured and extended.



# Busy tracks

- Aprox. 3,000 trains run day and night on our rail network.
- More than 1 million trains a year.
- More than 40,000 arrivals and departures daily.
- More than 195 million passengers are transported annually.
- Aprox. 8 million tons freight are transported annually on our network.



# Current 4 major projects are in progress

## *New landscape of railway infrastructure in Denmark*



- New Line Copenhagen – Ringsted
- New railway Fehmarn Belt
- Electrification Programme
- Signalling Programme

## Banedanmarks expectations to our suppliers:

All projects are delivered on time and at high quality.

Open and constructive dialogue throughout the project.

Ensure we have the best people on the task as possible.

## What can you expect from Banedanmark:

A professional partner.

Meetings about the cooperation in the projects and how we can improve it together.

# Railway Safety in Banedanmark:

*A lot of work is conducted near the track, while trains are passing close by*

Mandatory education:

- ✓ All employees must pass the course: "Pas på, på banen".

Everyone working at Banedanmarks areas must have a valid ID from this security course.



# Safety certificate

## *New rule for contractors*

- Suppliers need to have their own railway safety certificate in stead of using Banmarks certification.
- Find information on our homepage or attend info meeting in September.

## How to become a supplier

- Tenders published on TED – Tenders Electronic Daily.
- Find Banedanmark tenders online at Tender Plan:  
<https://banedktenderplan.tricommerce.dk/#/list/incoming>
- Qualification system on Banedanmark's homepage  
"Kvalifikationsordningen"

## Tender Strategy Objectives

*Banedanmark is using new, better and more cost efficient ways of building rail infrastructure.*

- Ensuring maximum competition by attracting both Danish and international suppliers.
- Using negotiation and incentives when appropriate.
- Using Design-Build when appropriate and the project gives real freedom of choices for the contractors.
- Gaining from economies of scale.



# Tender Conditions

- Work language and tenders are in English or Danish.
- Contracts are in Danish and subject to Danish law.
- Restricted procedure or Negotiated procedure with 1-2 negotiations.
- Award criteria being either
  - o the lowest price or
  - o the best price-quality ratio
- Design & Build contracts or contracts with one general technical consultant and one general contractor.



# Qualification Systems - 6 services

*Consider carefully which service you would like to apply for*

- 1. Rails
- 2. Construction
- 3. Assessment
- 4. Technical consultancy
- 5. Ressource person
- 6. Logging services




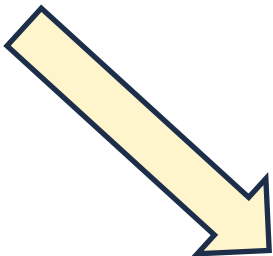
## Find information on tenders

- Find our Tender Plan on [www.bane.dk](http://www.bane.dk)
- Online Tender Plan is updated continuously.
- Find details on projects on Tender Plan.
- Subscribe to incoming tenders and sign up for News Letter.
- See prequalified and winning tenderers on Tender Plan for a specific tender.
- Find new tenders published at Tender Electronic Daily.
- Attend market dialouge meetings held in English – new meeting in **September!**



# Find Tender Plan at:

[www.bane.dk](http://www.bane.dk) (also in English)



**Leverandører**  
Velkommen til vores nye hjemmeside for leverandører

<b>NÅR DU HANDLER MED OS</b> Indkøb, udbud, leverandørportal og faktura	<b>NÅR DU LEVERER EN VARE</b> Oversigt over de varer og ydelser vi køber, og miljøkrav til produkter	<b>NÅR DU SAMARBEJDER MED OS</b> Leverandørpolitik, guidelines og sikkerhedskrav
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**ONE-POINT-OF-ENTRY**  
Bliv guidet som ny leverandør

# Tender Plan

*Future, current and completed tenders at online Tender Plan*

Overview and description of each project in these 5 categories:

- Renewal & construction
- Operations & maintenance
- Technical advisory
- Consulting
- Goods and other services

Geography	Tender size	Tender date
Jutland	DKK > 100 mill	Q3 2017
Sealand and other islands	DKK > 100 mill	Q3 2017
Sealand and other islands	DKK > 100 mill	Q3 2018
Sealand and other islands	DKK > 100 mill	Q3 2018

What, where, when, who



# Details in Tender Plan – also in English

## RYOMGÅRD-GRENÅ

Tender ID: BDK00011 Project no: NF/SP/0463 Last updated: 2 May 2017

**Project name:** Ryomgård-Grenå **Contract type:** Detailed Design AB92  
**Offer deadline:** 9 May 2017 **Tender form:** Limited tender  
**Naming:** Construction Tender **Tender size:** 50m - 100m DKK  
**Execution period:** Jun 2017 - Jan 2018

Tender description

Project description



Subscribe to changes to the selected tender.  
Forward tender to others.

2017-4761 Outsourcing of Tamping - Market dialogue BDK00043

2017-2009 Large Scale Maintenance - An International Comparison BDK00041

NF/KS/0088 Fornylse af overvågningsanlæg BDK00045

Outsourcing of Forestry Services - Market dialogue BDK00051

NF/SP/0463 Ryomgård-Grenå BDK00011

2017-5402 Udbud af rammeaftale på rådgivning til trafikinformation BDK00055

2017-5192 Udbud af udlejningsadministration BDK00054

### Other

Profession Tracks

### Geography, renewal & constructional infrastructure

BTR no. 362004

Section: Ryomgård - Grenå

Track no. 36

Size of project: 20 km of tracks, 11 km of ballast cleaning, 2 no. of switches, 1,5 km of drainage, 5 crossings, 1 buffer stops

### Category

Renewal & constructional infrastructure

### State

Current

### Geography

Jutland

### Contact Information

Steen Ingwersen (Projektleder)

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Tender & project descriptions  
contact info, category,,  
size of project

# Technical Division

## *Sourcing Strategy for Maintenance:*

- Annual maintenance of aprox. 166 million Euro (1,25 billion DKK in 2015).
- Aprox. 55% is currently outsourced.
- We expect an increased outsoucing up to 90% over the next 8 to 10 years.

Thank you for your attention

