



## Future outsourcing plans of maintenance & safety certificate

Søren Boysen d. 8. september 2017

**banedanmark**



# Agenda

Kl. 11.00-12.00

- Future outsourcing plans of maintenance – Søren Boysen
- Safety certificate – Martin Harrow
- Procurement in Banedanmark – Rasmus Hejlskov

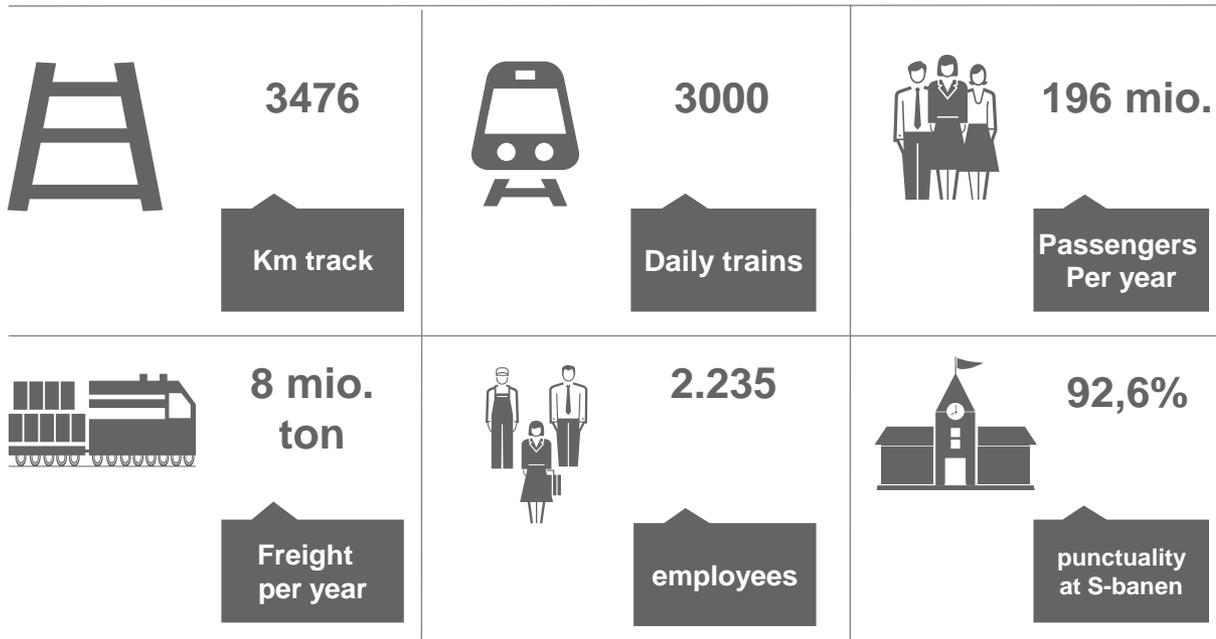
Kl. 12.00-12.30

- Sandwich and networking

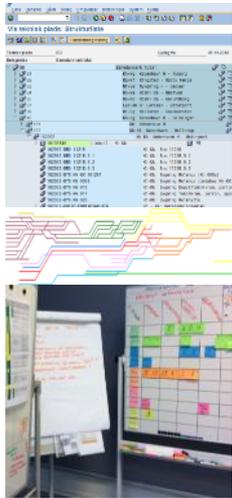
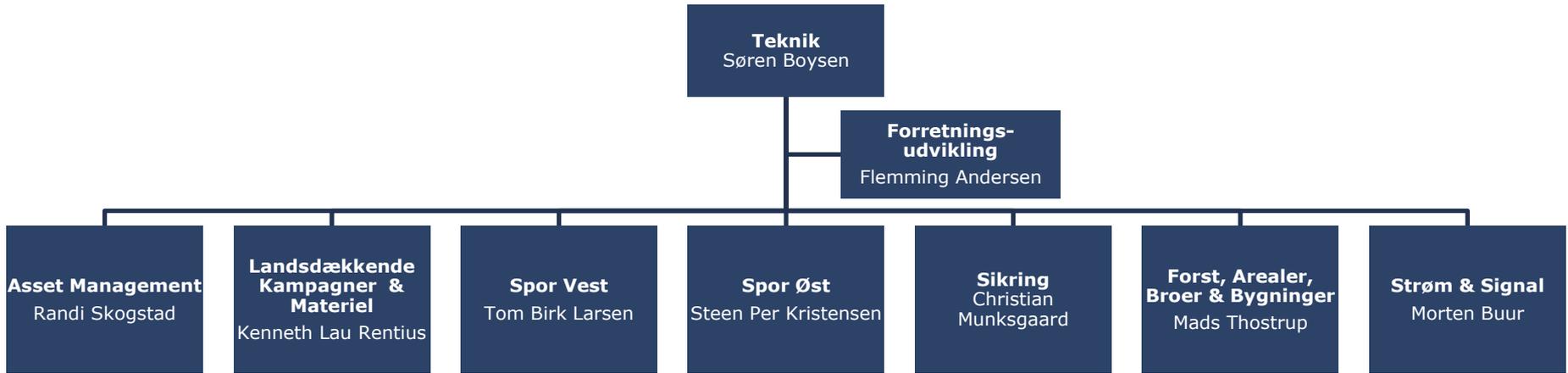
Kl. 12.30-13.00

- Follow up and next step

# Facts about Banedanmark



# Teknik



# Outsourcing of maintenance

Our starting point is the strategy of Banedanmark.

- 55% of our maintenance activities are executed by external contractors today.
- Over the next 5-10 years we aim to reach 90% executed by external



**MISSION**  
We develop and supply a secure, attractive and effective railway.



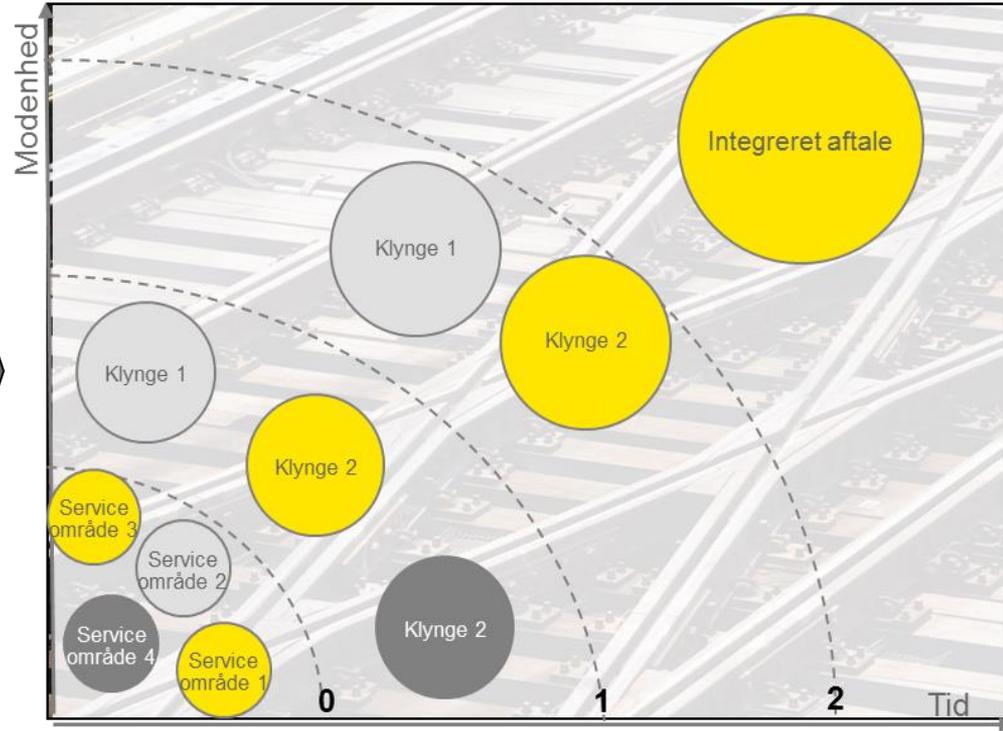
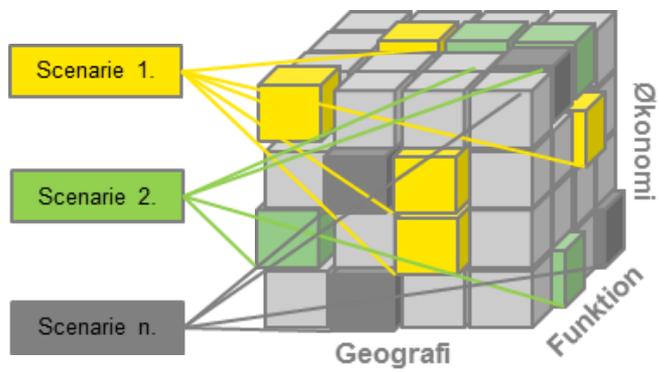
**VISION**  
We fit the railway to integrate in the flexible transportation of the future.

## Our Strategy for outsourcing of maintenance

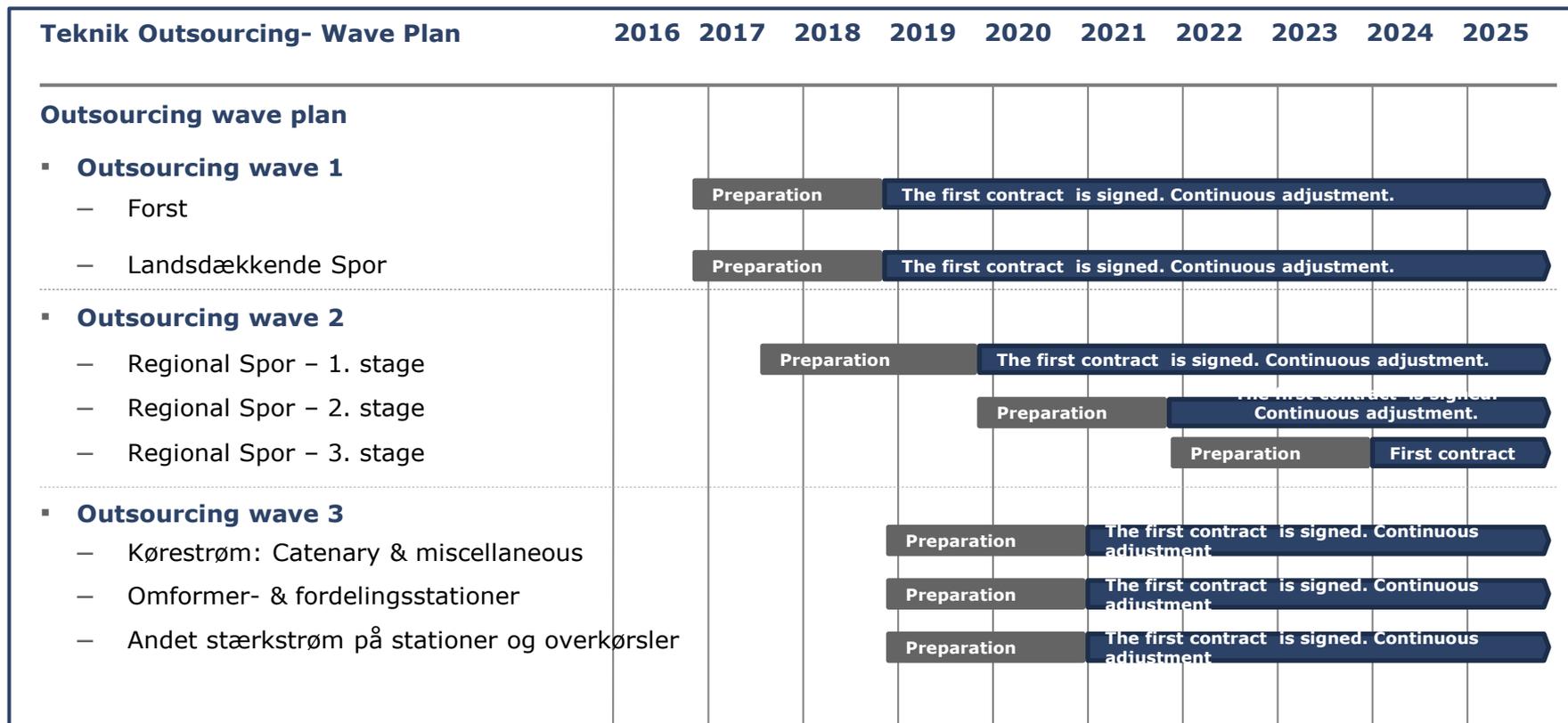
- Besides Sikring, all disciplines are suitable for outsourcing.
- As prerequisites for the tendering of activities, we must have the **internal readiness** required, and a **mature** and **attractive** market must exist.
- Internal readiness and market maturity varies between disciplines, thus activities are outsourced in stages or waves.



# How?



# Time schedule (Q2 2017)



# Questions?



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# Presentation for Meeting with Contractors

Contractors obtaining their own safety certificate

Martin Harrow d. 8. september 2017

**bandedanmark**



# Requirement for contractors to uphold their own safety certificate when driving on Banedanmark's tracks outside of a track possession

- The purpose of obtaining own certificate
- Extent of the requirements
- How do we introduce the requirement?



# Own safety certificate

## **Purpose**

- Avoid dual roles for Banedanmark
- Contemporary arrangement regarding the volume of work
- More control with competences and stock
- Simpler rules in regards to other parts of the market
- More equal competition

# When are the requirements of own certificate relevant?

## **Not relevant:**

- Inside track possessions
- Circumstances which do not require certificate cf. The Danish Transport-, Construction and Housing Authority.

## **Transitional provisions**

- Activities regarding contracts entered into before April 1, 2017

## How do we introduce the requirement?

- All contractors, with contracts that are relevant in regards to the transitional provisions, can be issued certificates corresponding with their activities.
- Checks to ensure that driving corresponds to contracts.



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# Procurement in Banedanmark

Rasmus Hejlskov Christiansen d. 8. september 2017



## 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 the majority of whom work either in traffic management or work to ensure that the railway network is maintained, restructured and extended.



## Our mission

We develop and provide a safe, attractive  
and efficient railway

## 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

# Construction Division

## *Upcoming projects for Construction Division*

- Renewal of tracks, bridges, stations, sleepers, drainage, ballast.
- Derived works regarding catenary, interlocking and ATC.



Find more information from recent info meeting at:

<https://banedktenderplan.tricommerce.dk/#/list/completed/details/BDK00066>

# How to become a supplier

- Tenders published on TED – Tenders Electronic Daily.
- Qualification system on Banedanmark's homepage "Kvalifikationsordningen"



Find Banedanmark tenders online at our homepage:

<https://www.bane.dk/Leverandoer/Indkoeb-og-udbud/Udbudsplan>

<https://banedktenderplan.tricommerce.dk/#/list/incoming>

# 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.
- Dialogue with potential suppliers (in English when relevant).
- 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.
- Award criteria being either
  - o the lowest price or
  - o the best price-quality ratio



# Qualification Systems - 6 services

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

- 1. Rails
- 2. Construction
- 3. Assessment (NoBo and ISA)
- 4. Technical consultancy
- 5. Ressource person
- 6. Forestry/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 future, current and completed tenders in Tender Plan.
- Subscribe to information on incoming tenders.
- Find new tenders published at Tender Electronic Daily.
- Attend market dialouge meetings held in English.



# Find Tender Plan at:

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



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

**NÅR DU HANDLER MED OS**  
Indkøb, udbud, leverandørportal og faktura

**NÅR DU LEVERER EN VARE**  
Oversigt over de varer og ydelser vi køber, og miljøkrav til produkter

**NÅR DU SAMARBEJDER MED OS**  
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

<b>Project name:</b>	Ryomgård-Grenå	<b>Contract type:</b>	Detailed Design AB92
<b>Offer deadline:</b>	9 May 2017	<b>Tender form:</b>	Limited tender
<b>Naming:</b>	Construction Tender	<b>Tender size:</b>	50m - 100m DKK
<b>Execution period:</b>	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

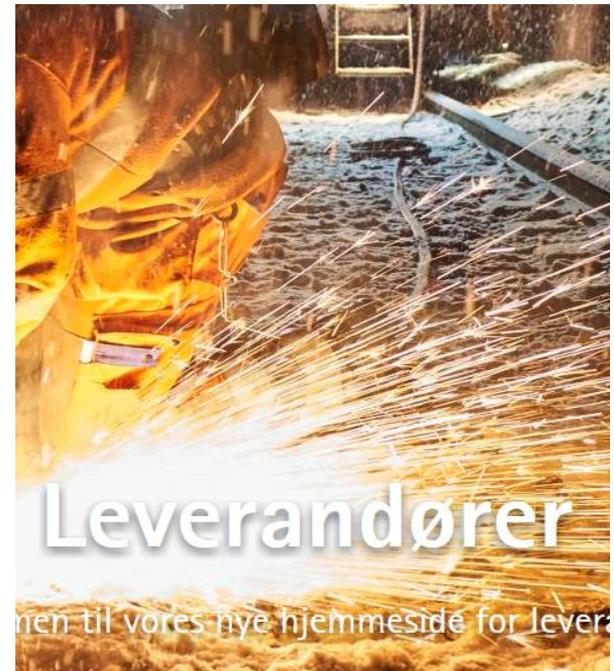
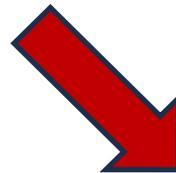
Steen Ingwersen (Projektleder)  
 25235452  
 SJIN@bane.dk

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

# One-Point-Of-Entry

*Please contact us at:*

- [leverandoer-kontakt@bane.dk](mailto:leverandoer-kontakt@bane.dk)
- Phone: +45 8234 0498  
from 10-14



## NÅR DU ARBEJDER FOR OS

Få godkendelse og tilladelser til adgang til Banedanmarks arealer og it.

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## ONE-POINT-OF-ENTRY

Bliv guidet som ny leverandør