

Suppliers and other stakeholders
Att: N/A

Dato: 30.06.2021
Prosjektnr: 20-22
Deres ref: N/A
Henvendelse til: N/A

Request for information (RFI) nr. 4 regarding Procurement of new long-distance and intercity trains

1. About Norske tog AS

The purpose of Norske tog (NT) is to procure, own and manage rolling stock, to be used mainly for the provision of rail passenger transport as a public service obligation. NT's rolling stock is to be offered on non-competitive terms. NT also has an advisory function to the Norwegian state.

Standardization of the rolling stock fleet is an important goal for NT. Fewer train types will provide more cost-effective operations and better utilization of the fleet across lease contracts and traffic packages. To achieve this NT favors long-term contracts with rail vehicle suppliers that has a high degree of flexibility by using options.

2. The purpose of this RFI

The main purpose of this RFI is to gain understanding of the market, in terms of technologies, products and other potential solutions. Another reason for this RFI is to gain valuable insight from the market regarding the upcoming procurement of new Trainsets and appurtenant goods and services, primarily for use in a long-distance train service.

3. Regarding the Contract conditions

The contract will be based on NT's standard contract conditions, used in NT's previous contracts. NT regard this as a well-balanced contract. The project still welcome feedback on all aspects, including balance of risk, guarantees, payment plan, Force Majeure – clauses and the Testing and Authority Approvals, etc.

New contract conditions that NT is considering, and would especially welcome feedback on, are:

1. Sustainability

- NT has given Clause 25 of the Contract Conditions a broader scope, now covering both Ethical requirements and Sustainability under the term Requirements for Responsible Business conduct. Enclosed is NT's existing Code of Conduct and draft working-documents for contract new clauses. The Project will update NT's Code of Conduct and might consolidate these with the new Contract performance clauses for safeguarding human rights and protecting the environment in the supply chain in Exhibit L Sustainability, ct. Exhibit L – 1 and 2. The draft is thought representative for the level of regulation and content of the contract requirements and the required method. These requirements might soon be mandatory by legislation in accordance with EUs «Sustainable Corporate Governance Initiative».

2. ERTMS

- The main strategy for this contract is to use the contract for onboard equipment provided by Alstom from the contract with Bane NOR. This is the same solution as for NT's commuter trains – Type 77. The project has not yet concluded and would like your feedback on whether:
 - ✓ Do you deliver ERTMS- onboard equipment?
 - ✓ If so – which solution?
 - ✓ Further – is it compatible with Norwegian infrastructure / ERTMS wayside?
 - ✓ And has it been tested and approved for use in Europe / Norway?

3. Maintenance / Service

- The project is considering different levels of service agreements as specified in Exhibit A05-3, and especially ask for your feedback regarding this item. Please note that the solution for service agreements also rely on instructions to NT given by the Department of Transport, The Norwegian Railway Directorate and their contracts with the operators, which affect NT's corresponding leasing contracts. Your feedback regarding possibilities, challenges and costs will be valuable input to NT's decision whether to include service agreements for our Trainsets during the Lifetime.

4. General aspects

- The project welcome feedback on balance of risk, guarantees, payment plan, Force Majeure and the Testing and Authority Approvals.

4. Award criteria and requirements categories

Award criteria

NT will award the contract to the Tenderer with the most economically advantageous Tender, based on the best price-quality ratio, in accordance with the following Award Criteria:

No.	AWARD CRITERIA
1.	Cost
2.	Operator Experience
3.	Passenger Experience
4.	Product Delivery
5.	Project Delivery

Requirement Categories

Based on experience from the purchase of new suburban commuter trains, the Project have amended the Categories of requirements. Because the Project strive to set more open specifications and functional requirements, the aim is to make it clearer which requirements the tenderers solutions must comply with, and which requirements will be subject to evaluation related to the Award Criteria's. The Project would especially welcome feedback on the amended Categories.

The requirements set out by NT in the Tender Documentation are categorized as M, K, E and I class requirements, which are treated as follows:

- Requirement Category M – Mandatory requirements which must be fulfilled. NT will assess the requirements as either passed or failed. Failed fulfillment of a requirement leads to rejection of the Tender.
- Requirements Category K – Key requirements of significant importance to be fulfilled. NT will assess the requirement as either passed or failed. Failed fulfillment of a requirement will not lead to automatically rejection of the Tender. Failed fulfillment will be subject to assessment, giving NT a right to reject Tenders which do not fulfil the requirements. Rejection can be based on lacking fulfillment of one single requirement or the sum of several requirements.

- Requirement Category E – Evaluation requirements related to the Award criteria to determine which bidder is best placed to deliver and should be awarded the contract. Not fulfilling a requirement will not lead to rejection of the Tender. NT will assess how well the Tender fulfils the requirements in the evaluation of the Tender. Tenders which deliver and document any added value to the requirements will be rewarded.
- Category I – For informational purposes only, not subject to evaluation.

Please note that many of the Category E – requirements have related Category K – requirements. If tenderers fail to comply with the related Category K- requirement this will affect the evaluation given that it will be difficult to show any added value for the relevant Category E- requirement, resulting in 0 score for this element.

In Exhibits C and D some of the requirements will be marked with C. These are to be understood as Contract Conditions. This is not a Requirement Category as the above and the Exhibits will be restructured later where the Contract Conditions will be placed in Exhibits and other requirements will be placed in related Appendixes.

5. Regarding Cost and LCC

It is important for NT to have a payment and price schedule that is easy to understand and evaluate and give the tenderers the possibility to enter requested pricing information based on their offered product. NT have with the proposed payment and price schedule also provided instructions to guide the tenderer in entering the requested information.

6. Regarding the Requirements

NT's Project Group have been working to develop the requirements for capacity and functions. The projects aim is to make the requirements clear and functional so that the suppliers can offer your best and most cost-effective solutions, based on your standard platforms. The Project welcomes all feedback regarding the requirements.

7. Feedback

The project would like you to give feedback on two levels:

1. General overall feedback on certain topics in the enclosed RFI - questionnaire, and
2. More detailed feedback regarding the requirements in the enclosed Excel forms.

Please do not hesitate or restrict yourself in your feedback. Let us know if anything is unclear, missing or wrong, or if you have any suggestions on how to improve the procurement documents.

Please upload your feedback through CTM (Complete Tender Management – NT's Electronic Competition Implementation Tool, delivered by EU Supply).

8. Deadline:

NT welcomes your reply by:

- **Monday 2nd August 2021, 12:00 CEST.**

Regards,

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List of Appendixes:

- 01. Contract Conditions
- 02.a Exhibit A01_General
- 02.b Exhibit A02_Product Delivery
- 02.c Exhibit A05_Integrated Logistic Support
- 03. Exhibit B_Payment
- 04. Exhibit C_Delivery and Delivery Schedule
- 05. Exhibit D_Project Execution and Administration
- 06. Exhibit I_Traffic Safety & Security
- 07. Exhibit L-1 NT's Code of Conduct
- 08. Exhibit L-2 Contract performance clauses for safeguarding human rights and protecting the environment in the supply chain
- 09. Review log_RFI_4.xlsx
- 10. RFI questionnaire