

Dear,

21 June 2019

First off all we want to thank you again for your hospitality and the time you invested in the meeting. It was a pleasure and also informative for us. You will find the hand-out we used during our visit in the next slides.

During the visit we found out that in the handout two matters were not sufficiently clear. First the picture on page 10 stating the responsibilities during the first tracks and the subsequent tracks. In this presentation we reused the drawing presented at the suppliers day in November 2018. The second possible misleading text might be on page 11. There is noted that the tender procedure is a competitive dialog. This might be an incorrect Dutch translation. During the tender period we will send out the RFP and negotiate with all selected parties separately (in accordance with the European and national procurement rules). We will not send out a new RFP during the tender procedure based on input we get from the participants.

You asked us to take in account the following during the process:

- The timeline of 6 months for the RFP clarification meetings seems short. Take attention that there is also a holiday in that period.
- Please provide the documents (also) in English.
- A compensation for the effort in case a valid quote has been submitted but not selected could have a positive effect on considering participation.

Regarding the track for operational testing before commission, two notions:

- It is worth investigating the option whether it is possible to have the final system parallel to the current dual signalling system with a switch to have only one of them operational, as a part (in scope) of the tender for the suppliers contract;
- As agreed by several suppliers, it is worth considering the option of ordering the upgrade from Alstom of the current dual system, in a way that respects (not distorts) the level playing field.

An alliance agreement to share risks and benefits is worth investigating during the tender procedure.

During the visit you have indicated that you would appreciate:

- the same kind of visit for the rolling stock and
- a second visit close to the start of the tender procedure.

Finally we are happy to let you know that we are still on track. The Cabinet has approved the program plans on the 17th of May.

ERTMS Railshow

Presentation by **Wim Knopperts & Michiel Vijverberg**
April 2019

ProRail



Agenda

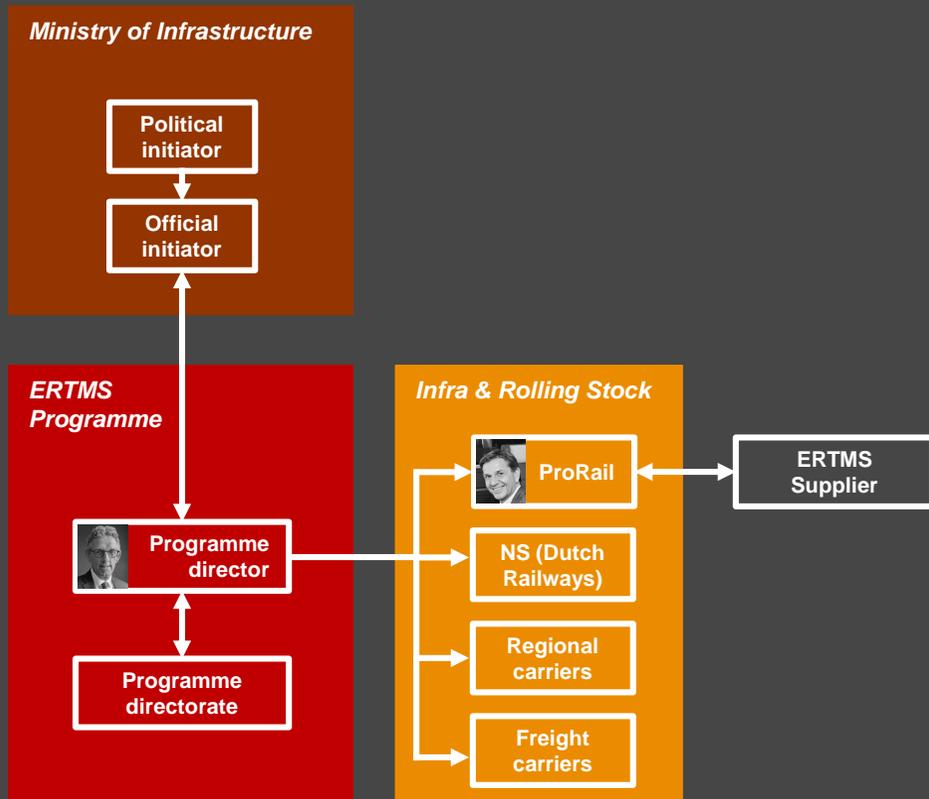
1. Introduction 03
2. Programme goals 04
3. Scope 05
4. Partnership 07
5. Tender procedure 09
6. Closing 11

Disclaimer

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Introduction

Organisational structure



Programme Board



Wim Knopperts
*Programme director
ERTMS Programme*



Michiel Vijverberg
*Programme manager
ERTMS Infra (ProRail)*

Programme goals

It's going to happen!

ERTMS programme goals:

- Timely replace the Automatic Train Protection system for ERTMS. Goal to replace all 7 corridors by 2031.
- System has to meet newest European (market)standards and shall further developed throughout the contractual period (such as TSI, and possibly EULYNX, etc.)
- Open interface, open engineering and cooperation (partnership)

We are looking for a partner that supports and advises us



Partnerships

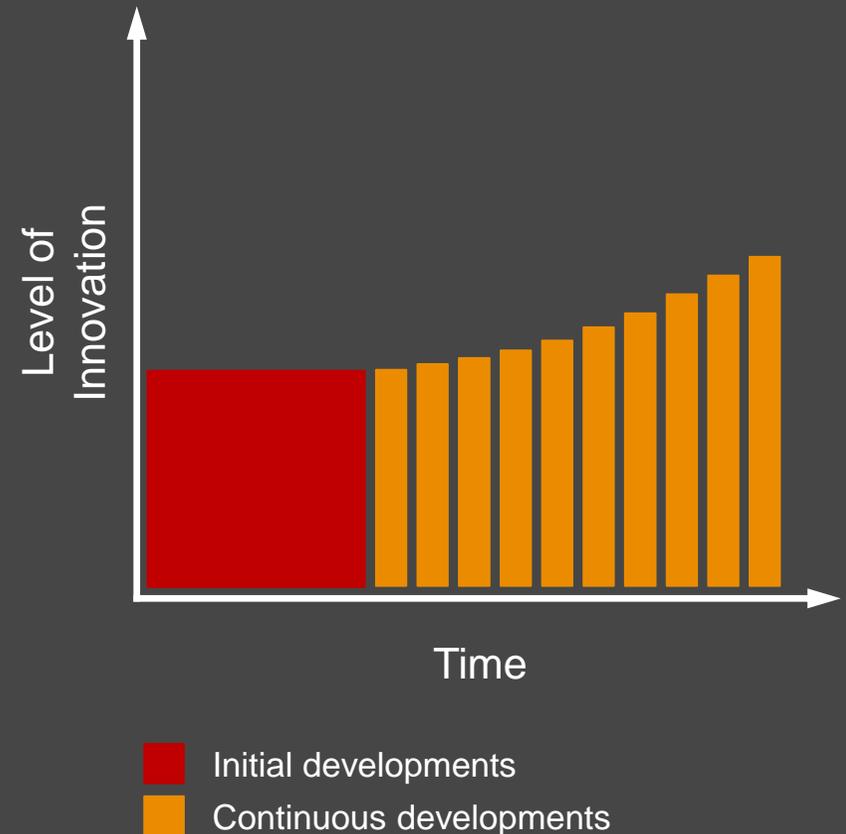
Future scope growth achieved by:

Initial developments

- Suppliers contract: ERTMS implementation for initial 7 corridors
- Maintenance and support contract

Continuous developments

- ERTMS partner gives advise about new product and process innovations:
 - Technological innovation can be implemented in the 7 corridors
 - Project management innovation, such as release and change management, can lead to higher deployment rates



Factsheet: Scope

Current scope in numbers:

Item	Total amount
Track length	340 km
Railroad switches	1000
Railroad crossings	380
35% passenger kilometers	
78% tonnage kilometers	



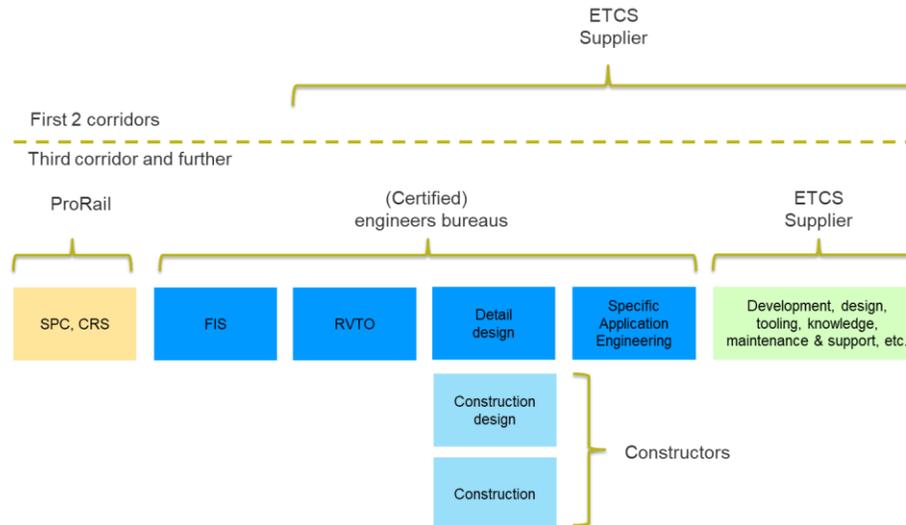
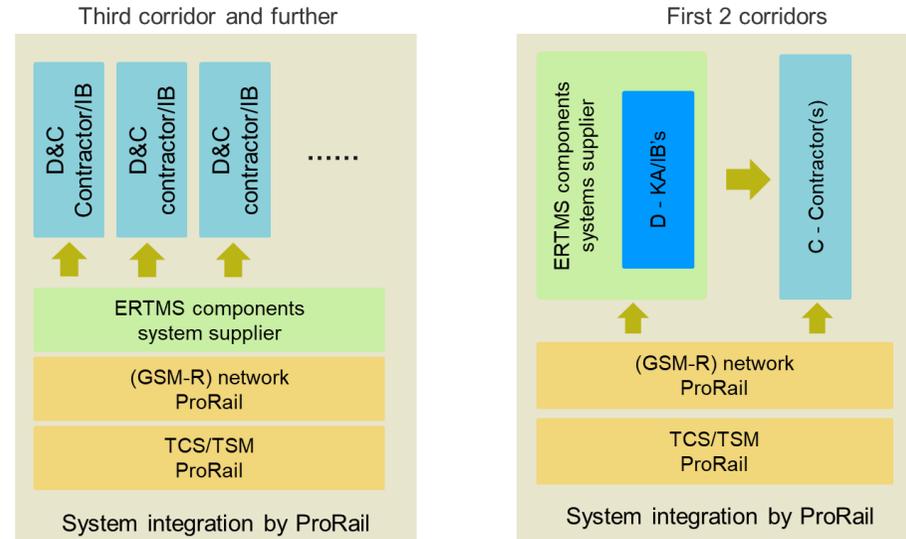
Scope

Fixed scope:

- ERTMS supplier contract (8+2+2 years):
 - Supply ERTMS components for 7 corridors
 - Development of all required functionality
 - Execution of mandatory safety assessments
- Maintenance and support contract (max. 25 years):
 - Product updates, upgrades, innovation and replacements
 - Updates and migration of third parties software (required for system operation)
 - Supply of spare parts and parts
 - Keeping tooling and training material up to date

Corridor	Year of completion
Kijfhoek – Belgian border	2026-2028
Hoofddorp – Duivendrecht	2027-2029
OV SAAL Oost	2027-2029
Roosendaal – Den Bosch	2028-2030
Utrecht – Meteren	2028-2029
Meteren – Eindhoven	2029-2031
Eindhoven – Venlo – German border	2029-2031

Factsheet: Responsibilities

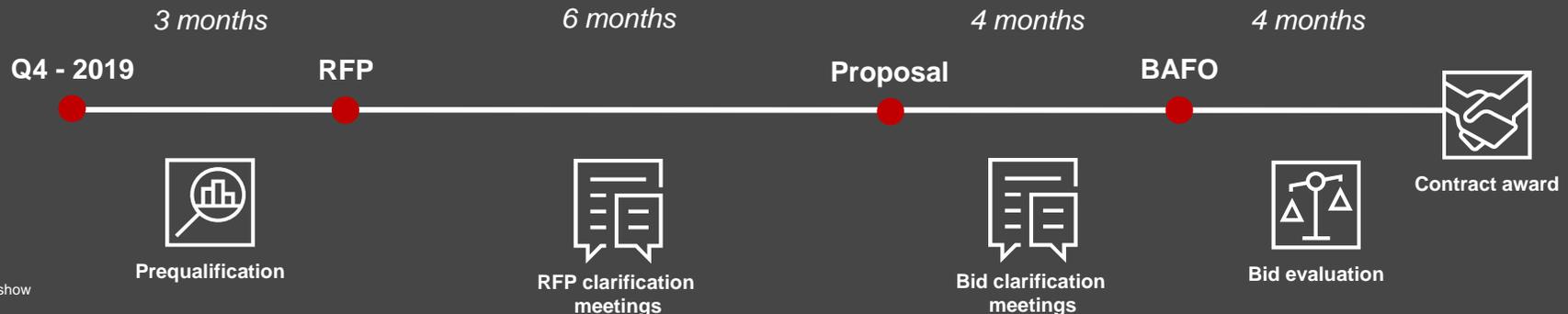


Tender procedure

Tender procedure

- Competitive dialogue
- Prequalification limits to 4 (four) participators
- BAFO (Best And Final Offer) before contract award
- Awarding of the Contract is based on Best Price-Quality Ratio (lifecycle costs are important)

Timeline



Factsheet: Tender procedure

Tender phases		Duration (weeks)
1	Registration phase	7
2	Prequalification	4
3	Kick-off meeting	1
4	RFP Clarification meetings:	
	1. <i>Collaboration and open-engineering</i>	3
	2. <i>Development</i>	3
	3. <i>Construction phase</i>	3
	4. <i>Legal and Financial</i>	3
	5. <i>Legal and Financial</i>	3
	6. <i>Operating phase</i>	3
	7. <i>Placeholder for additional meeting</i>	3
5	Proposal submission	6
6	Bid clarification meetings	10
7	Best and final offer (BAFO)	4
8	Bid evaluation	4
9	Contract award	7

Thank you!

ProRail

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