



SPICE: Best practices and other experiences

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SPIC€

Smart procurement for better transport



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Introduction

SPICE assists public authorities in procuring innovative mobility solutions

One of the activities is the collection of information to:

- Share this between all SPICE Stakeholders
- Analyse this and come to recommendations

This presentation gives an overview of what SPICE intends to collect and what benefits it can give to procurers of innovations in Europe

Approach to collect information

SPICE collects information on four main topics:

1. Alternatively fuelled vehicles and infrastructure
2. Intelligent Transport Systems (ITS)
3. Mobility Solutions
4. Others related to urban transport innovations

Type of information:

- On **content** and on the **procurement procedures**
- **Best practices** and (!!!) **difficulties encountered**

Approach to collect information

SPICE collects information from different sources:

1. Desk research
1. From SPICE partners (DK, B, AUS, D, FIN, UK, NL)
1. From SPICE Stakeholders (authorities, suppliers and universities)
1. From other national, regional and city authorities in Europe via known contacts and via ERTICO, CEDR, EIP, EUROCITIES, etc.

How: Via a Request of Information (on-line form) plus bilateral interviews when needed for additional information

Example 1: ITS_CPH

Copenhagen recently tendered an 8 M€ urban ITS programme, including: Traffic Management system; Sensor network; Signal optimisation; Intelligent street lighting; ECO-driving app; VMS for bicycles and Dynamic Urban Space. See further:

Aim is to become a carbon neutral city in 2025

Procurement process:

- An open-invitation PPI and 2 workshops led to 8 working groups
- Results of these groups were used in the tender docs
- Two pre-qualification rounds (->9 and -> 5)
- Tender evaluation included an 'innovation solution' criterion
- A few rounds of questions and answers
- A rather narrow price range was used

Example 1: ITS_CPH

Positive experiences:

- PPI as starting phase and then designing the tender specifications
- Choosing a narrow price range avoided choosing the cheapest
- Clarification phase after signing the contract

Difficulties and other relevant points:

- It would be great to have a model to share the risks between all parties
- It would be great to create a model on how to involve the other suppliers who did not win the tender
- Lack of standards really effects the scalability
- Writing the specifications is extremely resource demanding

Example 2: Amsterdam Practical Trial

The Amsterdam Practical Trial (APT) is a 6-years, 50 M€ project to develop, test and evaluate new concepts for intergrated network management in the urban area (motorways and city roads). Key words are: Integration of roadside and in-car; network-wide traffic management; smart cooperation of public, private and universities and large scale testing in operational traffic. The project consists of three phases, each with several sub-projects. See www.praktijkproefamsterdam.nl for more info.

Procurement process:

Each sub-project had it's own process, such as: Tendering below the EU thresholds; contests; market consultations; EU request for tenders; using a white list; closed pockets.

Example 2: Amsterdam Practical Trial

Positive experiences:

- Step by step approach
- Many different tenders involved many different parties
- Continuation with parties from a previous project
- Agreements based on closed pockets

Difficulties and other relevant points:

- Continuation of services after the project was not realised
- How to involve the other suppliers who did not win the tender?
- How to extend a contract with the same, experienced supplier?

Example 3: ECo-AT

ECo-AT is the 10 M€ Austrian part of the C-ITS Corridor project Vienna – Amsterdam. It develops, tests and implements road-works warnings, floating car data collection and other services based on V2I communication. Important is the open and common standards for all suppliers. The project has two phases: 1) Pre-development, specification and proof-of-concepts and 2) Nationwide Deployment of Road Works Warning and Probe Vehicle Data in the Cooperative ITS Corridor. See further www.eco-at.info.

Procurement process:

- Split in two phases
- Specifications are set-up in phase 1 with the help of suppliers
- Testing in phase 1 is a pre-qualification for phase 2
- Everything is open, every supplier can register

Example 3: Eco-AT

Positive experiences:

- Setting up specifications with the help of suppliers
- Testing in phase 1 as pre-qualification for phase 2 stimulates parties to test in the test bed

Difficulties and other relevant points:

- It is not a joint procurement, as laws differs too much between countries

First simple conclusions

Already from this three very brief examples:

- Involving suppliers early in the process, even before the tender
- A step by step or phased approach helps
- How to really split the risks between buyers and suppliers?
- How to involve also the suppliers that did not win the contract?

Further steps in SPICE

Next steps after collection of the information:

- All information will be well structured and then made available via the SPICE website
- All information will be analysed to:
 - Do interviews where needed for additional information
 - To identify the major learning points (positive experiences)
 - To identify the major challenges and difficulties
- From this draft recommendations will be formulated and Stakeholders will be asked to review them

Conclusions

The sharing of experiences (best practices and difficulties encountered) provides a wealth of information, as can already be seen from the three brief examples provided.

Many 'best practices' collections exist, unique points from SPICE are:

- The building of a Stakeholder network
- The focus on the procurement experiences
- The focus on difficulties encountered

Therefore everybody is encouraged to join the Stakeholder group. Just provide name, email, organisation and role to:

y.li@mail.ertico.com



Thank you for your attention.