

Market dialogue

Project Pålamalmsvägen and the Högskolan interchange

2025-12-05 – 2025-12-12



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Information classification and confidentiality level

1 Not sensitive

Market dialogue Pålamalmsvägen and the Högskolan interchange

The market dialogues was carried out between 2025-12-05 – 2025-12-12 at Solna strandväg 98.

In the responses, the respondent refers to different phases during the procurement process. Phase 0 – the stage before the contractor for the project is contracted. Phase 1 – joint phase between the client and contractor where the target price is set. Phase 2 – the phase where production is planned to begin.

Questions

1. We choose between having the design and designer included as part of the tender or having it be procured jointly during phase 1.
2. We are evaluating using the time until the publication of the procurement to carry out detailed design of the civil works and the piping in the project. What do you think about that?
3. What input do you have for our proposed compensation model?
4. How much transparency can you provide in your financial reporting for the project?
5. How do you view the times we have proposed for the procurement process?
6. How do you see a question for added value like this "Suggestions for more cost-effective implementation compared to normal implementation or against our estimate and schedule?"
7. What input do you have on the procurement process in general?
8. How do you view establishment space for a project of this size?
9. How do you view the contract time and production time for a contract of this size?
10. How much time do you need before you start excavation and foundation work?

Question 1 - We choose between having the design and designer included as part of the tender or having it be procured jointly during phase 1

The majority are positive about jointly purchasing projectors after a contract has been signed as it promotes the collaborative format.

Additional factors that speak in favor of jointly purchasing projectors are a wider range as different projectors are not locked into other bidders.

Some are keen to work with the projector they know they have a working relationship with and therefore want the projector to be part of the tender.

The market expresses some concern that “the lowest price wins” in joint projector procurement.

Question 2 - We are evaluating using the time until the publication of the procurement to carry out detailed design of the civil works and the piping in the project. What do you think about that?

The majority are positive about detailed design of civil works and piping.

Arguments in favor are:

- Complex pipeline rerouting with a low degree of freedom
- Shorter starting distance to start work, more efficient use of time
- Short loading time for a new designer can otherwise lead to risks that the design will not be correct

Even if civil works and piping are designed by the client, the market wants to carry out a review of the documents produced before production starts.

The overall picture among contractors is that they continue to want to design construction works and foundations in-house.

A few contractors raise the risk that there may be unclear interfaces between the execution and turnkey contracts by having the Swedish Transport Administration design the detailed design of the civil works and piping.

Question 3 - What input do you have for our proposed compensation model?

The market sees advantages with both variable and fixed Central Administration and Profit (CAP) but overall the market preferred variable CAP.

The market wants to know what will be included in the CAP to assess whether 12.5% in fee for CAP is reasonable. The Swedish Transport Administration plans to send out a Request For Information (RFI) in the spring for the list of what should be included in the CAP.

Some contractors suggest a reduction of the percentage in steps for the CAP if the costs exceed the target price. This applies to both fixed and variable CAP.

If the project ends up below the target price the market expresses an openness to some kind of division of the part up to the target price.

Some contractors thinks it is fair if the contractor don't get reimbursed for the CAP for the part that exceeds the target price.

One contractor points out that there is good for companies to have a high turnover, which speaks against fixed CAP.

An entrepreneur points out that the compensation model is sometimes designed so that it is a disadvantage for the entrepreneur to have his own employed staff.

Question 4 - How much transparency can you provide in your financial reporting for the project?

All contractors can provide transparency into their financial reporting in some way. Some even offer their own login to their financial system to the client.

Question 5 - How do you view the times we have proposed for the procurement process?

The majority of the market believes that the proposed times for the procurement process are reasonable.

A few believe that 4 months to submit a bid is insufficient to gain a comprehensive understanding of the project.

Question 6 - How do you see a question for added value like this "Suggestions for more cost-effective implementation compared to normal implementation or against our estimate and schedule?"

Added values that the market mentioned as suggestions:

- Cost control during the project
- Structure and processes regarding working methods

- Successive analysis on calculations
- Transparency in financial accounting
- More efficient implementation

One entrepreneur mentioned that the design of added values may be slightly different depending on the procedure in the procurement of a designer, i.e. whether the tender is with or without a designer.

Another entrepreneur wants the focus to be on seeing how the added values are fulfilled and not on finding new added values.

Question 7 - What input do you have on the procurement process in general?

The market wonders what the compensation will look like for participating resources during phase 1.

The market points out that it should be possible to start critical production moments during phase 1 even if all the design is not completed and the working methods are not completely nailed down.

A few people point out that it is unusual that no tender design is made for such complex work.

A contractor thinks that it is a short time to design during phase 1 to set a target price if the designer is also is being procured during phase 1.

The market appreciates the mutual exit that exists before the transition to phase 2.

The market points out that the holiday calendars differ between Sweden and southern Europe.

Question 8 - How do you view establishment space for a project of this size?

The market has a high adaptability to the areas available for establishment.

The market saw a great need for area for mass handling, which the right of use at Botkyrka hantverksby was well suited for.

Some considered that the right of use on högskolevägen was best suited for the main establishment, others saw the area at the hantverksby as best suited.

Question 9 - How do you view the contract time and production time for a contract of this size?

A majority of the market makes an early assessment based on the presented conditions that the project should be able to be implemented in the specified time.

Some express some uncertainty about a production time of 4 years and see it as a challenge.

Question 10 - How much time do you need before you start excavation and foundation work?

Some believe that 3-6 months is enough while others prefer 8-12 months before work begins.

Some contractors point out that they have their own foundation department which provides more efficient communication channels and can shorten the start-up time.

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