



# Procurement at The Swedish Transport Administration

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# We help to develop society



# Our tasks

- To be responsible for the long-term planning of the traffic system for road and rail transport, shipping and aviation
- To be responsible for the construction, operation and maintenance of State roads and railways

# Our business concept

We are developers of society who every day develop and manage smart infrastructure. We do this in cooperation with other players in order to make life easier all over Sweden

# Sweden's roads and railways

11 900 km  
of rail tracks

560 stations for  
embarking and  
disembarking

76 100 km  
of private  
roads with a  
State subsidy

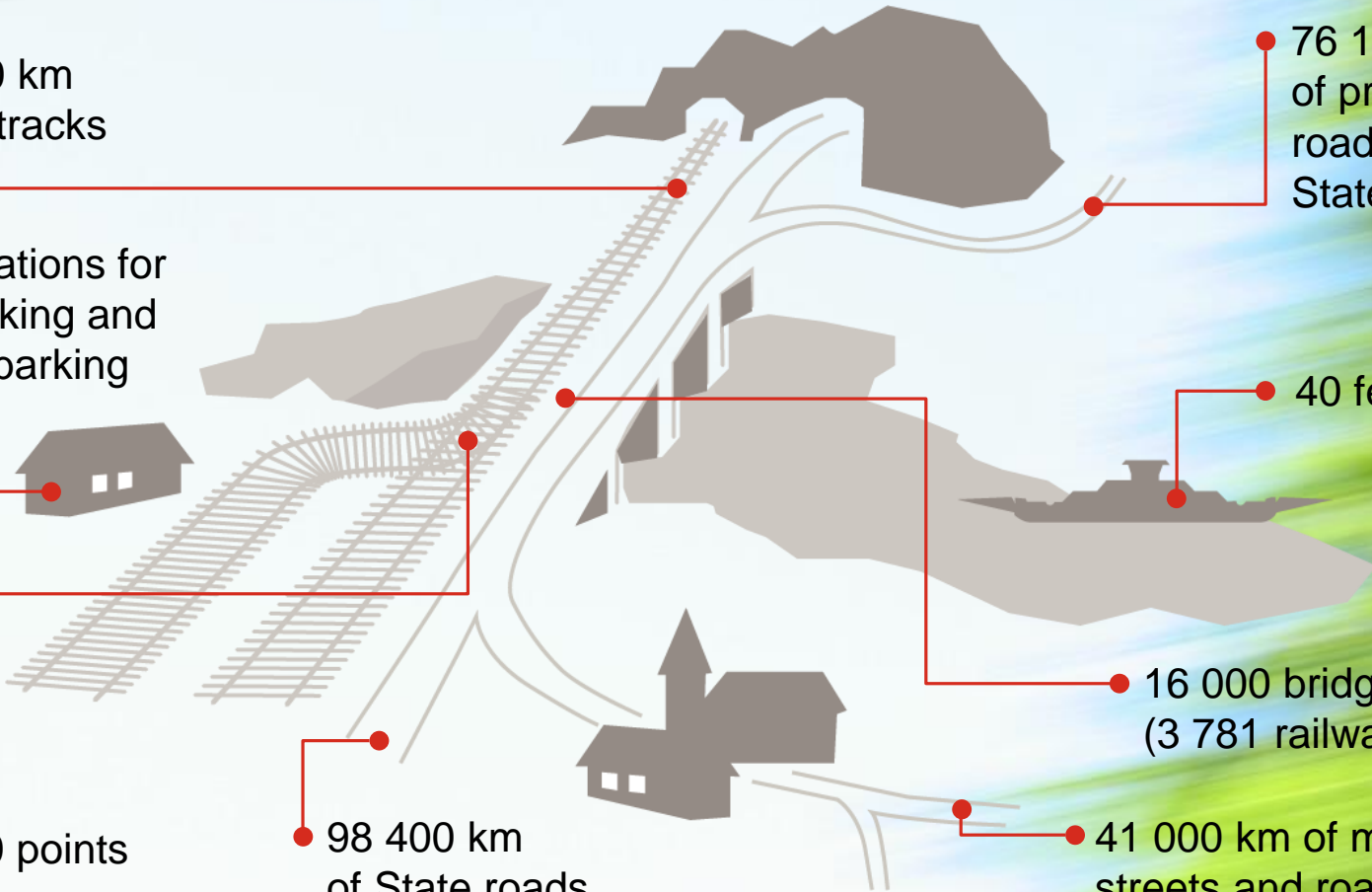
40 ferry lines

16 000 bridges  
(3 781 railway bridges)

11 400 points

98 400 km  
of State roads

41 000 km of municipal  
streets and roads



# Some of our projects

The ERTMS project (national)

The Gothenburg-Borås project  
The Marieholm Connection project  
The West Link project  
Varberg-Hamra

Flackarp – Arlöv, four tracks

The Hallandsås project

The E4 Stockholm Bypass project  
The Stockholm City Line project  
The North Link project  
The Mälaren Line project  
The East link project  
The Södertörn Cross Link project  
Getingmidjan (Wasp Waist)

# Railway maintenance

Approximately 6 - 7 procurements a year

Annual contract value of about 2 billion SEK

About 35 contracts

Each covering 120 – 1000 km

Contract period 5 years with 1+1 or 2 year extension option

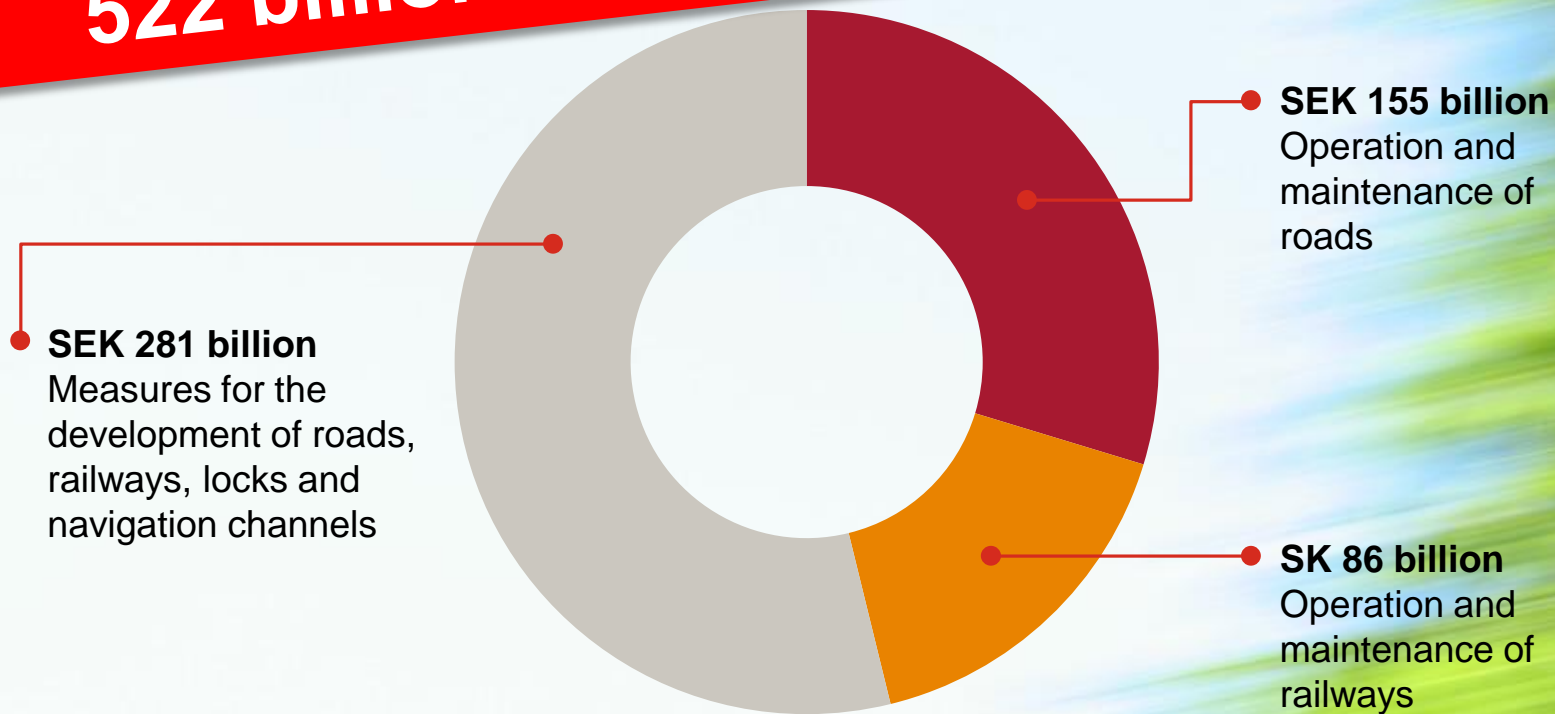
# Road maintenance contracts

- General provisions: Design and build (ABT06)
  - The contractor is responsible for the planning
- Technical description on code level of what should be done and priced according to the bill of quantities
  - Technical description in functional requirements
  - The contractor may decide production methods, materials, etc. within a certain frame.
- Tender evaluation:
  1. Qualification criterias
  2. Lowest price
- In total approx 110 road maintenance contracts
  - Appr. 25 contracts are tendered every year
- Contract period: 4 year with 1+1 year optional



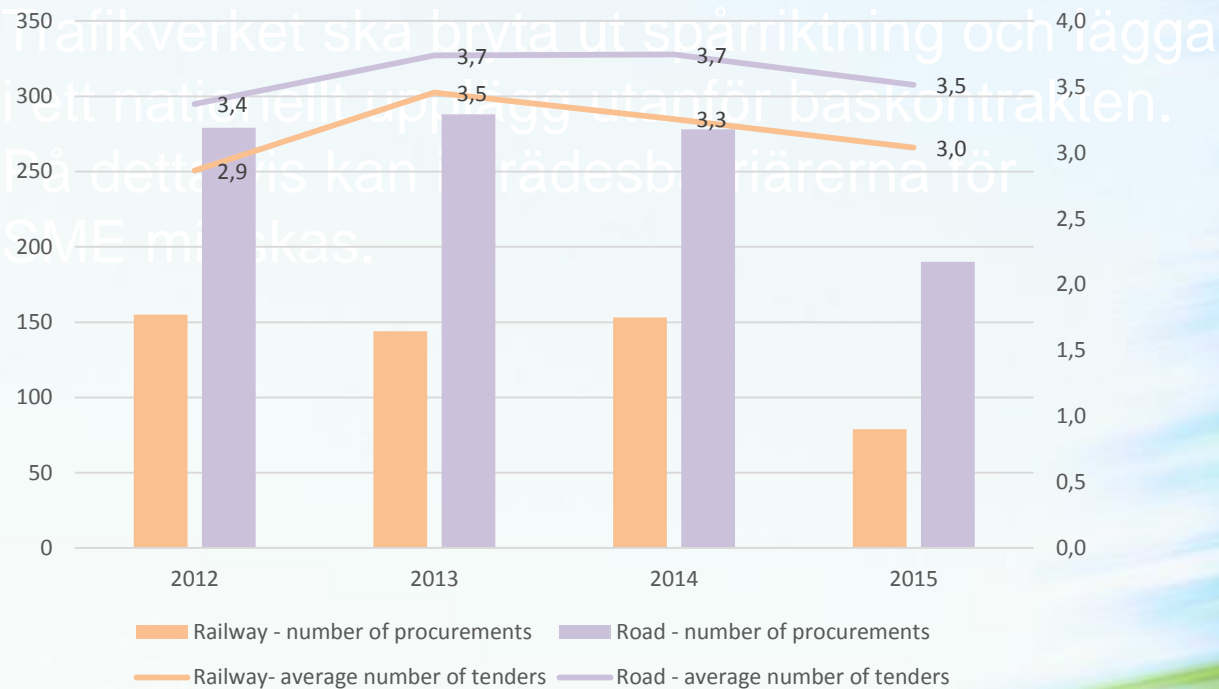
# National Plan 2014–2025

– a government framework of SEK 522 billion



# How to become a supplier to the Swedish Transport Administration (Trafikverket)

# Number of tenders in average Jan 2012 – August 2015



# A pure client role

– an approach where we create the conditions for the market to...



...increase rate of  
innovation



...increase productivity



...take more responsibility



...increase competition

# Increased innovation and productivity



- To act in a purely client role is a challenge that makes great demands on both the Swedish Transport Administration and our suppliers.
- Even in the internal cooperation, we will be characterized by this approach

# Increasing demands on our contractors



Larger ability for alternative / innovative solutions



Increased expertise in managing projects



More efficient use of resources



A greater focus on regulatory and safety requirements



Better planning and more industrial production



Smarter temporary traffic solutions  
Foster working environment and "customer's customer"



More transparent accounting, self-monitoring and verification



LCC is a natural part of the work

# Increasing demands on our consultants



Description of the function already in early stages



Documented experience feedback



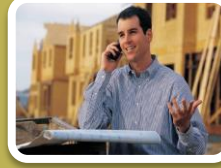
Increased focus on the overall economy



Ability to develop a better knowledge about production



More process-oriented way of working



More consortia with foreign operators



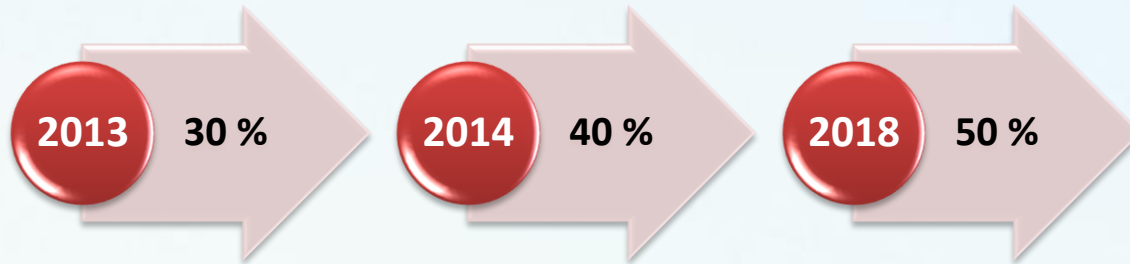
Higher technical expertise



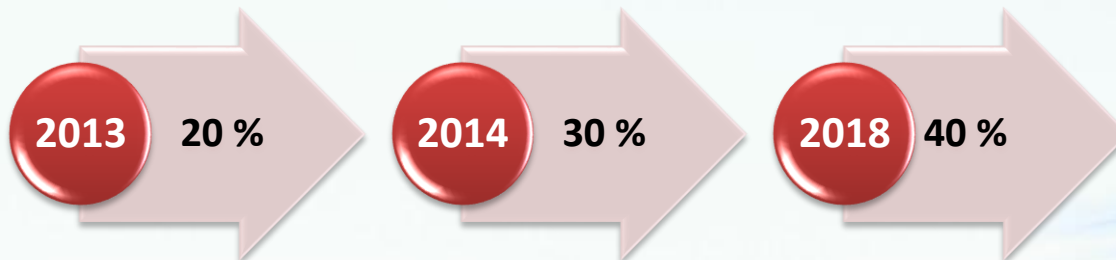
More contracts with fixed prices

# Our objective is clear

**Design and Build:** Procurement volumes should attain at least:



**Planning:** Procurement volumes to fixed prices should attain at least:





www.trafikverket.se

## Procurement

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[Planned procurements](#)

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Trafikverket's productivity work - large investments require smart businesses

## Procurement

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This section describes Trafikverket's procurement operations.

You can find current and planned procurements in the menu. You can also find information about how we work with procurements and how you can increase your chances of becoming a supplier to Trafikverket.

### Procurement News

Our newsletter Procurement News contains information about up-coming projects and procurement at Trafikverket and will be published 3-4 times a year.

# How to become a supplier

- What to consider when submitting tenders
  - Read the enquiry documentation carefully and in good time.
  - Check all important dates.
  - Produce your tender by following the instructions set out in the enquiry documentation.
  - Attach the documents, certificates and appendices that are required for the tender.
  - Submit the tender in accordance with the instructions provided in the tender documents.
- The Swedish Transport Administrations pre-qualification system TransQ.

# How we procure

We have to follow the Public Procurement Act (LOU) and the Act on Procurement in the Water, Energy, Transport and Postal Services Sectors (LUF). These acts are based on EU Procurement Directives.

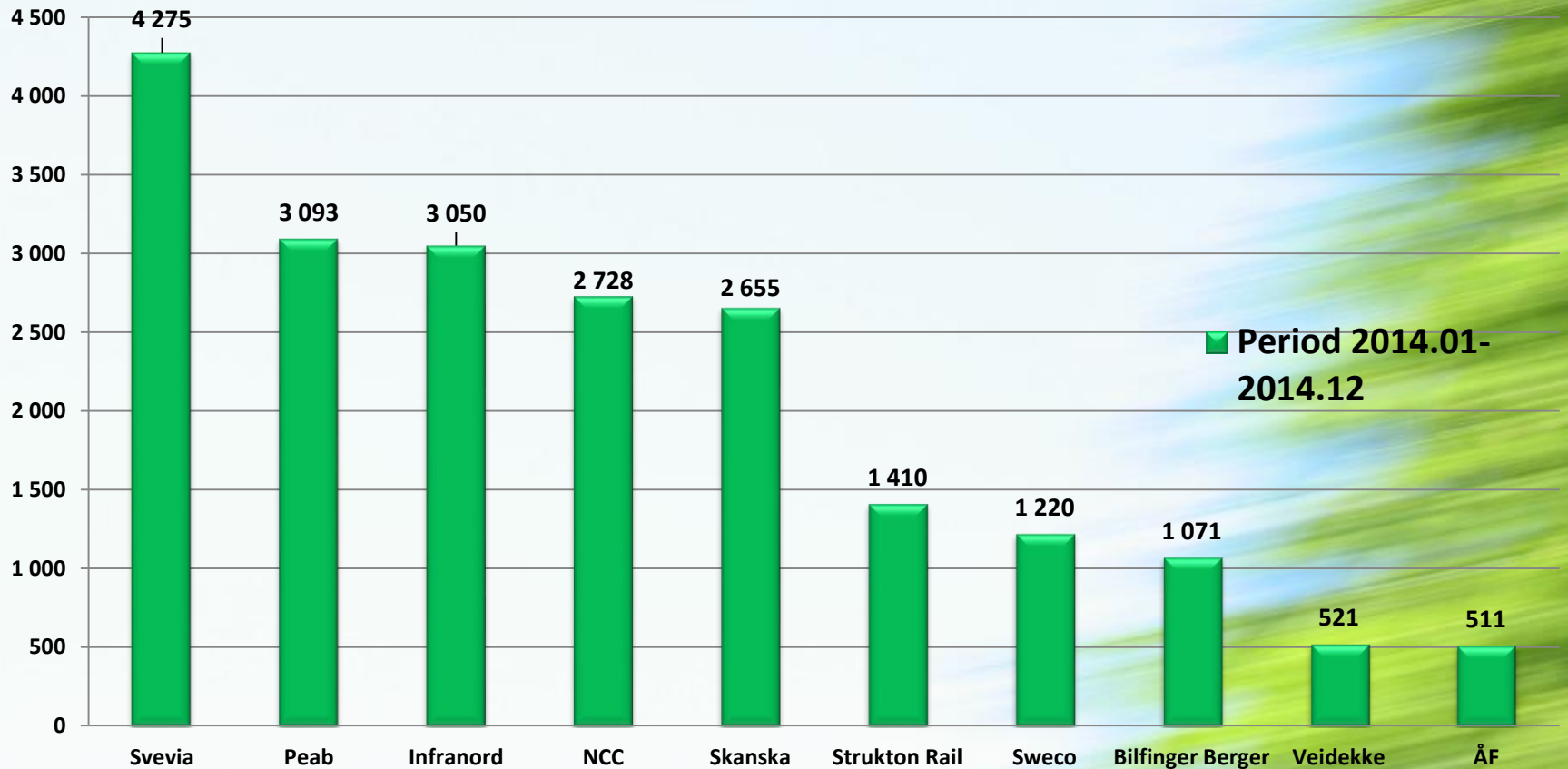
Electronic procurement

Enquiry documents

General conditions

- AB 04
- ABT 06
- ABK 09

# Our 10 largest suppliers 2014



Source: Agresso jan-dec 20

# Market

Start / Suppliers / Procurement / Market

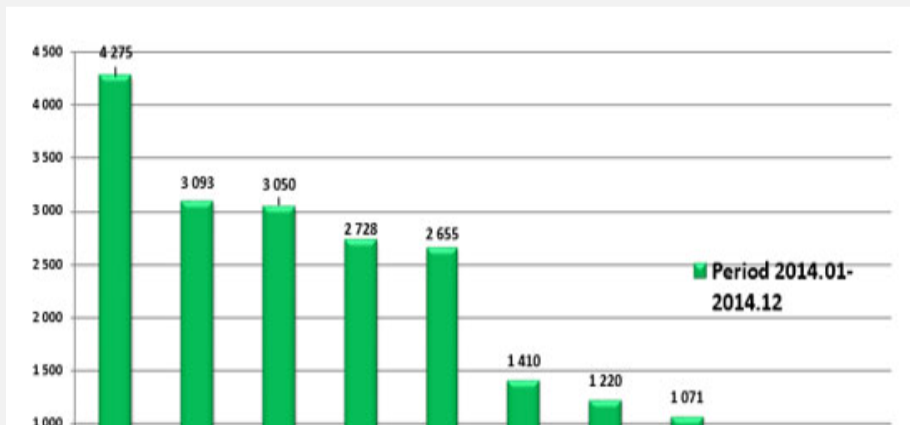
## Market

Share

Contact us

Trafikverket is the largest public contracting authority in Sweden and procures for ~ 4 billion euros annually.

Trafikverket has an extensive business and we have a large number of suppliers.



### Procurement

Current procurements

Planned procurements

Preliminary Action Plan

How we procure

How to become a supplier

Market

Procurement statistics

Contracts for suppliers

Industry cooperation

Trafikverket's productivity work - large investments require smart businesses

# International activities

- International supplier's day
- Seminars for foreign suppliers
- Newsletter to foreign suppliers
- Tender meetings.
- Up-date of the English version of the website. Additional information will be added.
- Continuation of efforts to reduce market entry barriers to our markets. Strategy on the way.

# A selection of new foreign suppliers who have entered our market the last years

- Max Bögl at E4 Sundsvall
- Subcontractors to Swedish consultancies in The East Link Project:
  - Japan International Consultants for Transportation CO, Ltd
  - SNC-Lavalin SAS
  - Idom Ingerieríay Consultoría S.A.
- Acciona at Malaren Line Project and The East Link Project

# A selection of new foreign suppliers who have entered our market the last years

- Subcontractors to Acciona at Malaren Line Project
  - Scandon
  - Copuno Sweden AB
  - Roko
  - Pro-Bau
- Subcontractors to Swedish consultancies at Gothenburg-Borås Project
  - Deutsche Bahn International
  - Systra
- Subcontractors to Swedish consultant at The West Link Project
  - Basler & Hofman



# A selection of new foreign suppliers who have entered our market the last years

- URS at E4 Bypass Stockholm
- STI and Subterra in a JV at E4 Bypass Stockholm
- Kauno Tiltai in a consortium with Sandahls Grus och Asfalt AB at road 156
- VolkerWeiss and Infratek have won contracts for maintenance railway

**Thank you for your attention**

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