

# CEDR and small projects

NETLIPSE, Vienna, November 25., 2014



The coming new Storestrøms bridge to be procured in 2015 and built in 2016 to 2020

# The background

- [CEDR](#) (**C**onference of **E**uropean **D**irectors of **R**oads) was established in 2003 as a consequence of the restructuring and enlargement of its predecessor organization, WERD (Western European Road Directors).
- A-5 year vision to become a reliable stakeholder on matters related to roads for the EC and for other existing institutions.
- A mission to facilitate the exchange of experience and information and to analyse and discuss all road-related issues, especially infrastructure, infrastructure management, traffic and transport, financing, legal and economic problems, safety, environment, and research in all of these areas.

## CEDR

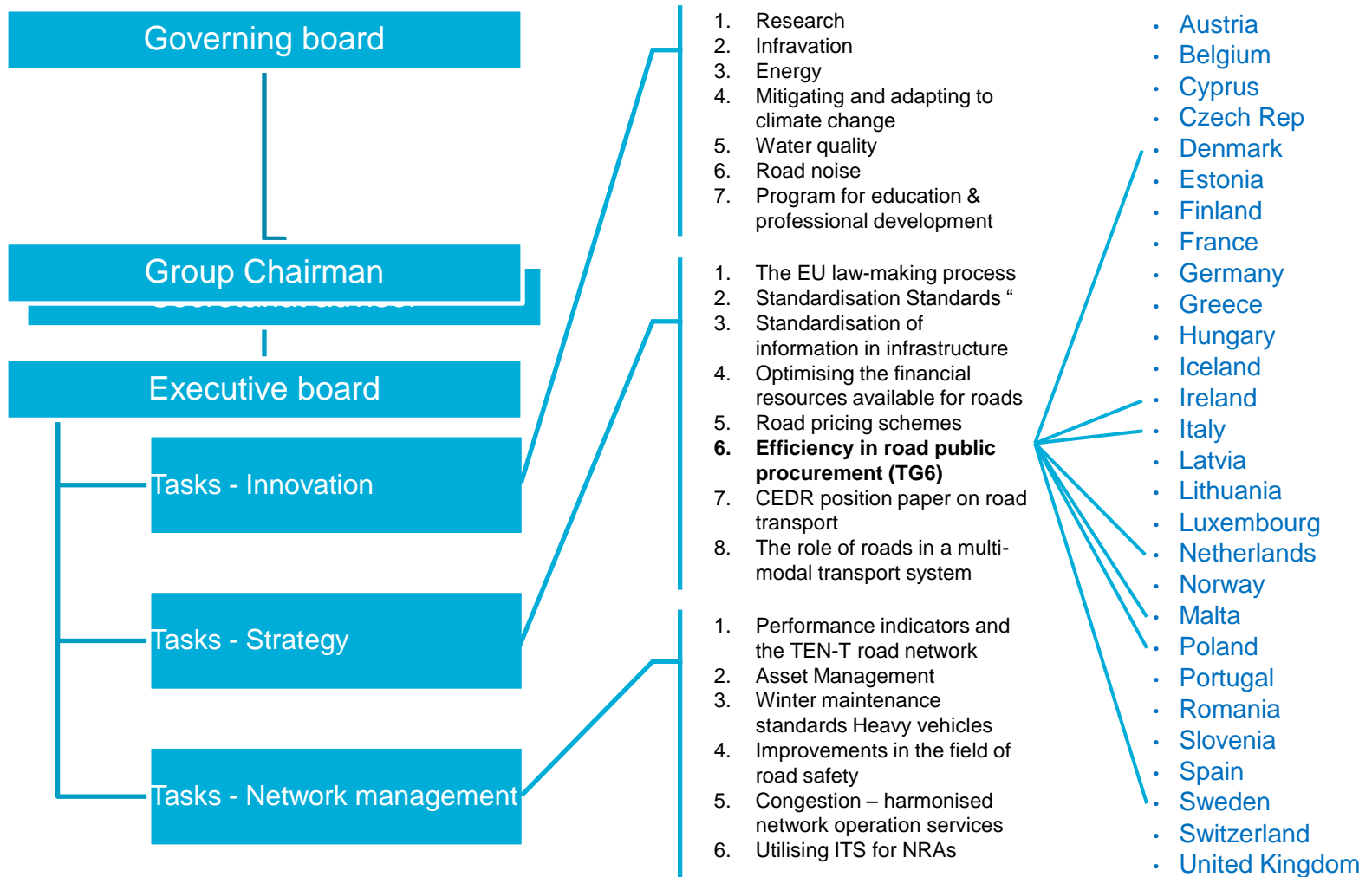
# The directors gave CEDR the following mission

- To analyse future developments of the road system and its infrastructure as part of a sustainable transport system under the environmental, economic and social aspects and identify new challenges in order to promote common strategies.
- To promote international networks of personal contacts between Road Directors and their staff.
- To provide a platform for understanding and responding to common problems.
- To develop a strong involvement in EU developments on matters relating to the road system and its infrastructure.
- To use existing representations in relevant international groups for mutual benefit.
- To make use of the results of common understanding as well as research results in each member country.

As its members are the key players when implementing directives, standards or recommendations, CEDR members are in a unique position to address the full range of road transport and road infrastructure issues.

CEDR members have found that they have much to learn from each other. They can develop more effective policies and technical approaches by learning from successes and failures elsewhere

# The ORGANISATION



CEDR

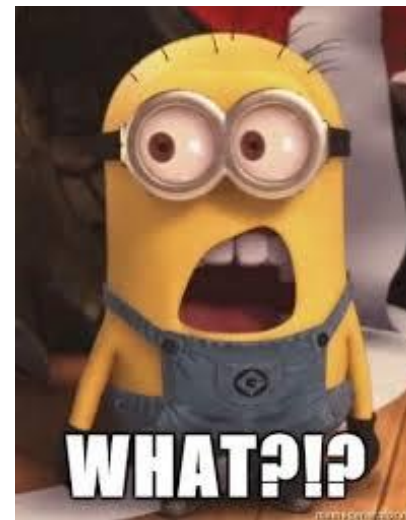
# The procurement task group TG6

Who are they? (Malta Oct. 2014):

Wim Holleman (Rijkswaterstaat, Netherlands, chairman)  
Gerry O'Brien (Irish National Roads Authority)  
Erik Stig Jørgensen (Danish Road Directorate)  
Isabella Kornas (Polish Road Administration)  
Maurizio Micallef (Authority of Transport Malta)  
Mieke Hoezen (Rijkswaterstaat, Netherlands)  
Ida Sundvakt (Swedish Transport Administration)



Or the “minions” on the lower floor,  
as the GB called us



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# Deliverables 2015 from the TG6

- presented to the GB on October 3<sup>rd</sup> 2014

1. Focused sharing of knowledge and inspiration
  - Through TG meetings and the discussion platform
2. Best practices as a guideline
  - On the basis of a survey
3. Signals to the GB on frequent issues concerning procurement Directives
  - Abnormally low tenders (ALT's)
  - Past performance
4. Apply for H2020 call MG 8.3-2015 – Innovation of Procurement

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# 1) Focused sharing of knowledge and inspiration

- Follow-up to the LinkedIn group
  - Define 'platform'. Moderation? How would it work?
  - Communication plan for the organization of the platform
- Make a network analysis: who is the right person for each topic? Who to contact? (also other CEDR members outside our TG)
- Dissemination of results to the right persons at the right time
- Contact NETLIPSE, P4ITS, PIARC, and discuss manners in which we could connect

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## **2) Best practices as a guideline**

- Add information of other CEDR members to our survey results
- Collect examples
  - Make a grosslist of best practices
  - Discuss and select best practices
  - Make a template for the person collecting the best practices (what makes it a best practice, what conditions made you make these choices, who should you contact when you would like to hear more about it)
  - Have the best practices collected
  - Combine best practices into a report, mentioning contact details
- Report the best practices to the GB
- Disseminate the report to other procurement agencies



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### **3) Signals to the GB on frequent issues concerning procurement Directives**

- Put the four issues in writing to communicate them to the GB. Document should mention:
  - Issue
  - Why is it a problem?
  - What do we expect the GB to do?
  - What is necessary for that?
  - When is their action perceived to be succesful?
  - What can we offer them to help make it a succes?
- Discuss the documents (planning, contents) with each other, and with other CEDR members
- Send the 4 documents to the GB

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## 4) Apply for H2020 call MG 8.3-2015

### – Innovation of Procurement

- Contact NETLIPSE (next network meeting is in Nov)
- Get funds (approx. €25k)
- Hire a person to write the application and provide him / her with our first analysis
- Get commitment (all members contribute 40 hrs)
- Get organised
- Write the application
- Comment on the application
- WIN THE CALL

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## **Call MG 8.3-2015 – Best practices should:**

- Concern cross-border TEN-T networks
- Be representative of typical European situations
- Be driven by procurement needs of infrastructure owners
- Include life-cycle and cost-benefit assessments
- Effectively control budget across various European regions
- Demonstrate strong industry involvement as supplier of innovative solutions
- Contribute to revision / development of relevant standards and regulatory framework
- Be made available for replication

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## Next meetings in TG6

- 26-27 February : Denmark – COPENHAGEN
- 11 and 12 June: Poland – WROCŁAW
- 15-16 October: Open

NETLIPSE

# What is this to NETLIPSE?

# Maybe we should find common areas where it gives good meaning to collaborate and share experiences?

- 28 countries is a pretty powerful mandate to make a difference in the European infrastructure (EC)
- We can find best practices
- Horizon 2020 is interesting
- CEDR and NETLIPSE have common interests but we are still different in approach and scale
- ?
- ?

# NETLIPSE

## Small projects – topics of experience to share (best practice) # 1

- **Client-consultant** where much has been focused on contracts between the client and the contractor, while little or none attention has been devoted for the contract between client and consultant.
- **Procurement routemap** where we should share experiences with contract forms, payment methods, management capacity, etc. on project level.
- **Cooperation client/consultant/contractor** where the principles for cooperation as described in Derek Walker's (Australian) Brussels presentation of alliancing can be used in all other contract forms.
- **Experiences with the use of EMAT awarding models** where we use EMAT awarding models, but in different ways. What is our experiences, when is it used/relevant, description of model used, pros/cons and our challenges/limitations.
- **Level of compensation to Design Build contractors for tendering** where we should discuss the right level.
- **Collaboration with contractors at various stages of a tendering process is a focus area** and how we might use technical dialogue prior to prequalification, competitive dialogue before selection, early involvement with preliminary contracting, or project optimization after contracting and other forms of collaboration.

## Small projects – topics of experience to share (best practice) # 2

- **Collaboration with contractors at various stages of a tendering process is a focus area** and how we might use technical dialogue prior to prequalification, competitive dialogue before selection, early involvement with preliminary contracting, or project optimization after contracting and other forms of collaboration.
- **When to use LCC-optimization** and which models do we use. Sharing of knowledge might bring us to the optimal handling of LCC-optimization.
- **When to use Design Build (DB) or Build tendering (B)** and arguments for not using Design Build contracts.
- **The competitive situation in our respective countries might differ in a number of ways:** What is the number of suppliers in various areas, ex. divided on type of work, within construction, within design, etc. What do we do/can we do/or do to generate the optimal competition?
- **How do we divide projects in lots (sizing) to create the optimal competition:** What is the “optimal competition” and how do we work with procurement, taking into account the market capacity and strategic decisions among constructors. Do we influence the market in the way we act?
- **Tendering in foreign language:** Why, when and to what extend do we tender in foreign language to attract foreign suppliers?



**NETLIPSE**

# **What do you think – discussion?**