

The Dutch Ministry of Infrastructure
and Environment

Presentation

InnovationPartnership
Talking Traffic

Smart Mobility !

Michael van Scheijndel



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Procurement team

- Program manager Direction Accessibility:
Caspar de Jonge
- Material experts:
 - Road managers: decentralized government +
 - Leasing: Traffic management, Cloud services, ICT experiments
- Legal expertise:
- Purchasing advice / Procurement process expert:
Michael van Scheijndel



Purpose

- Improve accessibility in the busiest regions by road, water and rail.
- Equal cooperation: public-private-> invest as supplier or buyer to achieve sufficient predictability, continuity and minimal collateral to be able to invest, deliver and/or buy responsibly.



Collaboration: Cofinancing

- Ministry of Infrastructure and Environment
- Rijkswaterstaat
- The 12 regional Use Better program partners
- Businesspartners



Tender

- Innovation Partnership (IP)
(New amended procurement act per 1/7/2016, art.2.31a en 2.31b).
- Infrastructure and Environment first in the Netherlands that has successfully procured IP through a public tender.



Terms of service agreement

- 4 years: up to 31-12-2020



Services - Description:

Cluster 1: Intelligent Traffic Control System (iVRI) Architecture (With Open Data)

Cluster 2: Cloud Services:

- data communication facilities;
- privacy measures;
- data protection measures;

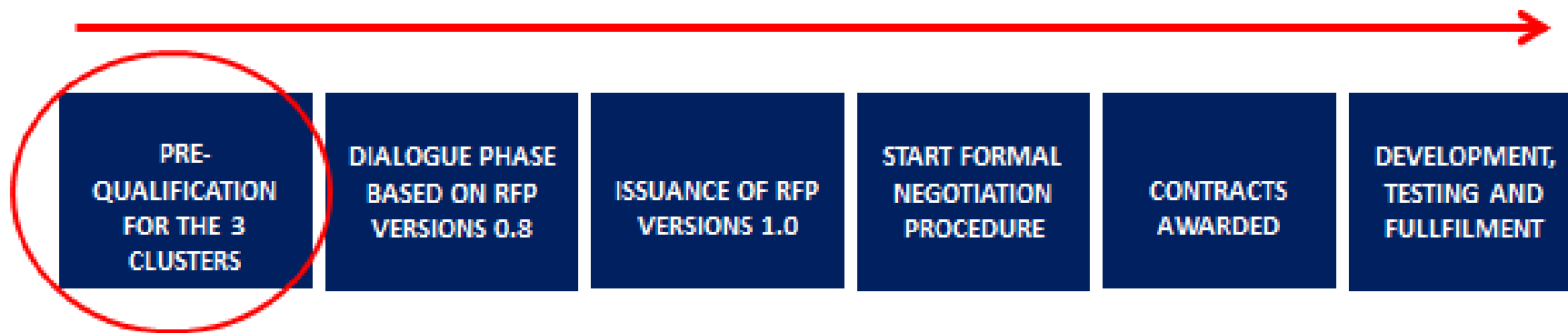
Cluster 3: Information Services:
(Realization of functionality to users)



(Part 1) procurement process

PROCES CALL FOR TALKING TRAFFIC

ACQUISITION PROCES





(Part 2) Procurement process

- Subscription Assessment (EMVI: Giving value)
- (Intensive) Negotiation phase
- Contracting

- Note (!): Whole procurement process has been positively evaluated by an independent expert review team (with amongst others w.o. Professor of Contract Law Jan Telgen)



Participants / Partners

Participants (contracted) in the Partnership Talking Traffic are:

-> Vialis, Dynniq, Swarco, Sweco, KoHartog Traffic Technology, RoyalHaskoningDHV, Zicut, Be-Mobile, KPN, Flitsmeister, MTVNL and Locatienet

Some of these companies work together with one or several subcontractors.

+

-> all government levels within the Use Better program.



Special in this tender

- New procurement process -> requires: dynamics for both internal organization and market parties
- Complexity of procurement (Stakeholders-Clusters-Chain)
- The parties are likely to fall back on traditional Client-Contractor roles
- Negotiations - upcoming contracts (intensive process: in preparation and reporting)
- Working groups including market parties (Open ecosystem)



Contacts for Agreements:

- Direction Accessibility and decentralized authorities / road managers
- Michael van Scheijndel – Purchasing Advisor and contracting (KPI's)- Supplier management



From Program manager, Caspar de Jonge

The procedure of the Innovation Partnership (IP) was new, and it's content was both original and innovative. After all, communicating traffic lights do not yet exist and the whole private chain therefore has to work together to align the things required to make them possible.

To ensure a common and beneficial success was not only hard work, but also a process of many consultations between the subject matter experts responsible for the project and the procurement experts of the purchasing department. This required a great degree of flexibility and a formidable work pace. And last but not least: it required investing in each other so everyone attributes the same meaning to the steps in the process and the terminology.



»Questions....?

Thank you for your attention!
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