

bus2025

October 24th 2017 - Kortrijk - Rethinking bus procurement models



- 1 Bus 2025 : the bus fleet transition road map
- 2 An existing model of procurement : Life Cycle Cost and functional specifications as key stones
- 3 How to manage the transition

I RATP's existing bus fleet in Paris

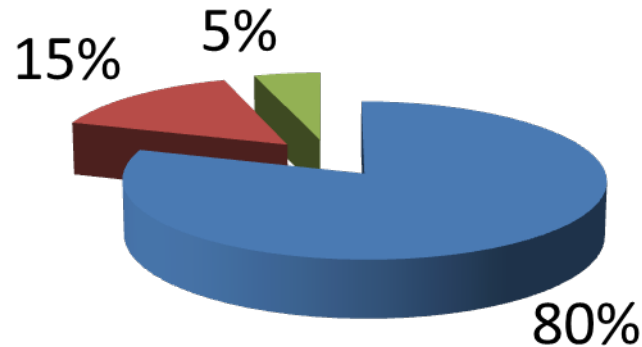
4 600 buses
350 routes
21 000 Bus stops
1.1 Billion passengers per year
+15% in the last 10 years



New MAN NL GNV Euro 6



Ivecoбус Agora GNV



- 12 m buses
- 18 m buses
- 7-9 m buses



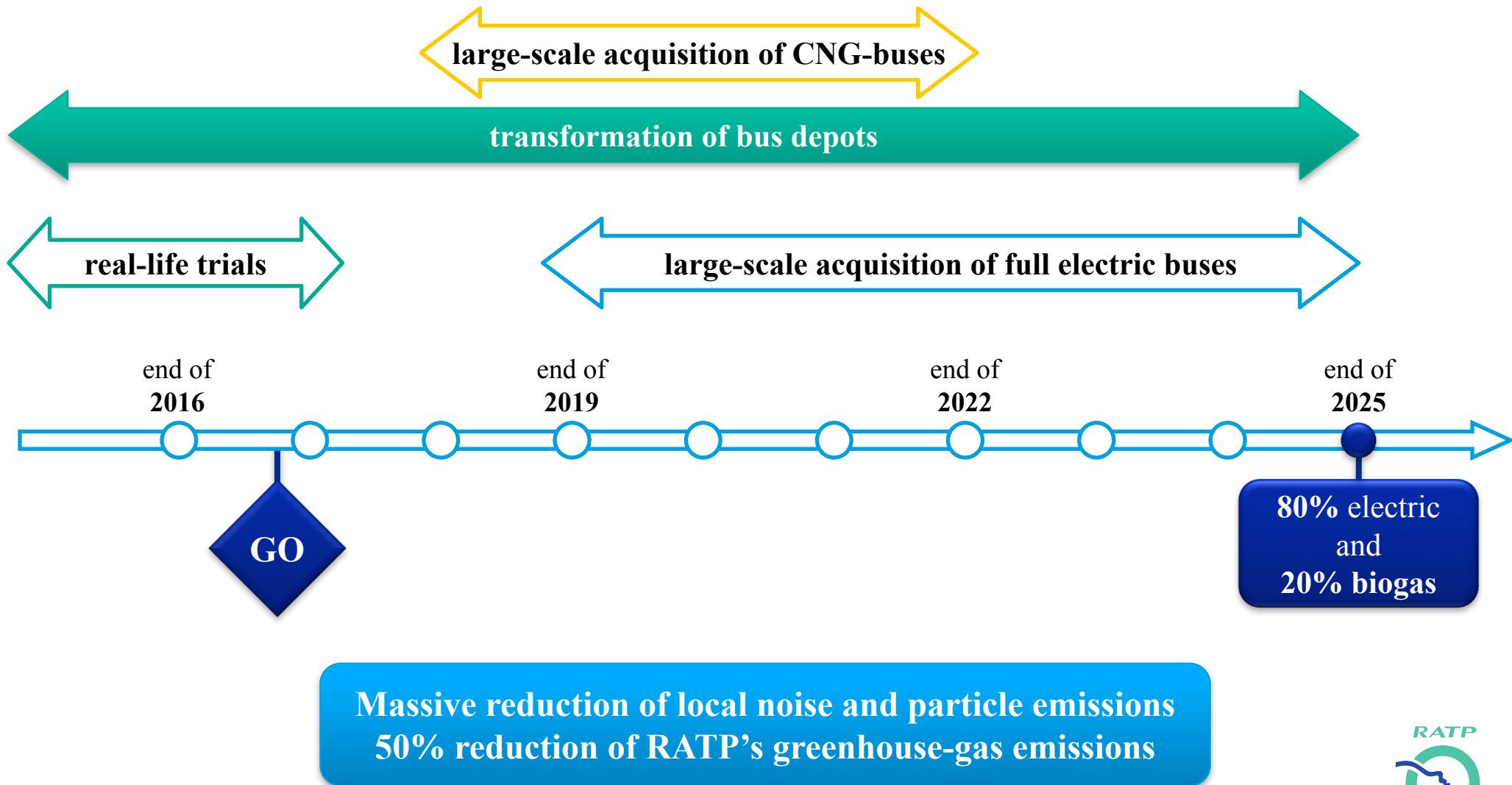
Bolloré Bluebus 22



82% conventional diesel buses / 18% clean buses (650 Hybrid, 140 GNV, 54 electric)

51% clean buses by the end of 2020

I Overview of Bus 2025 programme



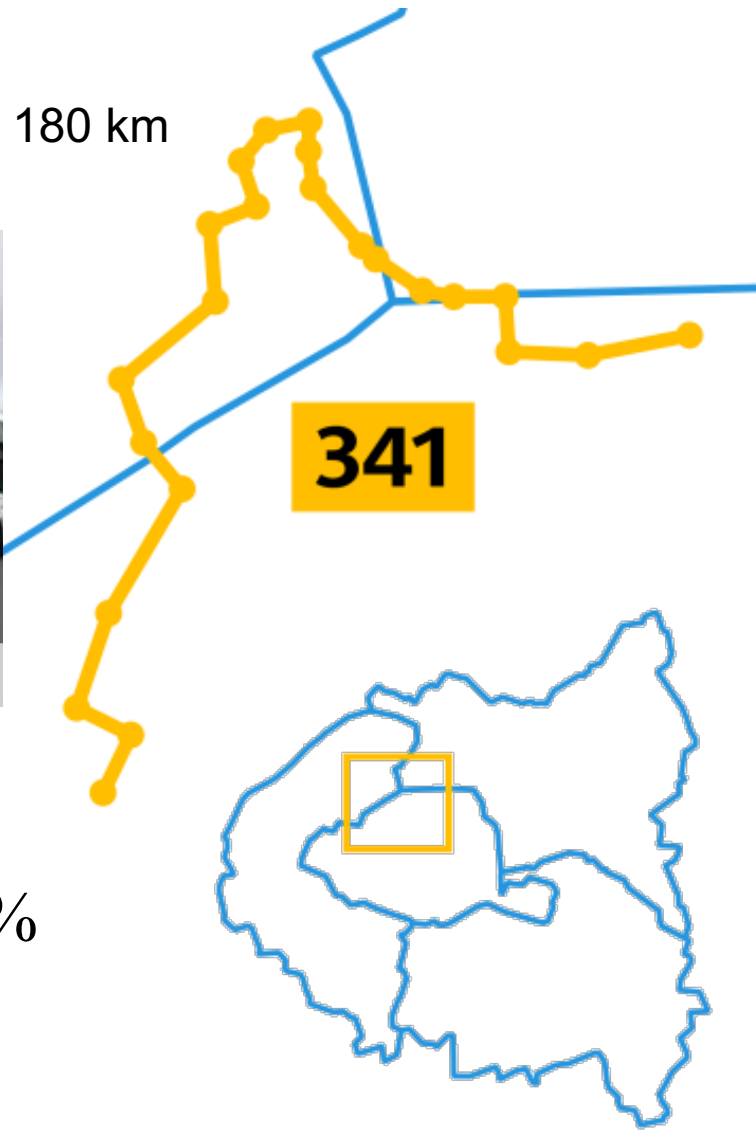
I Conversion of line 341

Capacity : ≈ 95

Real-life driving range: ≈ 180 km



Bolloré 12 m Bluebus



Belliard bus depot

2017 : 23 buses in operation — 100 % electric 12 m Bluebus



Principles for drawing up a tender file on buses

II Prerequisites

- Operations in Project Mode
 - Clearly identified team and stakeholders, from the upstream to the downstream phases
 - Steering Committees
- Bus Purchasing and Industrial Policy
- Clearly identified and expressed needs
- Upstream discussions on the weighted contract-awarding criteria
- Publication of UITP recommendations
 - Making ready for the purchase and issuing the European call for

II Bus Purchasing and Industrial Policy

- Maintaining a level of competition between European manufacturers
- Performance focused purchase
 - Economic performance based on the LCC (Life Cycle Cost) method
 - Control of purchase and maintenance costs during rolling stock life cycle
 - Technical performance based on specifications file
 - Consolidation of the needs based on feedback from experience of earlier contracts
 - Anticipation of future needs of the customer / state of the art of the manufacturers
- Policy integration and corporate projects
 - Energy, the environment
 - The network, accessibility, etc.

II RATP Contract Structure

RATP Bus Contract

Market Clauses

Prices, deadlines, and penalties

Life Cycle Cost
SORT Commitment
Labour and spare parts

Delivery & acceptance terms

Warranties

Related documents

Specifications File

Characteristics of the quality of the service offered (QSO)

Operating (OPE) and maintenance (MAI) characteristics

Other specifications

Plans



How to manage the transition

Procurement program at big scale

RATP BUS in Paris : RATP as a system integrator (engineering, operation, infrastructure, maintenance), given the scale of its procurement program

- + keep the skill of an integrated maintenance as a core business
- + Standardization and interoperability for the bus fleet and charging infrastructure

Optional equipments or systems requested

Purchase of a system rather than purchase of a vehicle as an integrated package : Battery, IT systems,

- + Delay and industrial risks transferred to the manufacturer

- Thank you

