

Nordic Bus - Request for information

RUTER INVITATION TO ONE-TO-ONE MEETINGS

About the Nordic Bus Project

The Nordic Bus Project is a joint project by Strætó in Reykjavik, Movia in Copenhagen, Ruter in Oslo, HSL in Helsinki and SLL in Stockholm. The five PTAs in the Nordic capital regions are seeking opportunities to reduce costs and/or increase the attractiveness of public transport through a joint venture.

The main objective of the project would be to agree on common fleet procurement demands for the Nordic capital cities. Nordic Bus will publish bus demand documents for city buses, suburban buses and regional buses for use in upcoming tenders.

For more information about the project

<http://www.nordic-bus.com/>

Ruter is the public transport administration company serving the capital region (PTA). Ruter As is jointly owned by the City of Oslo (60%) and County of Akershus (40%). Ruter provides public transport services for the capital region, except of local trains that are provided by the state.

Ruter is not operating any transport services by ourselves. Transport services are provided by operators under contract with Ruter.

Request for Information: Benefit calculations

The main objective of the project is to agree on a common Nordic standard for new procurement demands in the bus fleet. The hypothesis behind this objective is that a shared standard would result in:

- Reduced costs of new bus fleets for all Nordic countries
- Increased potential to create fleets of higher quality
- Increased potential to streamline maintenance
- Increased potential to shift operating areas for buses between country areas and in the Nordics – better 2:nd hand opportunities

The consultation version 1.0 of the Nordic Bus requirement documents were published in October 2015. All relevant stakeholders were invited to give feedback on the suggested standard. Based on the feedback received, the project has published a new consultation version of the Nordic Bus (version 2.0).

Now, the project wants to investigate the actual benefits of the project based on the latest consultation version. In order to identify benefits and disadvantages of the standard, and will invite bus operators and manufacturers to one-to-one meetings in



all the Nordic capitals. Ruter will be responsible for the one-to-one meetings in Oslo (or by Skype or telephone if that is more convenient).

Invitation to one-to-one meetings

Ruter wants a further discussion about the Nordic Bus project with the bus operators and manufacturers. Ruter hereby invites relevant stakeholders to one-to-one meetings. The focus in the meetings will be the Nordic Bus consultation version 2, the questions listed in this RFI and more specific questions sent out before the meeting.

The meetings will be held at Ruter, Dronningensgate 40, Oslo. The meetings will be scheduled from the last part of August and early September. Estimated time is 1 – 1,5 hour.

Ruter has also sent out an invitation on one-to-one meetings regarding Development of business models. For those who has intentions on discussing both business models and Nordic Bus, Ruter have the intention of coordinating these meetings.

All the information Ruter gets regarding these matters which are indicated to be sensitive will be treated confidentially.

Please send your response or enquiries about this request for information to project team member Øystein Fjæra, Oystein.Fjaera@ruter.no

Deadline for registering interest for meeting is **15.08.2016**.

Brief description of questions to be discussed

The one-to-one meetings will be divided in two parts.

Part 1: The Nordic Bus documents (consultation version 2)

The first part will focus on comments to the new version of the requirement documents, both general and specific comments to the different requirements

Part 2: Cost/Benefit mapping

In the second part of the meeting we will, out of a cost/benefit and an economic effect perspective, discuss:

- What kind of benefits do you see with Nordic Bus?
- What kind of disadvantages do you see with Nordic Bus?



- In your point of view, what should be done with the Nordic Bus requirements in order to reduce the disadvantages and/or improve the benefits?
- Do you think Nordic Bus will have an impact on the competition among the operators?
- Do you think Nordic Bus will have an impact on the competition among the manufacturers?
- Will the Nordic Bus standard have an impact on the second hand market? If yes, how?
- Will the Nordic Bus standard have an impact on the attractiveness/profitability of moving buses around in the Nordic countries?

About two weeks before the meeting you will receive a short form with more specific questions related to the items above. We will request you to fill in the form at least two days before the scheduled meeting. The questions included in the form, and your responses to them, will be discussed in the one-to-one meeting.

In order to illustrate the economic effects of a Nordic standard; we want to compare the three alternatives below:

- **Current solution** (base alternative): City bus based on Ruter`s requirements today, defined as: 12 m class I city bus
- **Alt. 1: City bus based on Nordic** Bus requirements consultation version 2 (see www.nordic-bus.com)
- **Alt. 2: City bus based on EU** minimum requirements (R107), but with necessary basic specifications for Nordic climate conditions, but with no PTA specific requirements