

At: Bus- and boat operators with respective labour unions and NHO
From: Ruter AS

Invitation to the dialogue conference: «Development of business models and contracting strategies»

Time: Friday April 17th 2015 from 10.00-15.00

Place: Ruter's customer center (formerly Trafikanten), Jernbanetorget, Oslo

Ruter is set to develop contracting strategies with bus- and boat operators that operationalize its main strategies. These efforts have been organized in the project «Development of business models and contracting strategies» which in October 2015 will deliver a Ruter report on the subject. The main focus in the report will be on bus- and boat contracts, but other contracting areas will also be covered.

Important guidelines for the project:

- A distinct focus on market principles and customer demand. The best interest of public transport customers will form the basis for the project's recommendations
- Evaluating whether the existing allocation of risk and responsibility between Ruter and operators is optimal in supporting Ruter's main strategies.
- Arranging for a sustainable and competitive market for suppliers
- Main recommendations in the report will constitute a key sub strategy for K2016

Tentative agenda:

10:00	Welcome & purpose of meeting	Marit Elin Leite, VP Quality, Ruter
10:15	Presentation of the project	Kåre Riseng, Senior purchaser, Ruter
11:00	<i>Lunch</i>	
12:00	Introductory perspectives	NHO
12:30	Prepared presentations from all participants (max 15 min pr participant and labour union)	
14:30	Summary	
15:00	The end	

Minute meetings and all presentations will be made publicly available at kollektivanbud.no. The conference will be conducted in Norwegian, however with necessary adaptations for any English speaking participants.



Bus- and boat operators can participate with one representative from their respective labour unions.

To register, please contact Kåre Riseng (kare.riseng@ruter.no / +47 975 92 400) by April 13th. Any questions may also be directed to Kåre Riseng.

Written feedback in response to the dialogue conference

Ruter welcomes written feedback in response to the dialogue conference. Bus- and boat operators may provide their perspective on the conference's topic within a maximum of 4 A4 pages. Please direct this to bussanbud@ruter.no by April 30th. Feedback will be treated confidentially.

The information should be described on a **functional level**. Any ideas can be used by Ruter in future **contracting and tender processes**, and may be presented in an anonymized form in future dialogue conferences, tender documents etc.

One to one meetings after the dialogue conference

Ruter also wants to discuss the issues at hand directly with bus- and boat operators in a one to one setting (Any labour unions that wish to participate must do so together with their respective bus- and boat operators). Operators that provide written feedback will be able to meet Ruter in a one to one meeting. Meetings will be held at Ruter's offices. Operators will be invited to meetings based on a set time schedule as soon as written feedback has been received. Maximum duration of the meetings will be 60 minutes. Ruter will be free to contact the invitees to clarify any questions beyond the agreed meetings if necessary.

Best regards,

Ruter AS