



NyeVeier

Welcome to Nye Veiers Vendor Conference

The Qube, Gardermoen

20.03.2019

Agenda



- 09.00: **Welcome to the vendor conference** – Bjørn Børseth, Director for contracts and procurement
- 09.15 – 09.30: **This is Nye Veier – status spring 2019** by Managing director Ingrid Dahl Hovland
- 09.30 – 12.00: **Nye Veiers upcoming projects** - Nye Veier's project directors
 - E6 Trøndelag, Project director, Johan Arnt Vatnan
 - E6 Innlandet, Project director, Øyvind Moshagen
 - E18 sørøst, Project director, Magne Ramlo
 - E39 sørvest, Project director, Asbjørn Heieraas
- 12.00 – 13.00: Breake
- 13.00 – 13.30: **How Nye Veier procure** - Director for contracts and procurement, Bjørn Børseth
- 13.30 – 14.00: **The opportunity to visit the project stands**
- 14.00 - 16.00 : **Speed dating with the projects**



NyeVeier

This is Nye Veier

Ingrid Dahl Hovland, CEO

Our mission



Expansion of housing and labor market regions

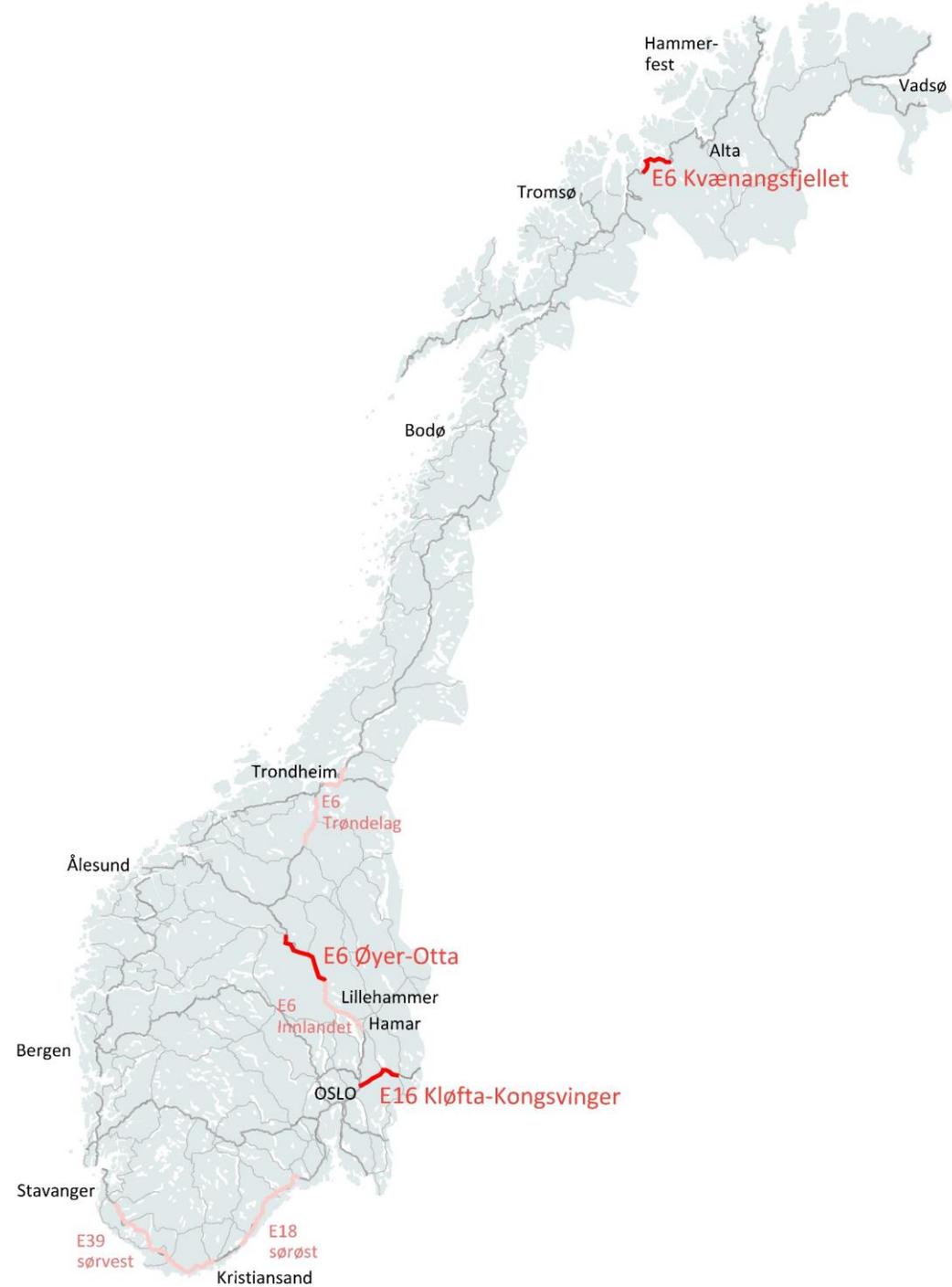


Reduced travel time:

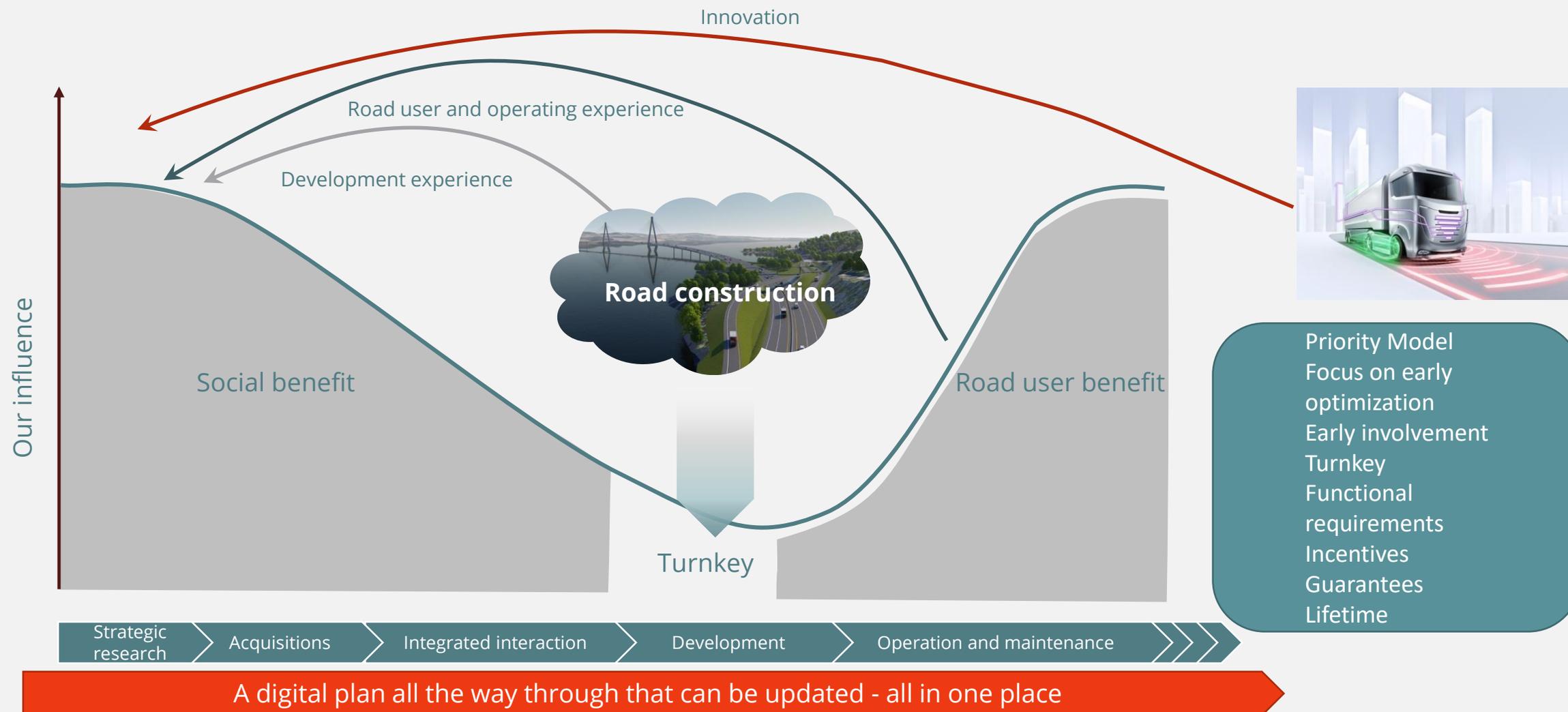
Lyngdal – Kristiansand: 33 min (71 min)

Lyngdal – Sandnes: 56 min (128 min)

We use the
whole
map of
Norway



Our execution model



It's all about new business models



Technology



Execution is a key point



The execution model is changing



New business models create values

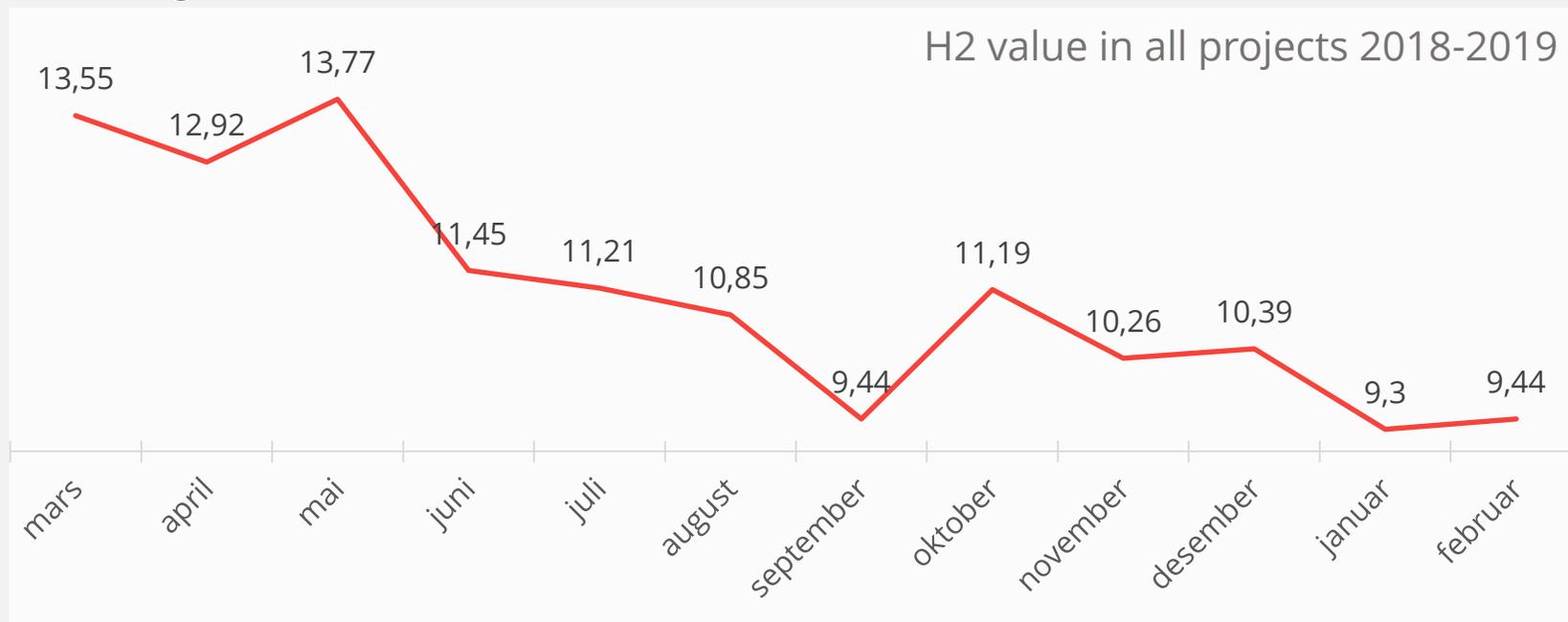


Partners and cooperation



Everyone must come home from work safely

- The contractor's performance on safety is measured in H2 value
- Low (good) H2 value is achieved by:
 - A well-functioning HSE system
 - Great management
 - Good compliance with the requirements and routines by everyone in the projects
 - Everyone who works on our projects are obliged to follow the HSE agreement



HMS avtale

NULLMÅLENE

I Nye Veier forplikter vi oss hver eneste dag til vårt overordnede og eneste akseptable mål som er:

- Ingen** arbeidsrelaterte skader (H1 og H2=0)
- Ingen** skader på tredjeperson
- Ingen** miljøskader

DETTE GJØR VI VED:

å alltid **prioritere sikkerhet** for mennesker og miljø først
at **alle** tar ansvar for egen og kollegers helse og sikkerhet

å alltid **respekttere** og følge alle lovpålagte krav, relevante prosedyrer og standarder

at vi alltid **stopper** farlige arbeidsoperasjoner

at vi **aldri går forbi avvik**, men alltid adresserer, korrigerer og eliminerer farlige forhold og farlige handlinger og miljø-avvik

Sikkerhet for personer og miljø er et lederansvar!

Everyone should have decent working conditions



- Close follow-up of results
- Coordinators from Labor Movement's Organization on all projects
- Violation of seriousness requirements is unacceptable

CSR requirements	In contract	Reported 2019
Proportion of apprentices	7 %	7 %
Share of own employees	25 %	56 %
Skilled workers	50 %	45 %

NRK: Bygg- og anleggsbransjen skriker etter flere lærlinger



– Dette er en stor utfordring. Tilgangen på lærlinger innen byggfaget er faktisk ganske begrenset. Det sier Jarle Kristian Tangen, utbyggingsjef i Nye Veier som blant annet har ansvar for byggingen av firefelts E6 gjennom Hedmark og Oppland. Nye Veier krever at sine underentreprenører skal ha minst syv prosent lærlinger for å vinne anbud.

Thanks for listening!



Vi bygger
gode veier
raskt og
smart



forny
forbedrer
forsikrer





NyeVeier

E6 Trøndelag

Johan Arnt Vatnan - SVP/Project Director Trøndelag

Nye Veier in Trøndelag



106 km new E6 - 2 road stretches

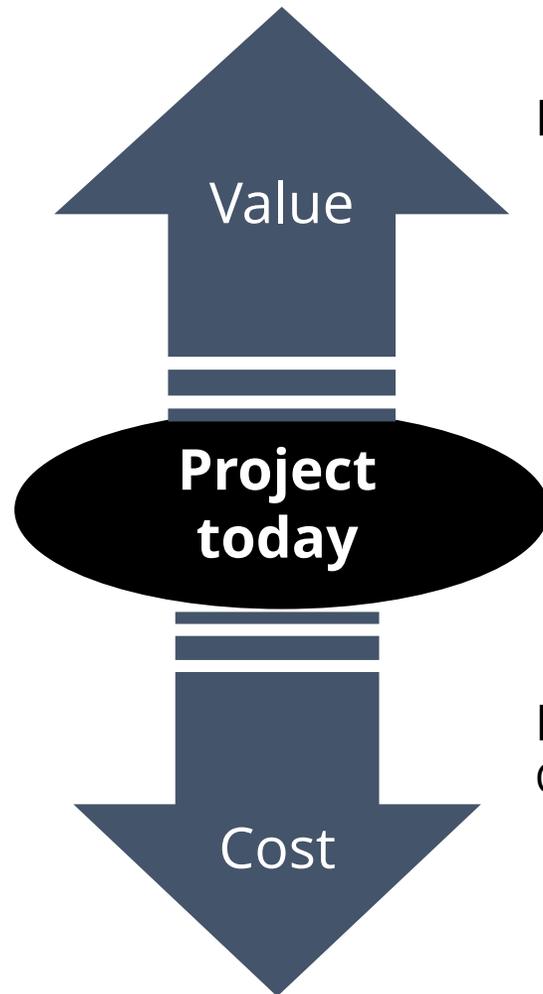
- E6 Ulsberg–Melhus S - 64 km
- E6 Ranheim–Åsen - 42 km



Increased social economic benefit

Optimization and increased value in project and portfolio

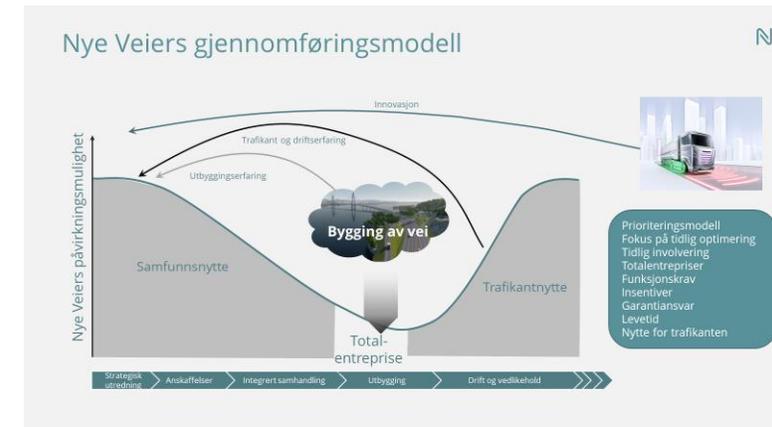
In collaboration with authorities, municipalities, consultants and contractors



Increased social economic benefit / value:

- Reduced traffic accidents
- Travel time - 110 km/t
- Enlarge Living and labour market
- Availability of the road

Reduced investment cost
Optimizing LCC - 20 years maintenance

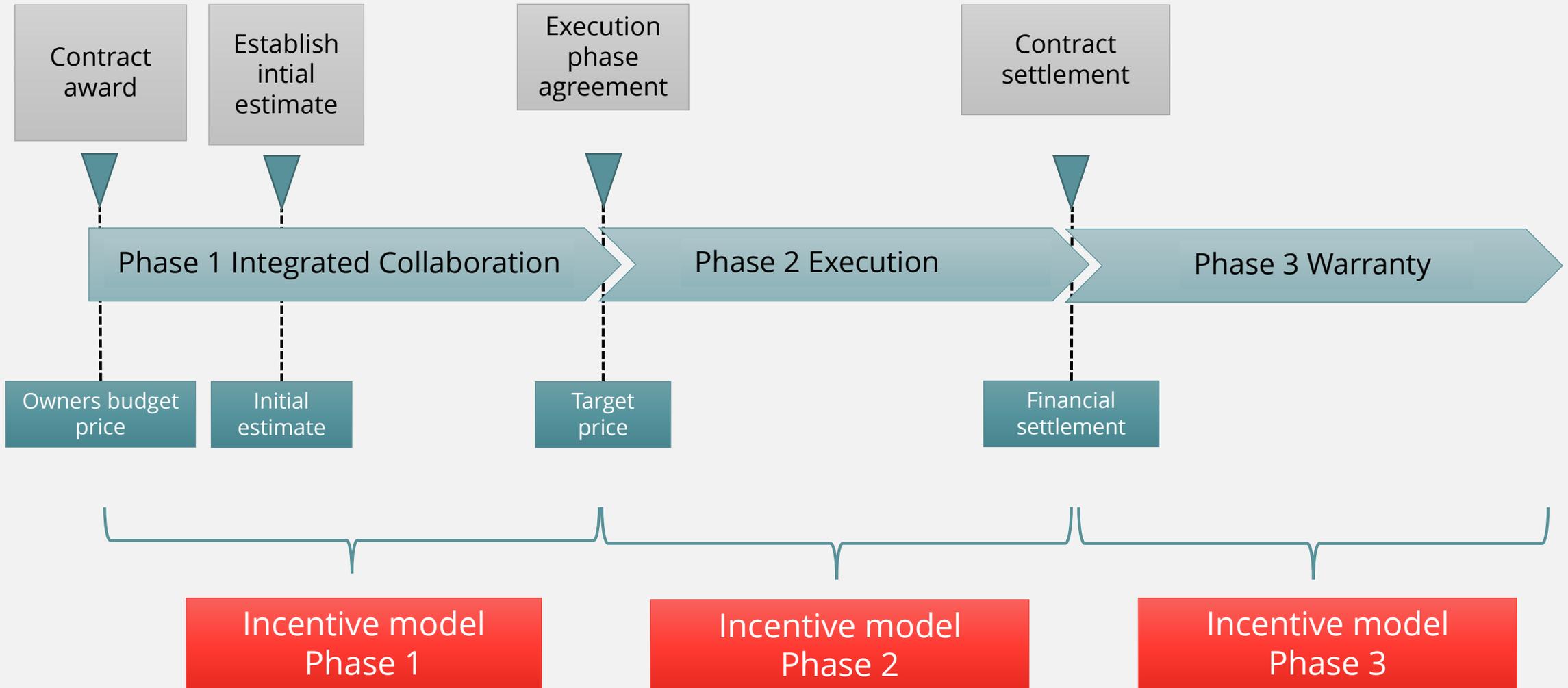


Execution models with early contractor involvement ^N

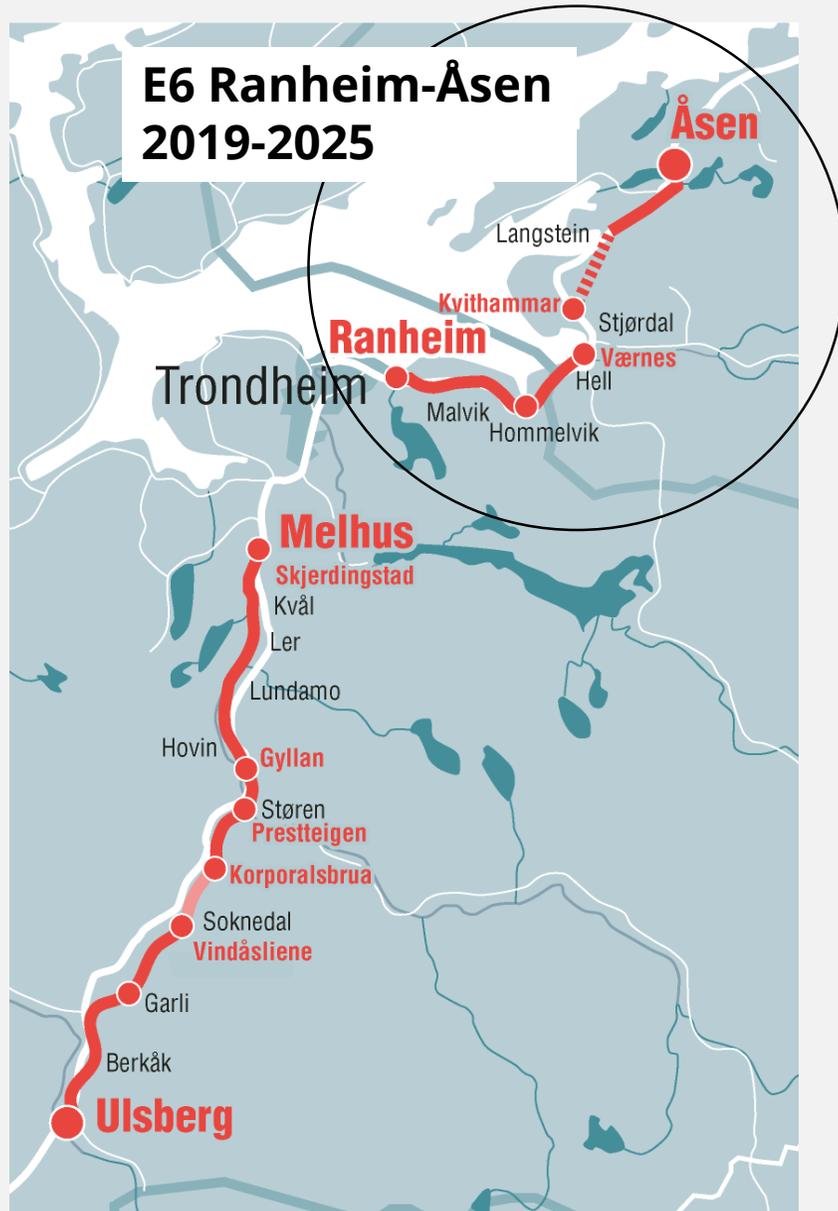
- Integrated collaboration w/NS8407
- Integrated Project Delivering (IPD) – a new project model



Increased Project value through collaboration and incentives



Contracts and progress: Ranheim-Åsen – 2 Projects



Project 1: Ranheim-Værnes, 23 km

- Design and build w/NS8407
- OMP 4,0 bill NOK excl. vat
- Acciona Construction (Spain) contracted 27.09.18
- Phase 1 with optimization, project development and zoning
- Phase 2 – Fixed price / lump sum
- Start construction Q4/Q1 2019/20
- Completion for traffic 2025

Project 2: Kvithammar-Åsen, 19 km:

- Design and build with integrated collaboration w/NS8407
- BBP 4,0 bill NOK excl. vat
- 4 prequalified contractors; Acciona, FCC, Hæhre, Skanska
- Selection of contractor march 19
- Start of integrated collaboration app. 01.06.19
- Option with a IPD model in contract
- Start construction summer 2020
- Completion for traffic 2025

Contracts and progress: Ulsberg-Melhus – 4 projects



Project 1: Kvål-Melhus sentrum, 7 km

- Norway's first IPD contract in infrastructure
- OBP 0,735 bill NOK excl. vat
- Peab, Cowi and NV in a multiparty agreement
- Start of construction: Q3 2019
- Completion for traffic: 2021

Project 2: Gyllan-Kvål

- Start: 2022
- Completion: 2026

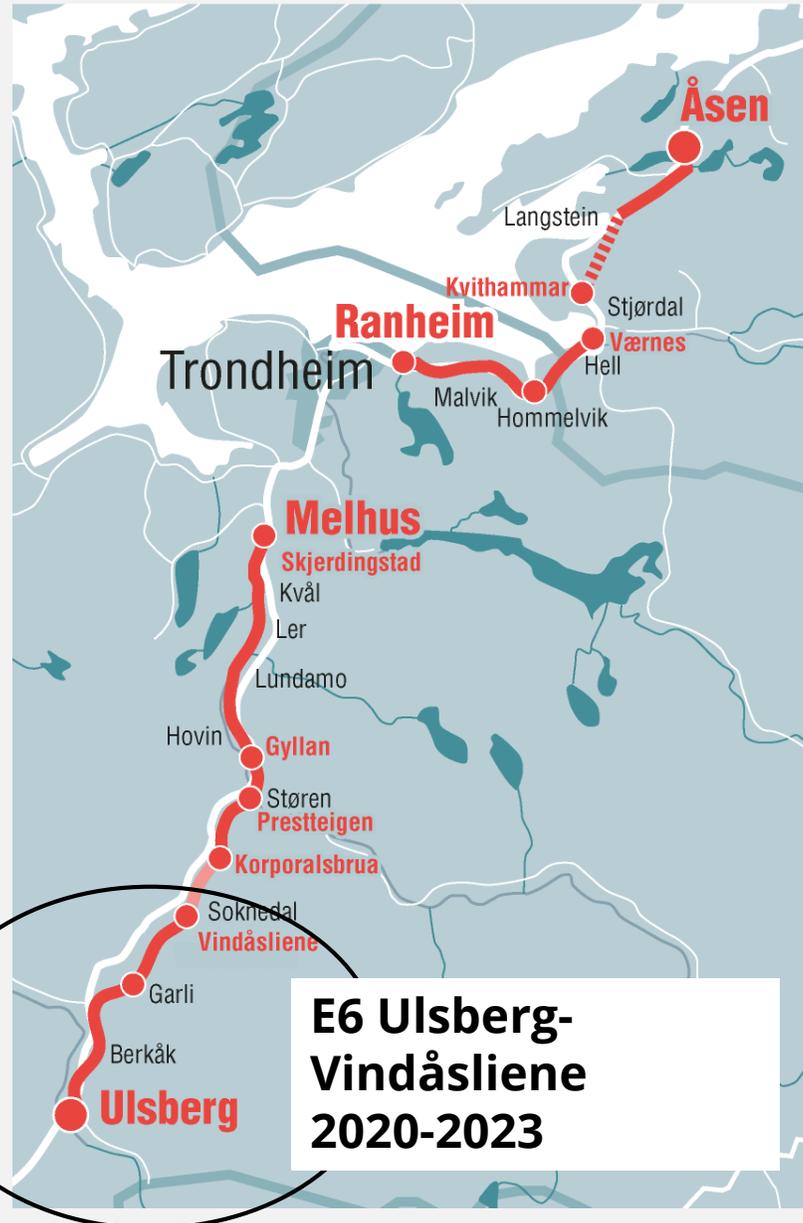
Project 3: Korporalsbru-Gyllan

- Start: 2023
- Completion: 2027

Project 4: Ulsberg-Vindåsliene, 25 km

- Will be announced to market 22.03.19
- Integrated collaboration w/NS8407 – target price
- OBP ~2,5 bill NOK excl. vat
- Start of construction: 2020
- Completion for traffic: 2023

Contracts and progress: Ulsberg-Melhus – 4 projects



Project 4: Ulsberg-Vindåsliene, 25 km

- Will be announced to market 22.03.19
- Integrated collaboration w/NS8407 – target price
- OBP ~2,5 bill NOK excl vat
- Start construction: 2020
- Completion for traffic: 2023

**Separate vendor conference
26.03 kl 11:30
Scandic Hell Hotel - Værnes**

E6 Kvænangsfjellet – First Nye Veier project in Northern Norway



The project E6 Kvænangsfjellet (part 1) in Troms county consist of construction of a tunnel in Nordreisa og Kvæningen municipalizes

The project Kvænangsfjellet south consist of a tunnel securing avalanches in Storfjord municipal

E6 over Kvænangsfjellet is the only connection between Troms and Finnmark counties. Alternative rout is through Finland – more than 7 hours.

Investment cost from NTP 2018-2029 (2017-kr)

- E6 Kvænangsfjellet (part 1) 1100 mill. NOK
- E6 Kvænangsfjellet sør 700 mill. NOK
- E6 Kvænangsfjellet avalanche securing 400 mill NOK

Key figures:

- «Open» road construction 15,3 km
- Tunnell length 8,4 km

Thanks for your attention!

Johan Arnt Vatnan, Project Director Trøndelag

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Vi bygger
gode veier
raskt og
smart



forny
forbedrer
forsikrer





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E6 Innlandet

- *Success factors*
- *New contracting processes E6 Moelv – Øyer*



Nye Veier Innlandet

2017 – 2020:

E6 Kolomoen – Moelv (43 km)

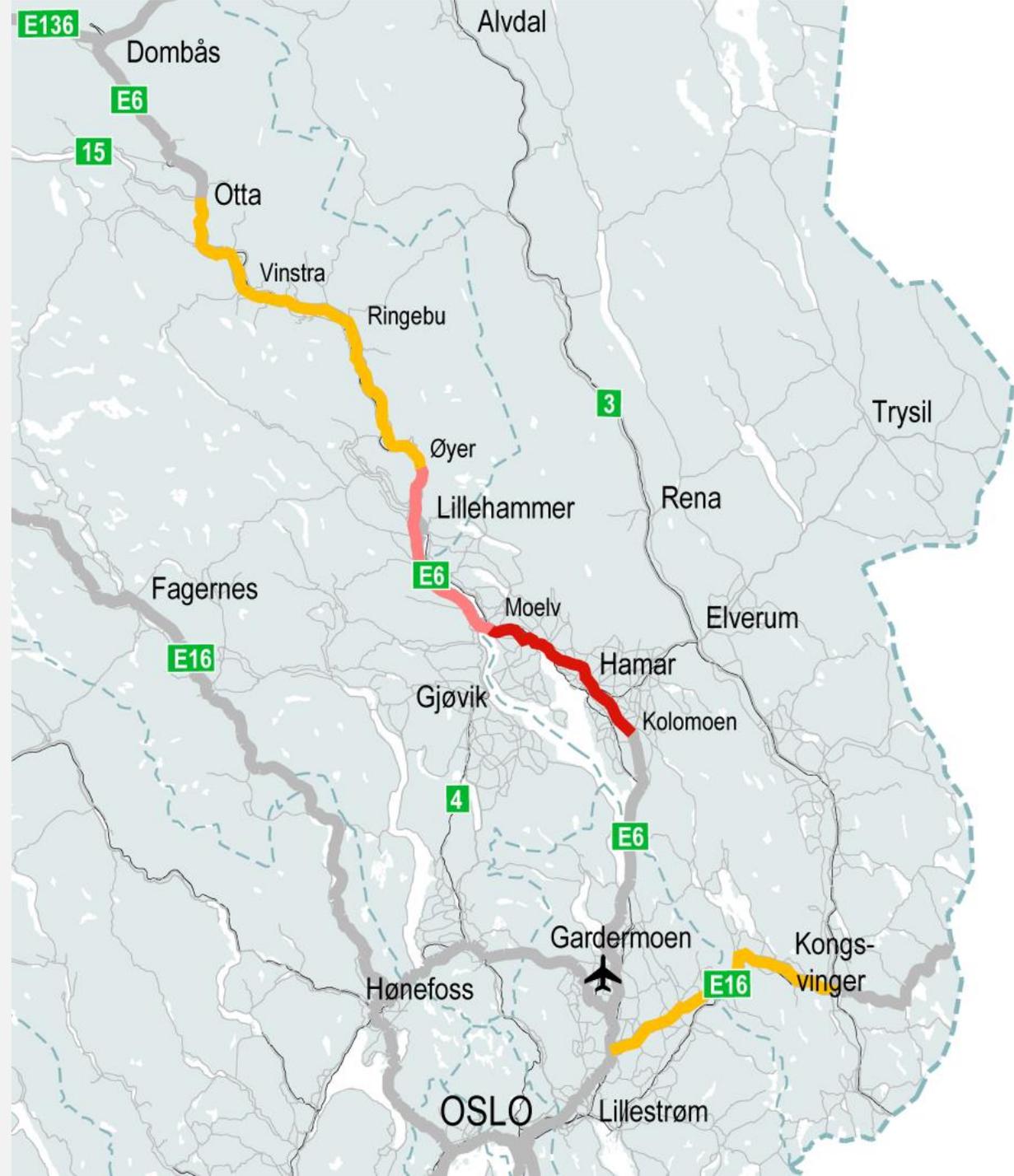
2019 – 2025:

E6 Moelv – Øyer (44 km)

New projects:

E6 Øyer – Otta (90 km)

E16 Kløfta – Kongsvinger (60 km)



Attractive areas in Norway

«Everybody» is travelling here



New projects delegated to Nye Veier and Innlandet

E6 Øyer – Otta (90 km)



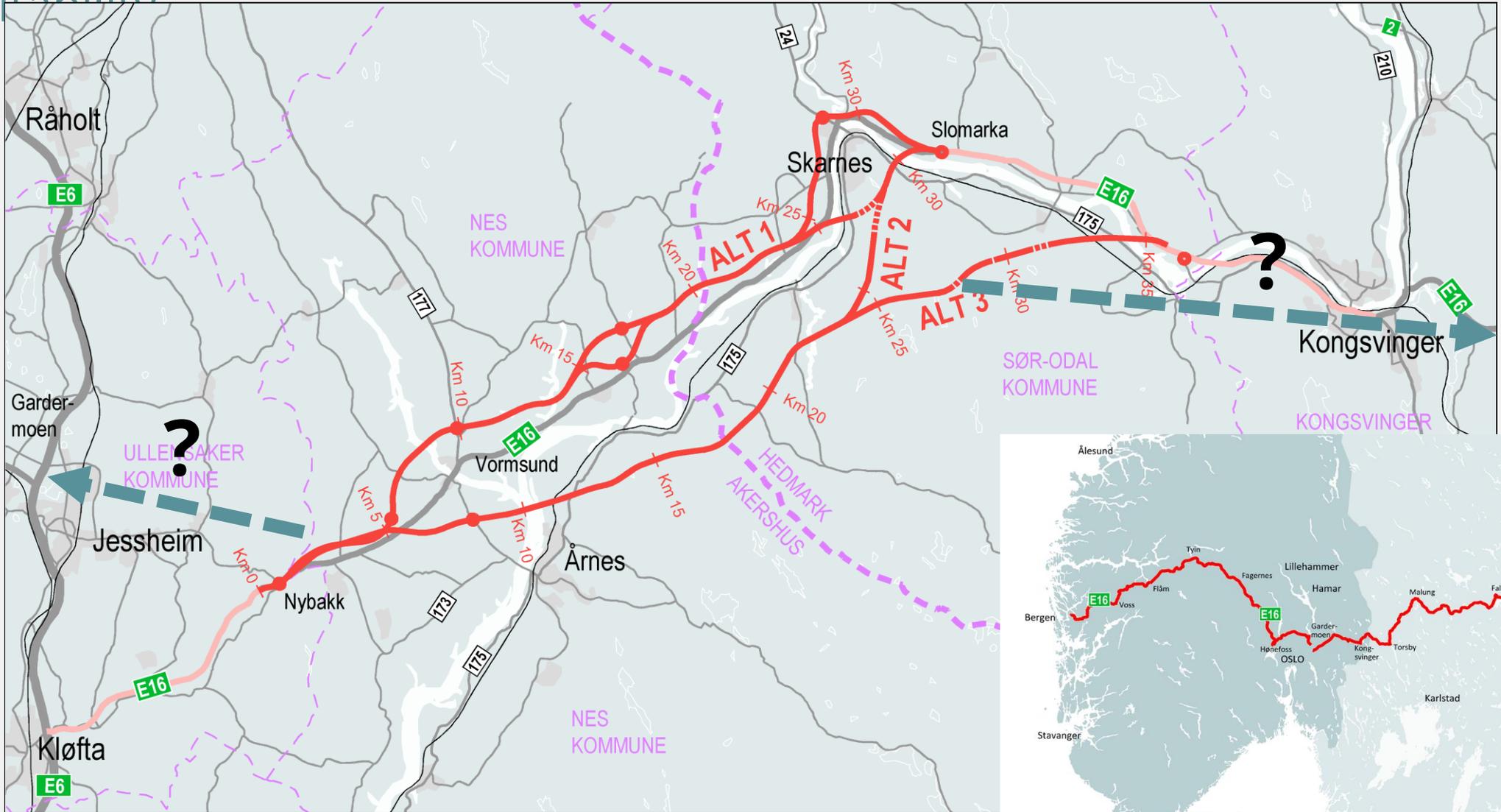
On-going strategic preparation – How to develop the project?



E16 Kløfta – Kongsvinger (60 km)



What are the needs of the society? Maximizing the socio-economic profitability.

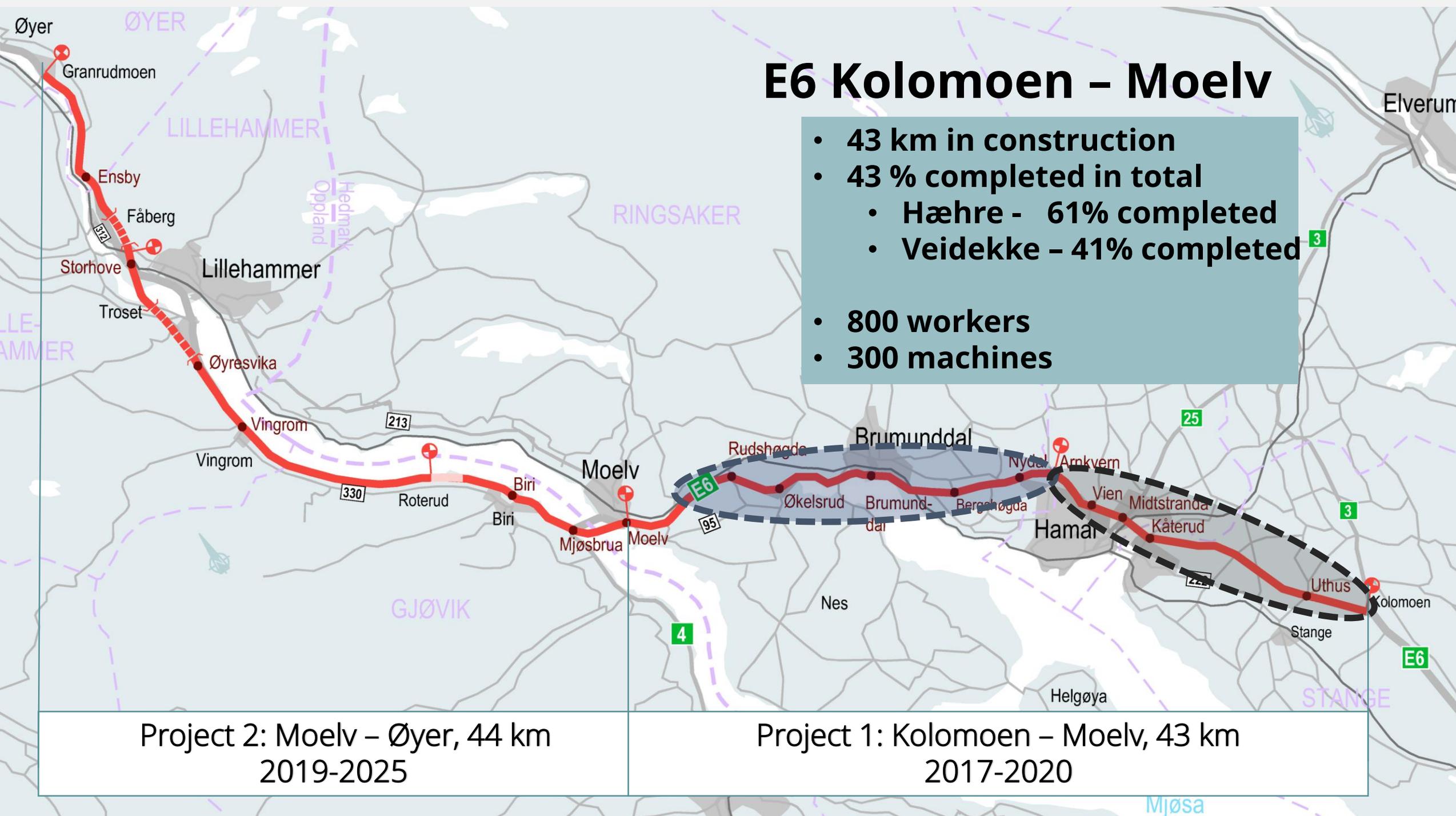


E6 Kolomoen – Moelv

- 43 km in construction
- 43 % completed in total
 - Hæhre - 61% completed
 - Veidekke - 41% completed
- 800 workers
- 300 machines

Project 2: Moelv – Øyer, 44 km
2019-2025

Project 1: Kolomoen – Moelv, 43 km
2017-2020



What are the characteristics of the project execution?



- Transparency and trust between all parties
- Collaboration to reduce the project risk
- World class BIM – Hololens, Sitevision, information software etc.
- BIGRoom on site
- Some collocation of client and contractor
- Comprehensive utilization of VDC
- ICE sessions

Collaboration = Solving the challenges together!



Stange



**Bergshøgda,
south of Brumunddal**



Brumunddal

Maximize traffic safety and passability for all road users in the construction and guarantee period



Nye Veier aim to utilize the contractor competency and experience to develop the project .



- The contractor is the best party to choose the technical solutions
- The contractor is the best party to optimize the project solutions
- The client contribute with competency and experience



E6 Moelv - Øyer

Three new contracting processes start in 2019, beginning in April!

The project is divided into three EPC-contracts

E6 Storhove - Øyer [~10 km]

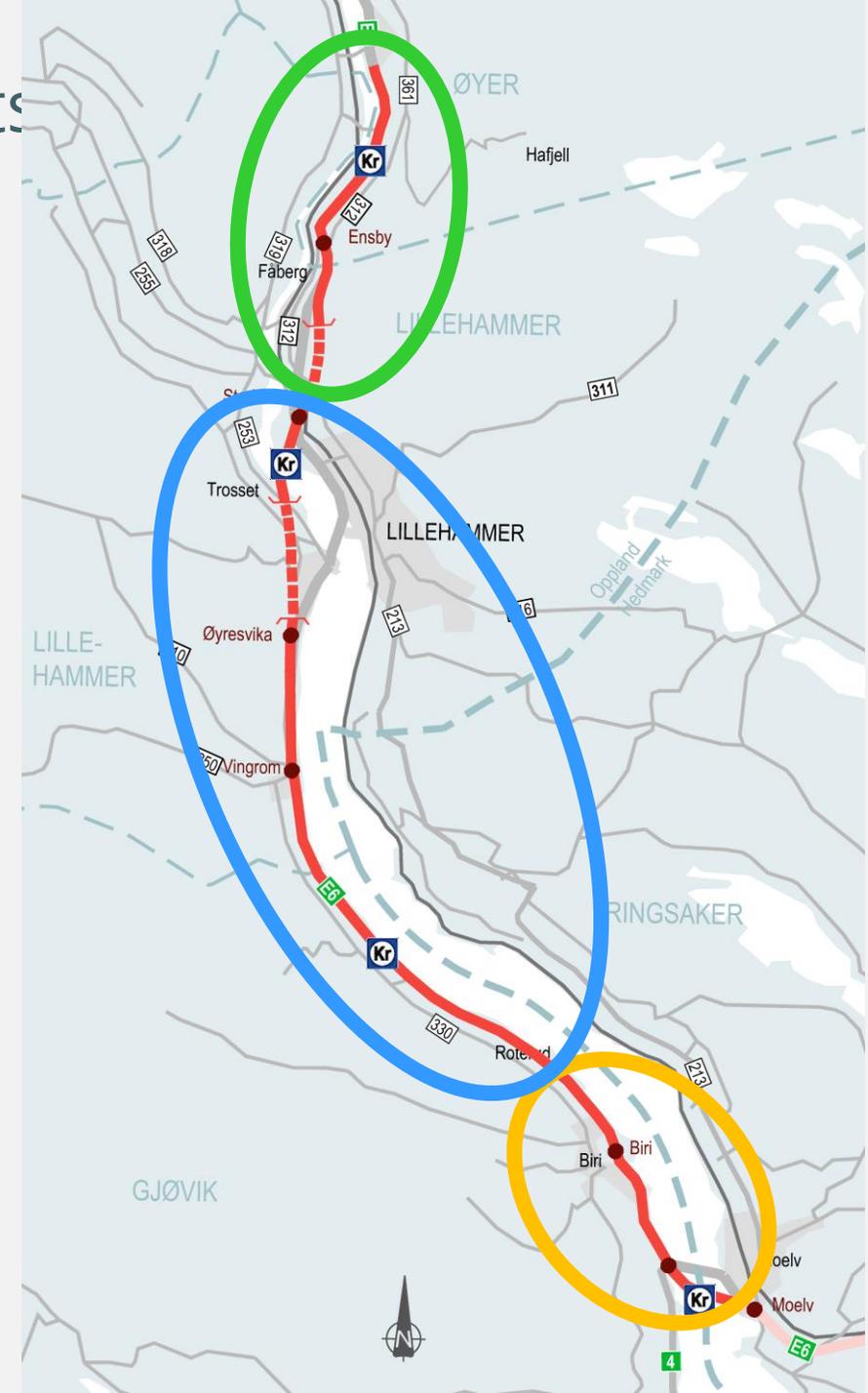
- Fåberg tunnel (~1,6km)
- 4-lane highway (~8 km)
- 6 smaller structures and 1 interchange

E6 Roterud - Storhove [~23 km]

- 4-lane highway (~18 km)
- Øyresvika tunnel (~4,2 km)
- New Lågen bridge (~0,7km)
- 19 smaller structures and 3 interchanges

E6 Moelv - Roterud [~11 km]

- Lake Mjøsa bridge (~1,6km)
- 4-lane highway on each side of Lake Mjøsa bridge (~9 km)
- 8 smaller structures and 2 interchanges



EPC-contract with project development and optimization (Municipal master plan adopted)

E6 Storhove - Øyer
[~10 km]

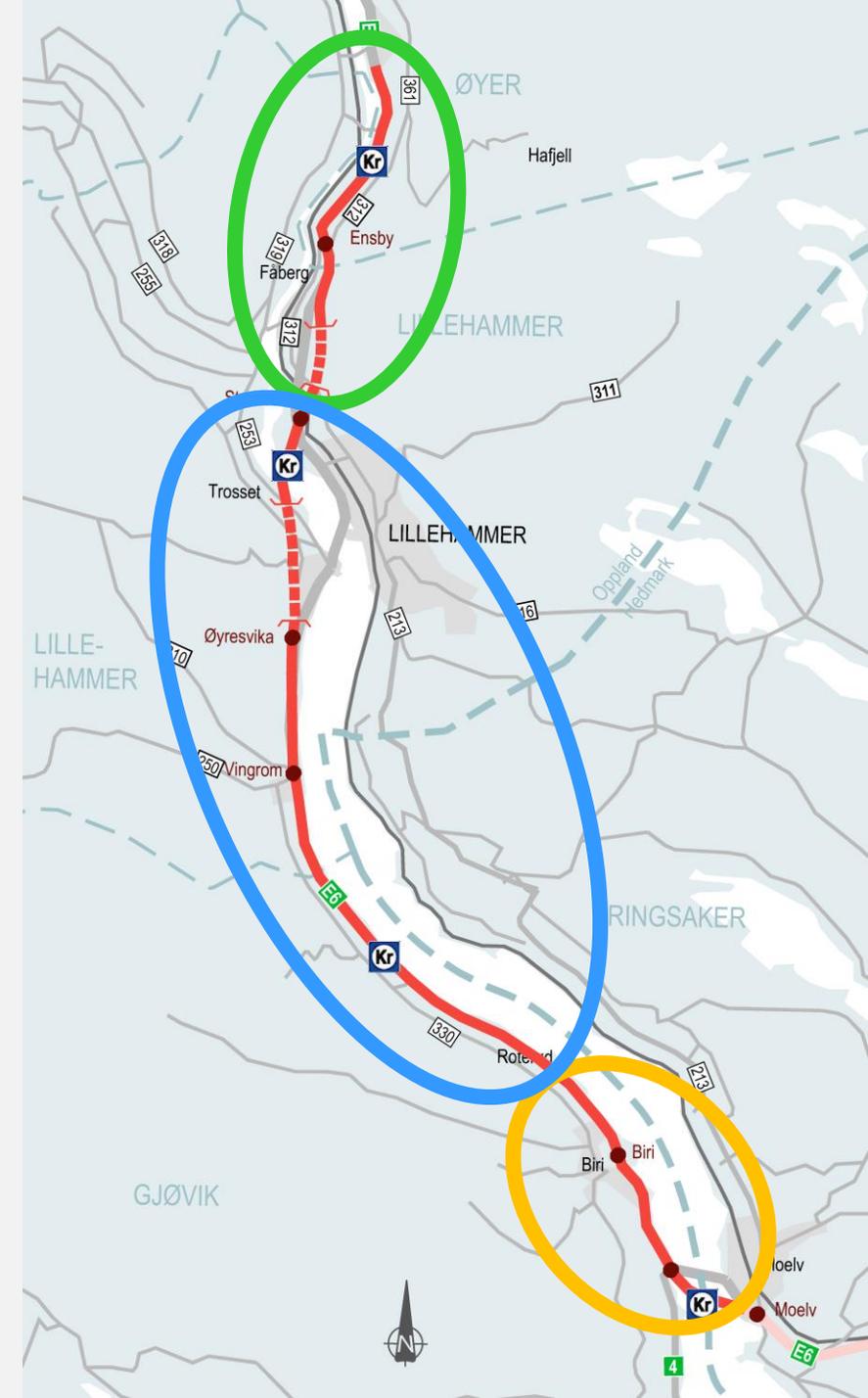
- EPC-contract with optimization. Zoning plan developed by Nye Veier
- Qualification August 2019

E6 Roterud - Storhove
[~23 km]

- EPC-contract with collaboration phase. The Contractor participate in the development of the zoning plan.
- Qualification April 2019

E6 Moelv - Roterud
[~11 km]

- EPC-contract with collaboration phase. The Contractor participate in the development of the zoning plan.
- Qualification June 2019



E6 Moelv – Roterud (~11km)

- Some of the criteria for Contractor selection:
 - Bridge concept
 - CO₂/climate
 - Competency and experience
 - Project execution plan
 - Cost efficient solutions



The Contractor compete on bridge concept and technical solution



- Nye Veier seek to find the best possible bridge concept through **collaboration** between Nye Veier and the Contractor





Illustration cantilever bridge - concrete



Illustration cantilever bridge - wood



Illustrasjon wood



Illustration cable-stayed bridge



Moelv



Existing bridge over Mjøsa



Kremmerodden



Biri



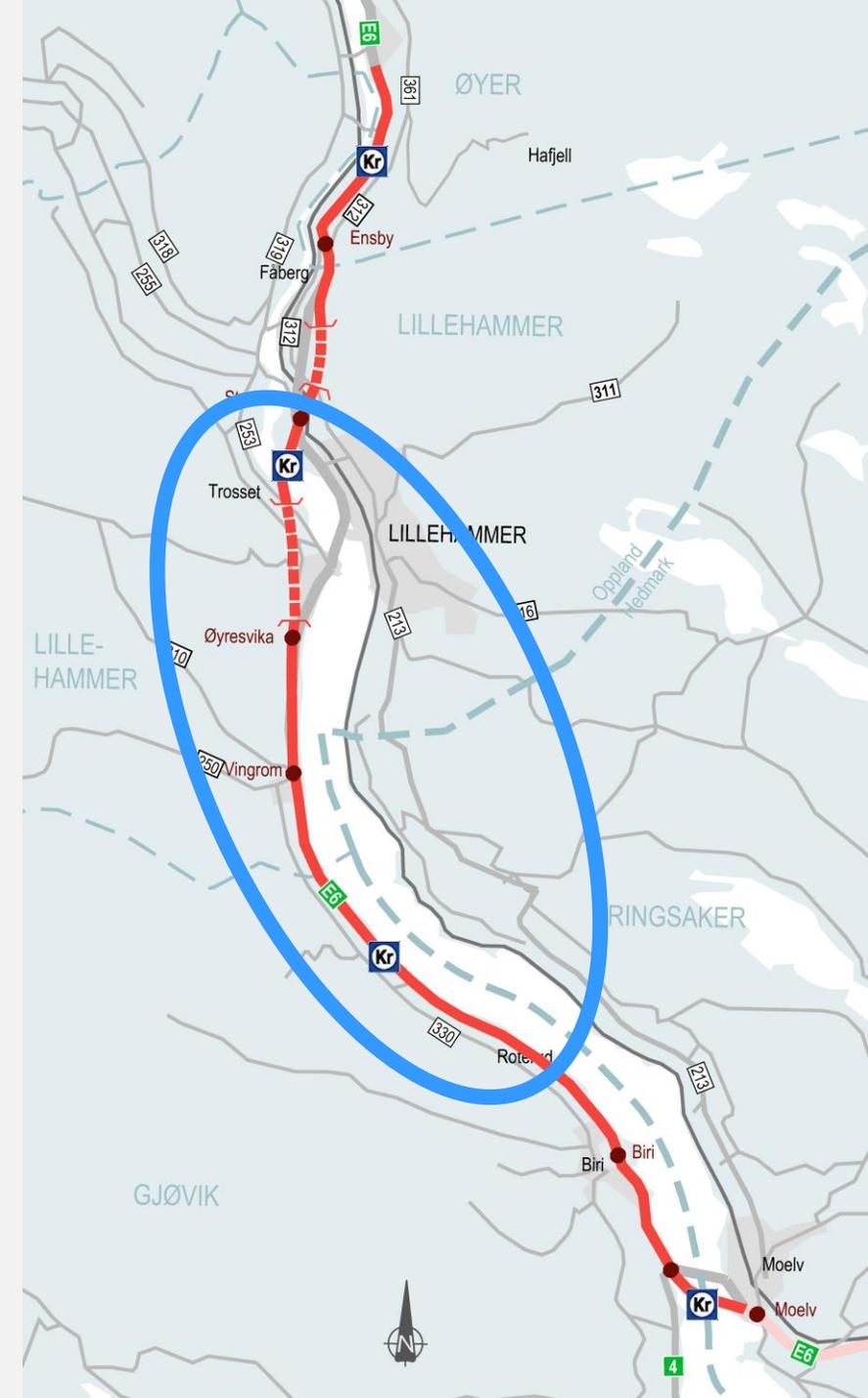
Svennes



Roterud

E6 Roterud – Storhove (~23km) is a mixed project with 4-lane highway, a long tunnel and major bridge.

- Ca. 4,2 km tunnel, 2 x T10,5
- Ca. 700 m Lågen bridge for E6
- Ca. 16 km 4-lane highway
 - Secure and good construction in proximity to the existing E6
 - Crossings for farmers
 - Construction engineering
 - CO₂ focus in bridge concept
 - Environmental requirements in nature reserve





Birstrand (south)



Strandengen



Nordenga – Bjørnstad – Furuodden



Strandli – Bakke – Vingrom (south)





Vingrom



Vingrom church



Øyresvika (tunell)



Crossing of the natural reserve in Lågen.
(Trosset – Våløya – Hovemoen)

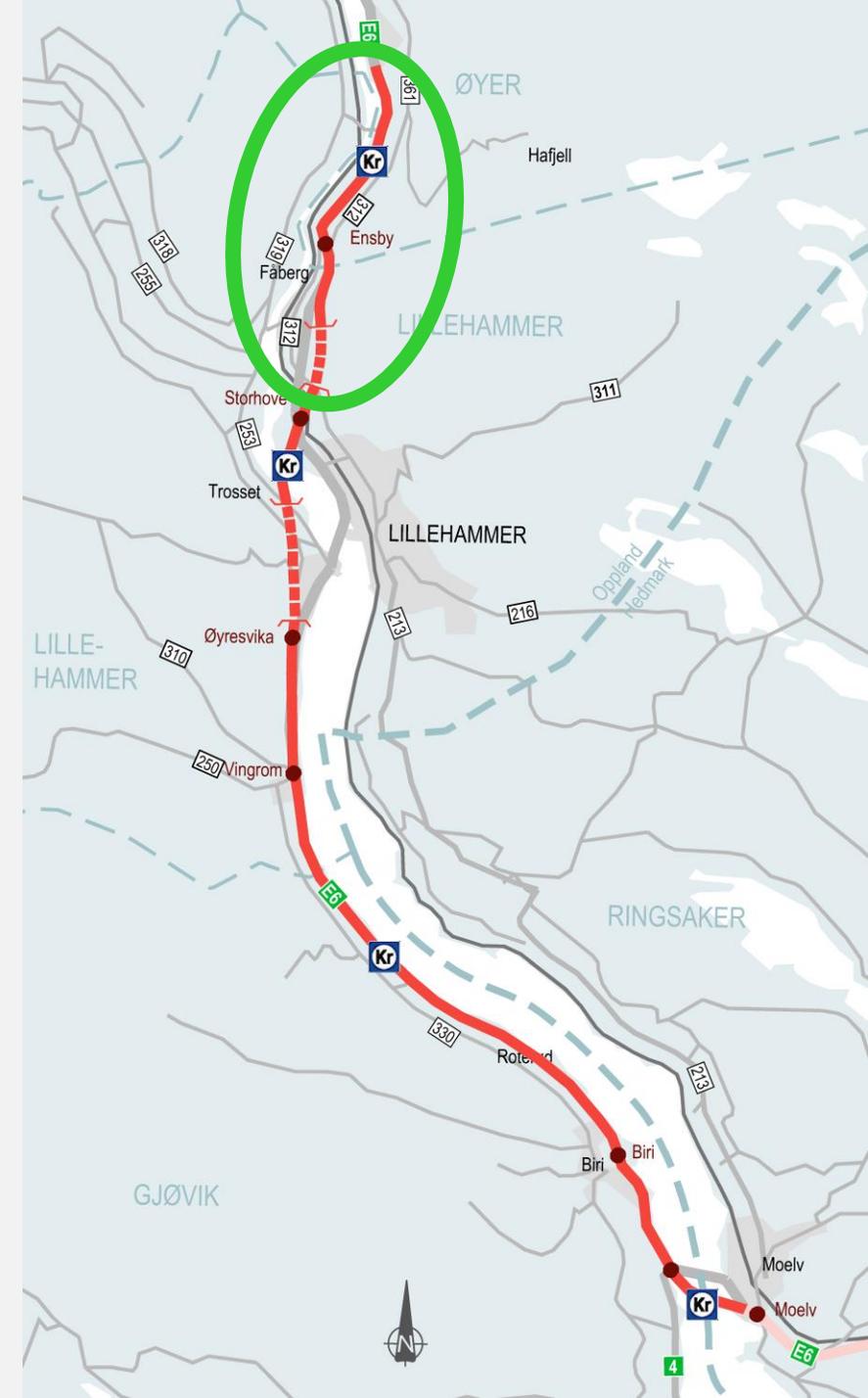
Tentative **project performance goals** E6 Roterud – Storhove



- Realize the goal of a injury and accident-free construction and guarantee period, promoting health and a fair work-life
- Maximize traffic safety and passability for all road users in the construction and guarantee period
- Minimize greenhouse gas emissions and other strains on the external environment in the construction and guarantee period, including the natural reserve
- Minimize temporary and permanent loss of production and farmland expropriation
- Minimize construction and life-cycle costs through collaboration and digitalization

E6 Storhove – Øyer (~10km) with the construction of a tunnel and expansion of the existing 2-lane highway.

- Ca. 1,6 km 2xT10,5 tunnel
- Ca. 8 km 4-lane highway
 - Construction engineering
 - Optimize the solutions within the terms and conditions of the zoning plan







Fåberg



Isakstua



Ensby



Midtskog

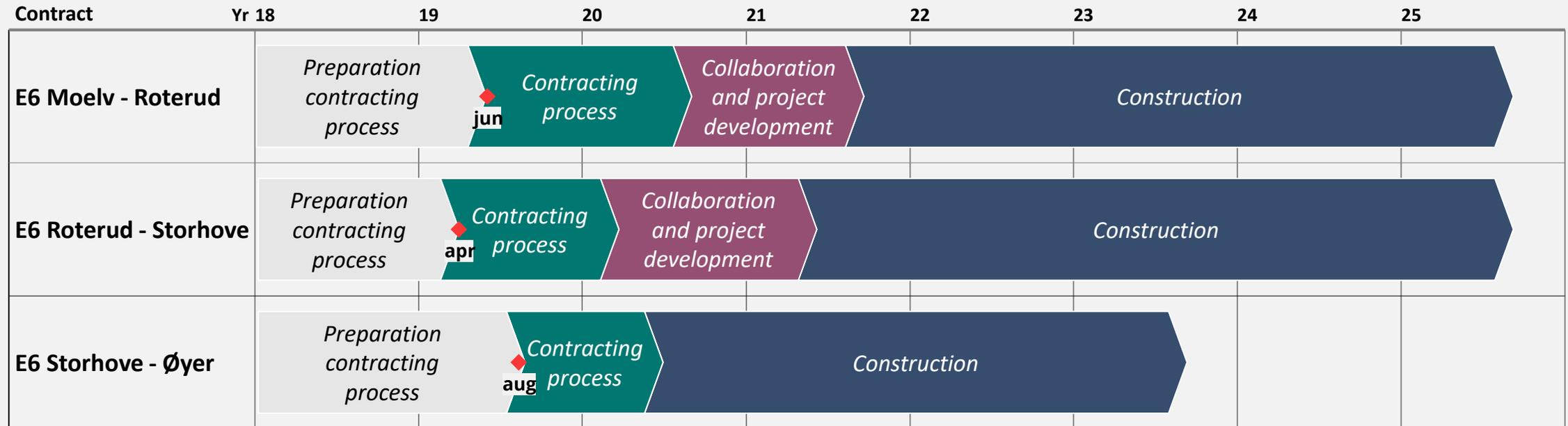


Fossegården – Hunderfossen (retning sør)



Fossegården – Brettingen

Holistic schedule for E6 Moelv – Øyer. Qualification for all three contracts in 2019



Welcome!





NyeVeier

E18 Langangen-Grimstad

Magne Ramlo - Project Director E18 Langangen-Grimstad



Four-lane highways that open in 2019

E18 Tvedestrand-Arendal 23 km

E18 Rugtvedt-Dørdal 16,5 km



N NyeVeier

E18 Langangen-Grimstad

- 155 km - 38 billion kr. (2016-kr) St.meld. nr 25 (Government road sector reform)
- Goal - 30 billion kr. and finished building in 2027/28
- Minimum 30 minutes saved from Oslo to Kristiansand
- Two projects are under construction and on track
- Two ongoing planning process
 - E18 Langangen-Kjørholt
 - Inter-municipal planning cooperation E18 Dørdal-Grimstad with digital participatory process



Status 2019

E18 Tvedestrand-Arendal –
Planned opening July 2019



E18 Rugtvedt-Dørdal –
Planned opening December 2019



Project portfolio E18

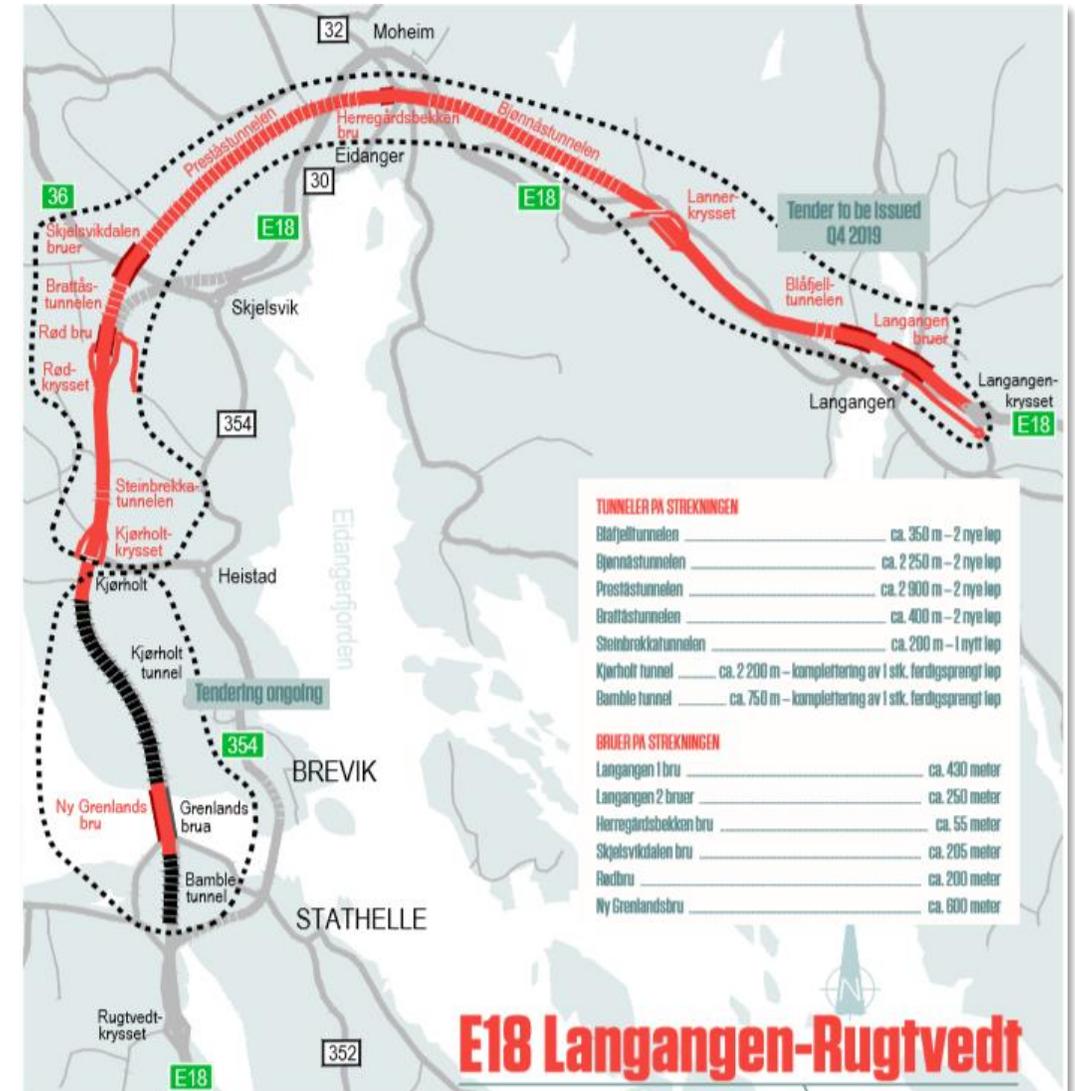
Ongoing tendering



E18 Kjørholt-Rugtvedt – Ongoing tendering



- E18 Kjørholt – Rugtvedt 3.5 km
 - Completion of pre-excavated tunnels
 - Construction of a new Grenland bridge
 - New Grenland bridge ca. 600m
- Completion of pre-excavated tunnels
 - Kjørholt tunnel ca. 2 200m
 - Bamble tunnel ca. 750 m
- Design and building contract based on NS8407
- Best Value Procurement
- Contract signing early autumn 2019

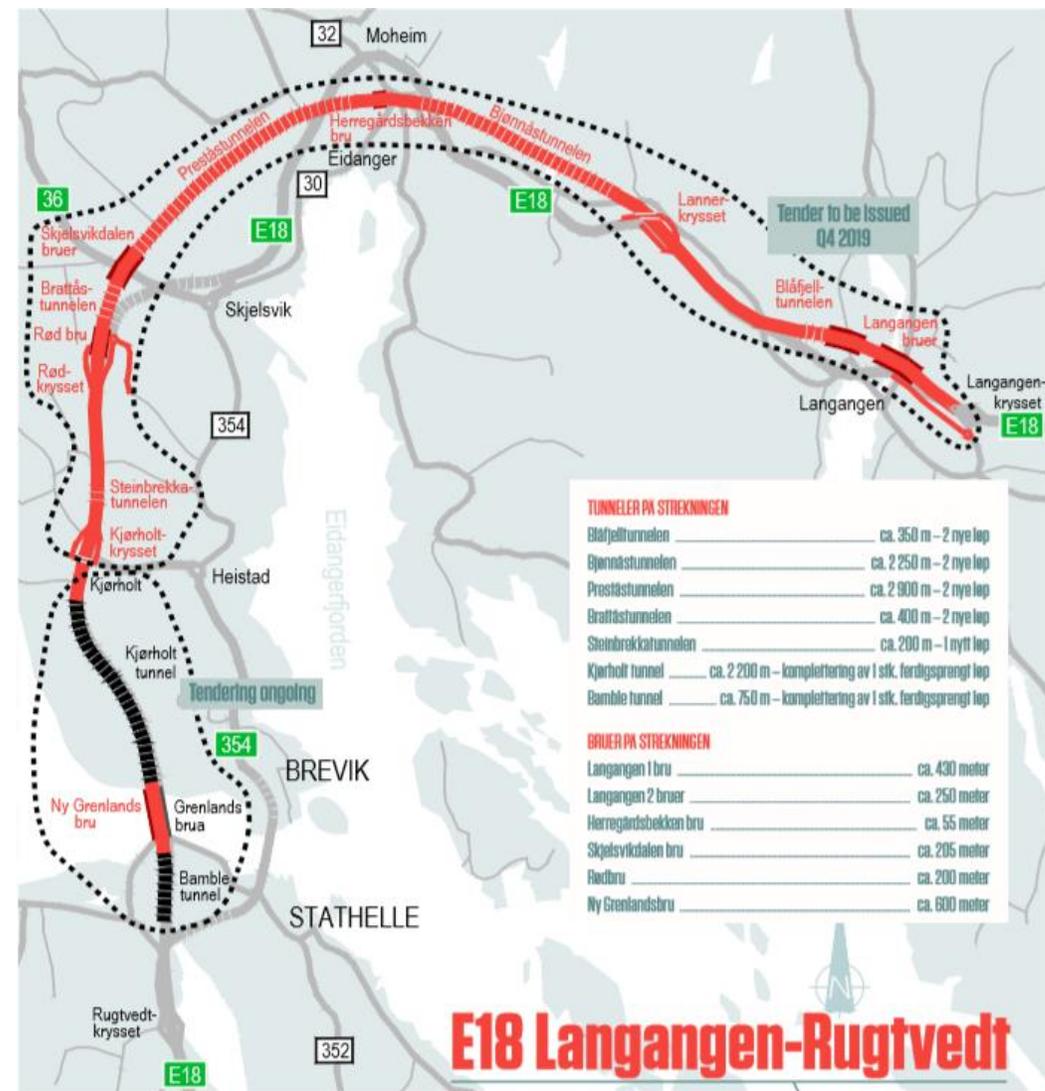


Tender to be issued

Project optimisation E18 Langangen-Kjørholt



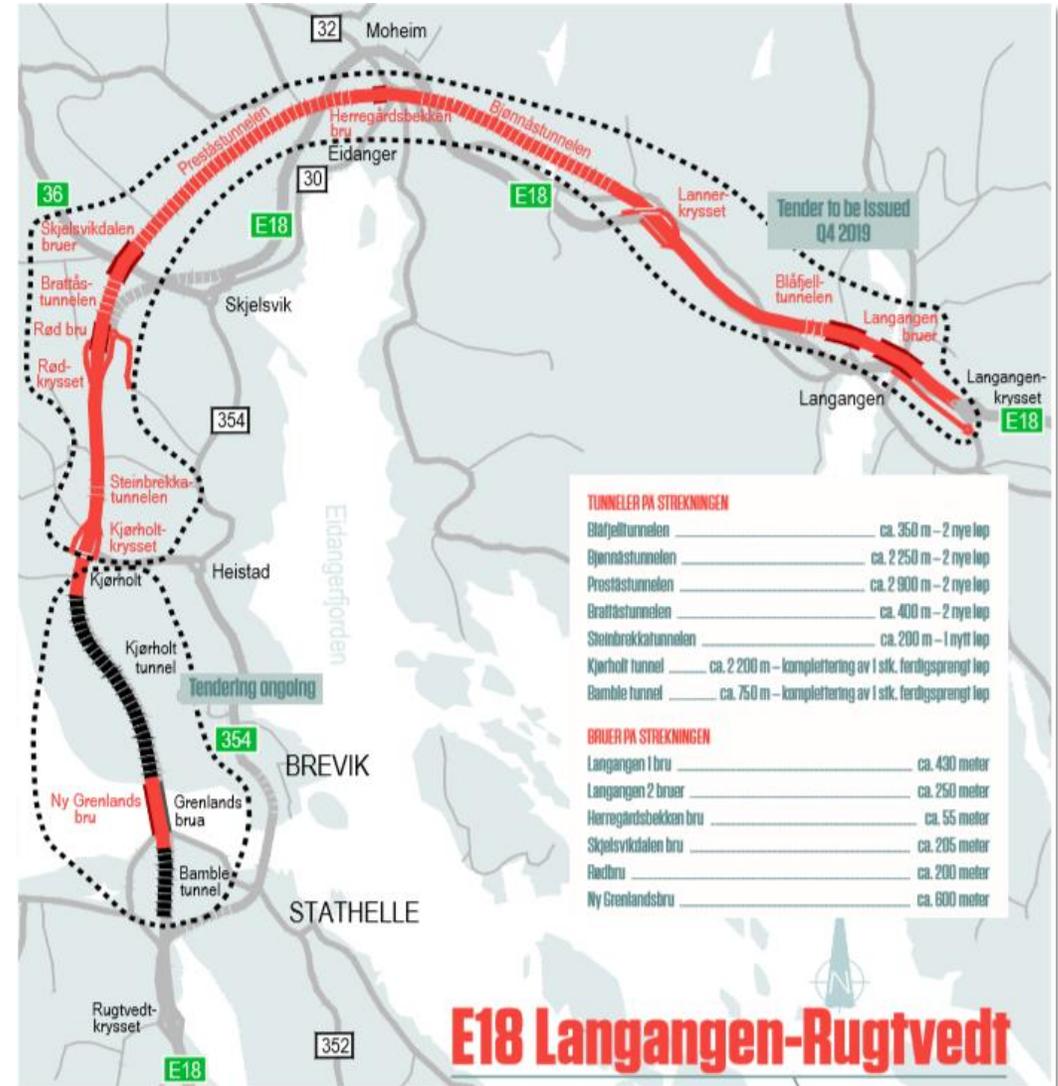
- E18 Langangen – Kjørholt 6,1 km
 - Open roads ca. 6 100m
 - Tunnels
 - Blåfjell ca. 350m, 2 nye løp
 - Bjønnås ca. 2 250m, 2 nye løp
 - Prestås ca. 2 900m, 2 nye løp
 - Brattås ca. 400m, 2 nye løp
 - Steinbrekka ca. 200m, 1 nytt løp
 - Bridges
 - Langangen 1 ca. 400m
 - Langangen 2 ca. 250m
 - Herregårdsbekken ca. 55m
 - Skjelsvikdalen ca. 205m
 - Rød ca. 200m



Project optimisation E18 Langangen-Kjørholt



- Processing of zoning plan
- Ambition to announce tendering Q4 2019
- Design and build contract for the entire route
- Depending on regulatory decisions, the contract can be divided into two
 - E18 Langangen-Lanner
 - E18 Lanner-Kjørholt
- More information at the Supplier Conference this autumn



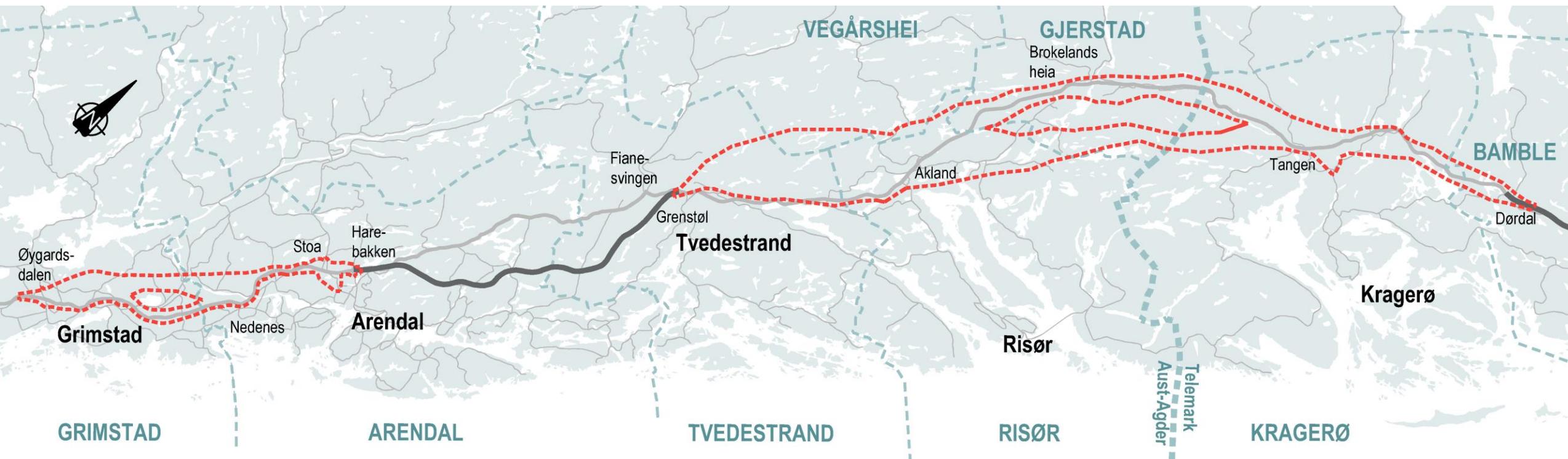


NyeVeier

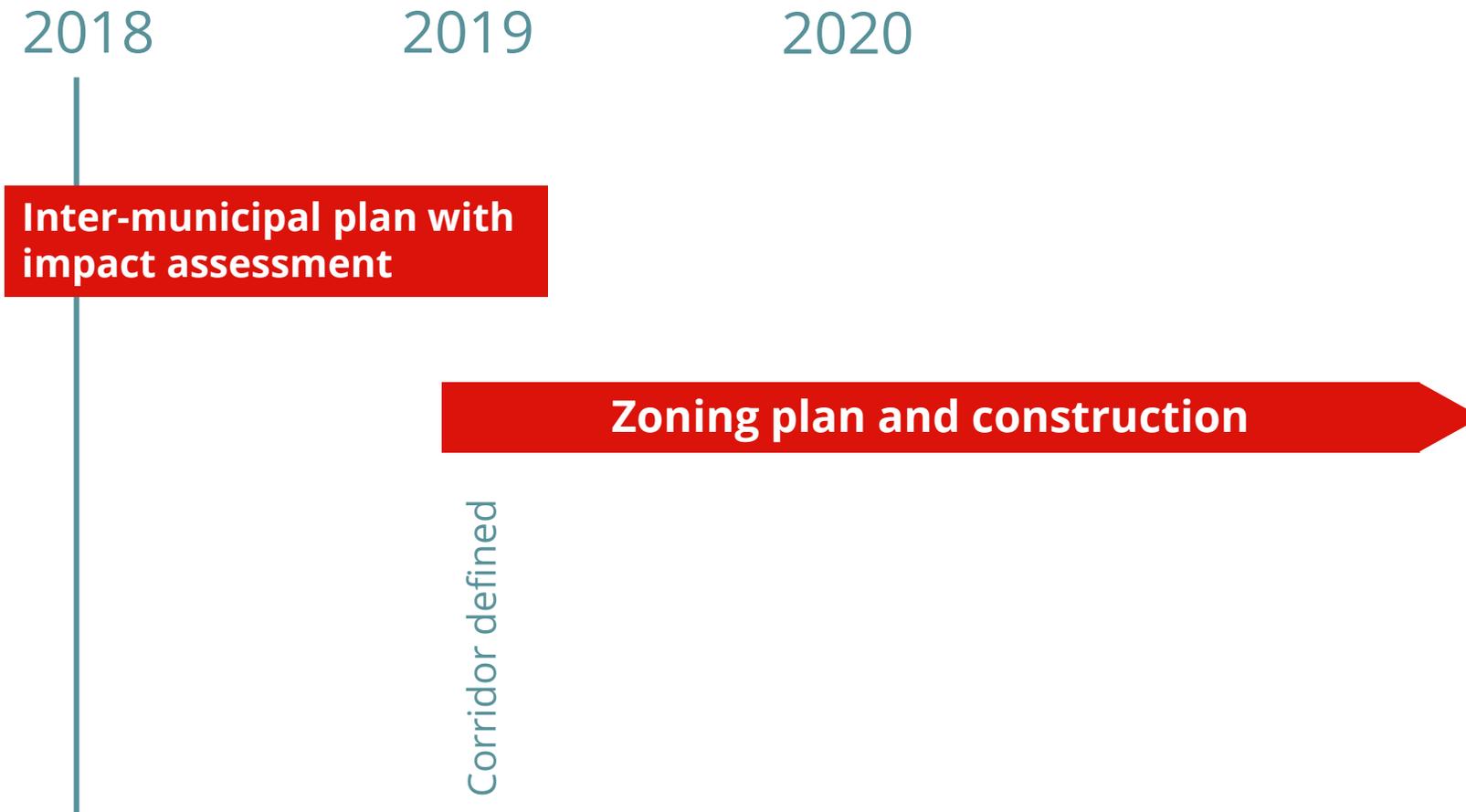
E18 Dørdal-Grimstad



- First and until now, the only, municipality plan conducted by Nye Veier, ref. St.mld. 25 (Government road sector reform)
- Inter-municipal plan cooperation with Bamble, Kragerø, Vegårshei, Gjerstad, Risør, Tvedestrand, Grimstad and Arendal
- Public meetings, close dialogue with municipalities and good communication activities
- Digital participatory process – in total 1000 suggestions via Medvirkningsportalen (Participant Portal)
- Approved inter-municipal plan within August 2019



E18 Dørdal-Grimstad – possible construction start 2020



The Project – Overall characteristics

- Arendal – Grimstad

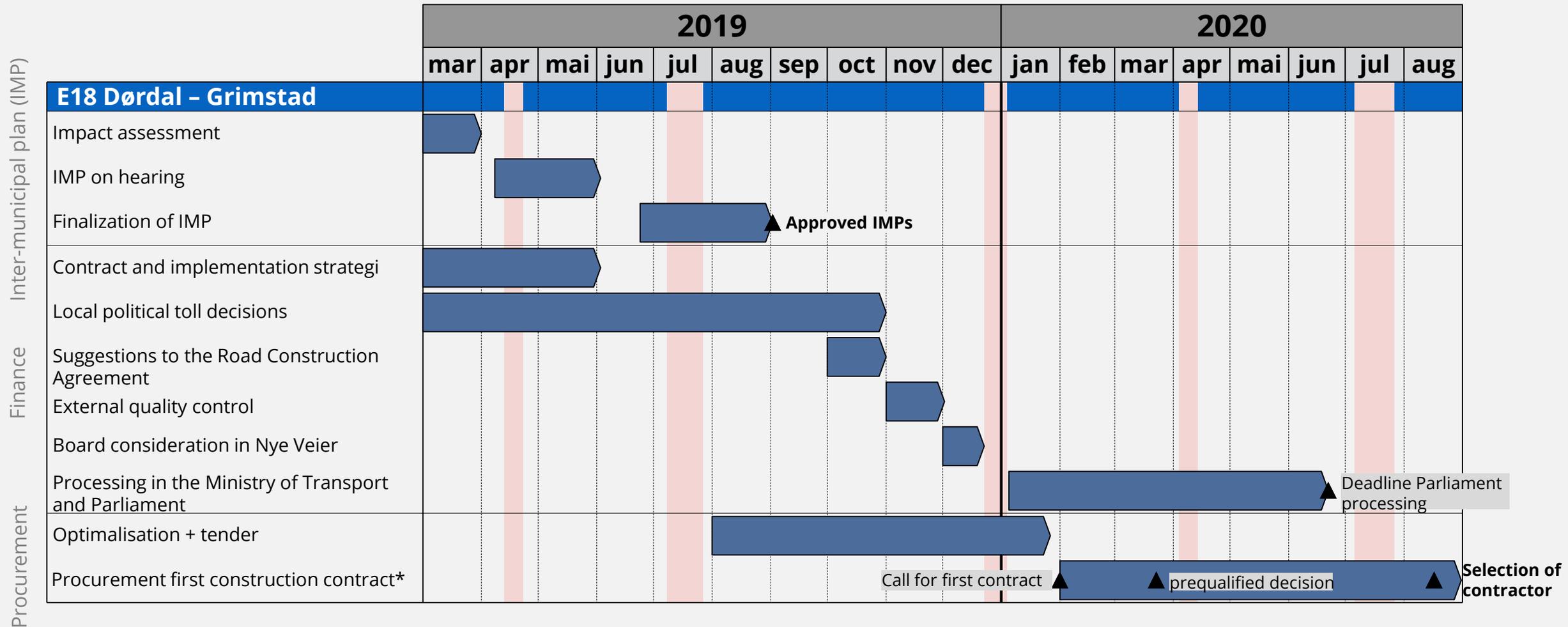
- **Ca. 20 km**
- High degree of parallelism to existing road
- Consist of:
 - 17 km open road
 - 1 km bridge
 - 2 km tunnel

- Dørdal – Tvedestrand

- **Ca. 55 km**
- High degree of parallelism to existing road
- Varying quality on existing road
- Consist of:
 - 50,5 km open road
 - 3,5 km bridge
 - 1 km tunnel



The first contract is planned to be announced at the beginning of 2020



*Tentative plan for the first contract(s) one decides to prioritise for construction first

Possible contract division E18 Dørdal – Tvedestrand



Ca. **22 km** new four-lane E18 (110 km/t)

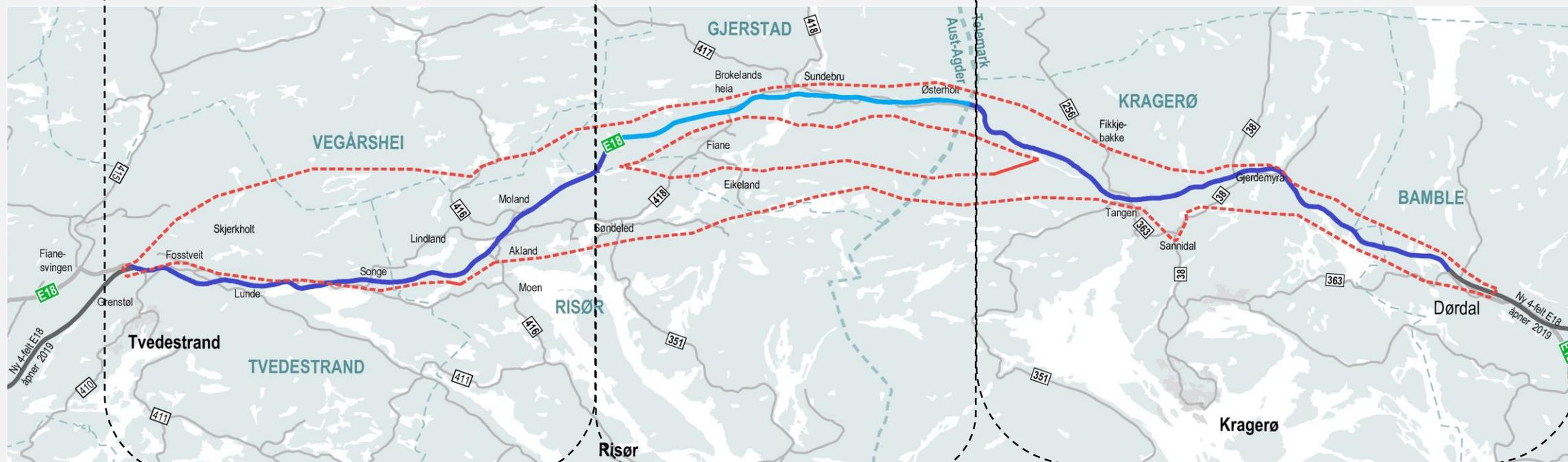
- 21 km open road
- 1 km bridge
- Short or no tunnel
- 1 stk. new junction

Ca. **13 km** new four-lane E18 (110 km/t)

- 12 km open road
- 1 km bridge
- Short or no tunnel
- 1 stk. new junction

Ca. **20 km** new four-lane E18 (110 km/t)

- 18,5 km open road
- 1,5 km bridge
- Short or no tunnel
- 2 stk. new junction



Existing E18 within contracting area

Plan delimitation for impact assessment

Possible contract division E18 Arendal – Grimstad

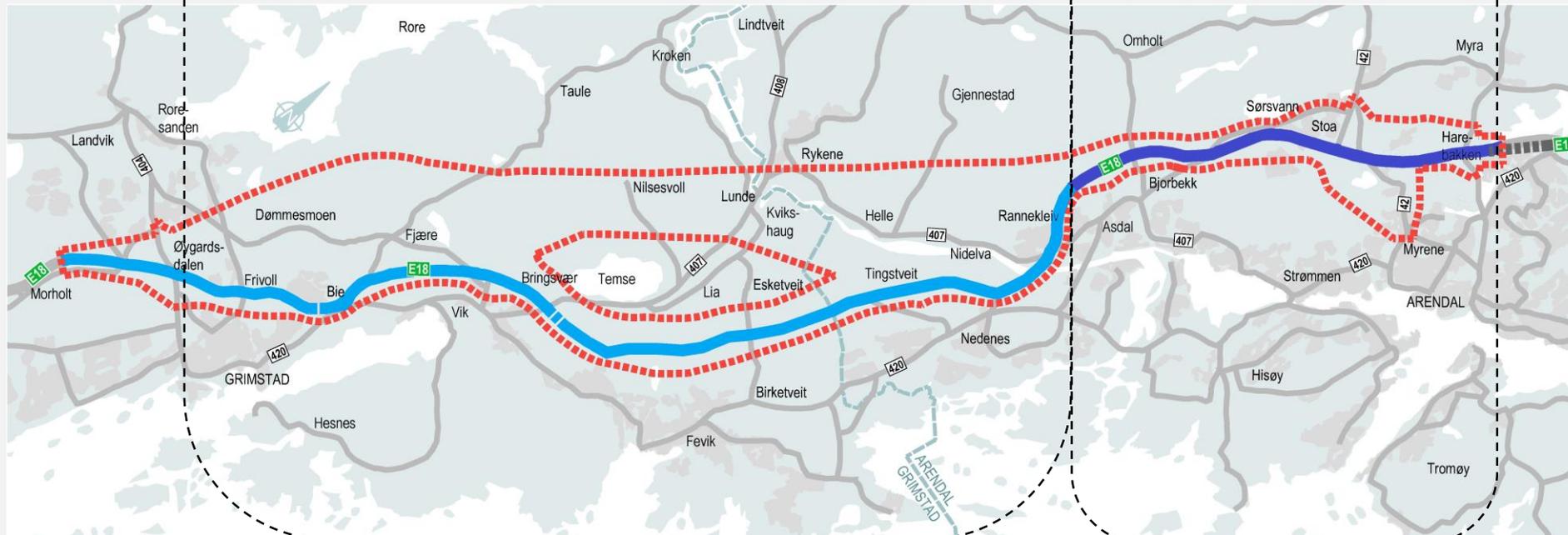


Ca. **14 km** new four-lane E18 (110 km/t)

- 10-11 km open road
- 1 km bridge
- Some tunnel
- 1 stk. new junction

Ca. **6 km** new four-lane E18 (110 km/t)

- 5,8 km open road
- 0,2 km bridge
- Short or no tunnels
- 2 - 3 stk. new junctions



Existing E18 (within contracting area?)

Plan delimitation for impact assessment



Zoning plan processes E18 Dørdal-Grimstad



Design and build contract on E18 Langangen-Kjørholt Q4



Construction start of new Grenland bridge



Open 40 km new four-lane roads

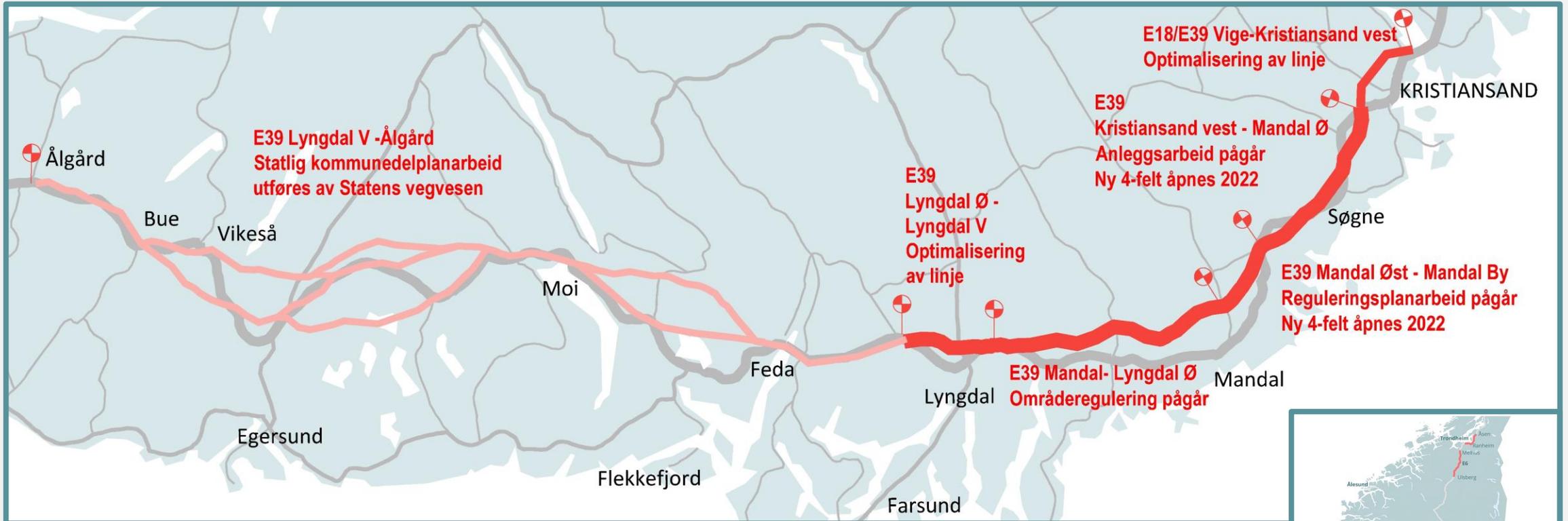


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E39 Kristiansand – Ålgård

Asbjørn Heieraas -Senior Vice President

We have started – construction and planning



Kristiansand – Ålgård

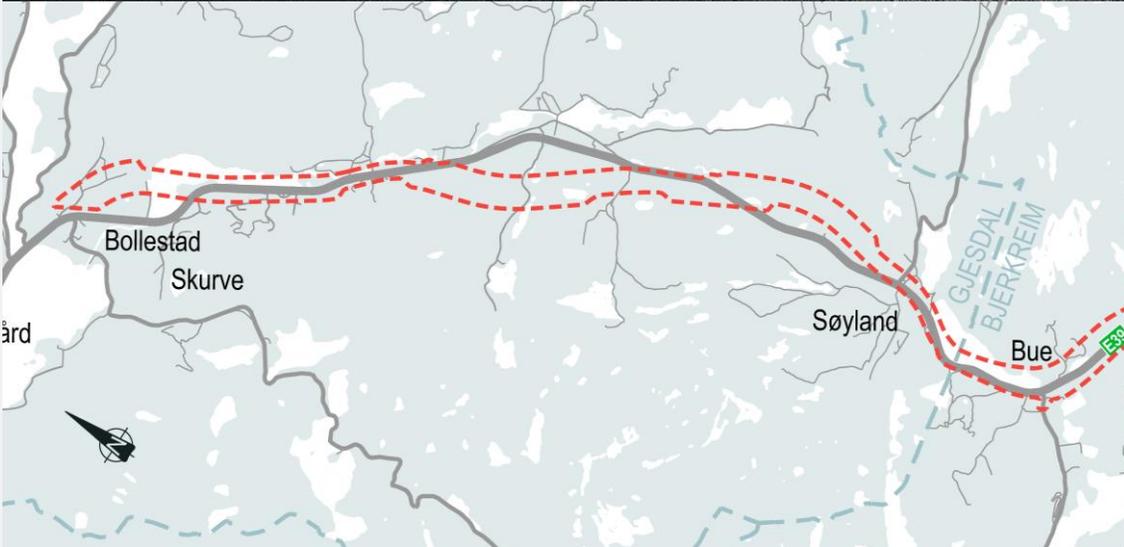


Status of contracts E39



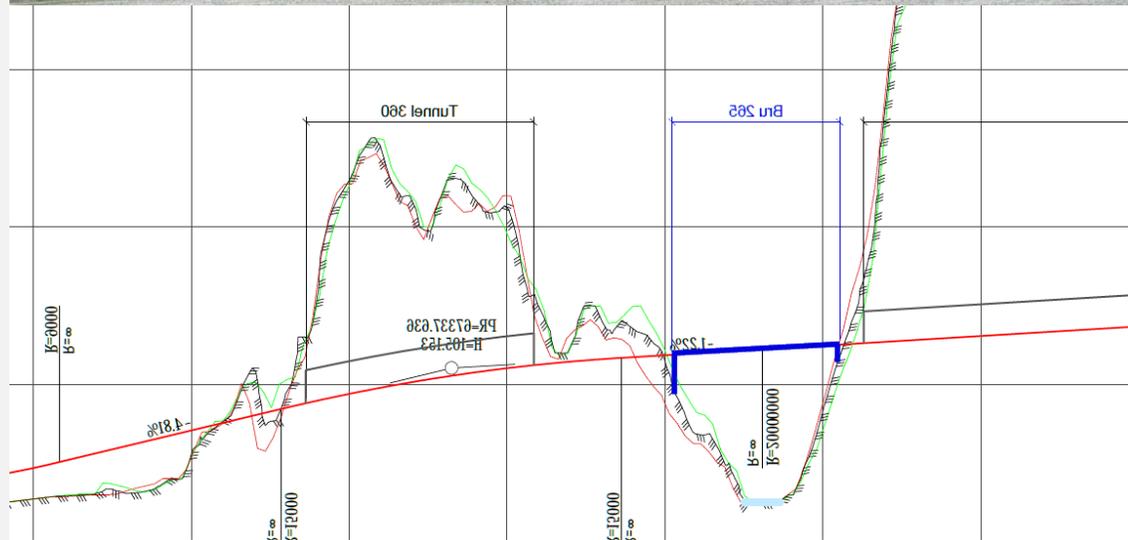
- Awarded contracts
 - Kristiansand to Mandal East(AF Gruppen)
 - Mandal East to Mandal village (Hæhre Entreprenør)
- Tenders coming in 2019 and 2020
 - Bue – Ålgård (Rogaland)
 - Ualand – Bue (Rogaland)
 - Herdal – Røyskår (Vest-Agder)
 - Mandal – Herdal (Vest-Agder)

Bue – Ålgård



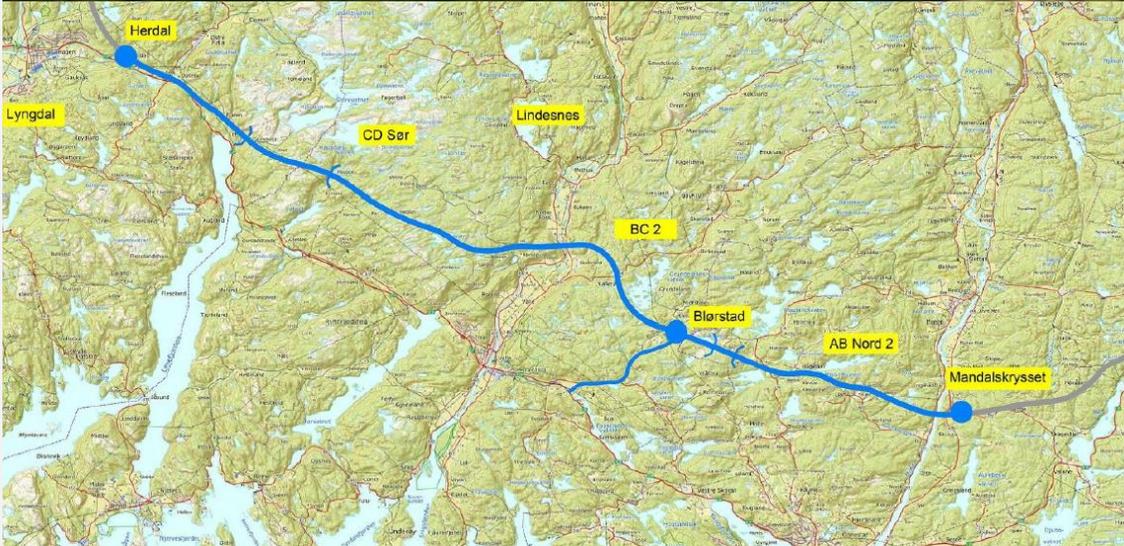
- 1.5 billion NOK
- 14.8 kilometers four-lane highway
- 14.5 kilometers of road construction
- 250 meters bridge construction
- Design and build

Ualand – Bue



- 4.5 billion NOK
- 21 kilometers four-lane highway
- Twelve kilometers road construction
- 7.5 kilometers tunnel
- 1550 meters bridge construction
- Design and build with integrated interaction
- Longer tunnels
 - Oksafjell tunnel – 5800 m
 - Sveladalen tunnel – 1650 m
- Longer bridges
 - Ørsdalsvatnet – 250 m
 - Gyadalen – 230 m
 - Aarrestad – 260 m

Mandal – Herdal



- Ca 4,3 billion NOK
- 24 kilometers four-lane highway
- 3.7 kilometers two-lane highway 80 km/h
- 21 kilometers road construction
- Design and build with integrated interaction
- Longer tunnels
 - Lene – 2400 meters
 - Vrå – 600 meters
- Longer bridges
 - Grundelandsvannet – 215 meters
 - Mandalselva – 230 meters
 - Skoftelandsbrua – 570 meters

Herdal – Røyskår



- Three billion NOK
- 9.5 kilometer four-lane highway
- Four kilometers road construction
- 5.5 kilometers tunnel
- Design and build
- Longer tunnels:
 - Rossåsen – 1750 meters
 - Husefjell – 1250 meters
 - Kålåsen – 2500 meters
- Longer bridges:
 - Optedal – 200 meters
 - Skiljetønna – 230 meters
 - Lynga – 450 meters
 - Hårikstad – 100 meters

Tenders 2019 and 2020

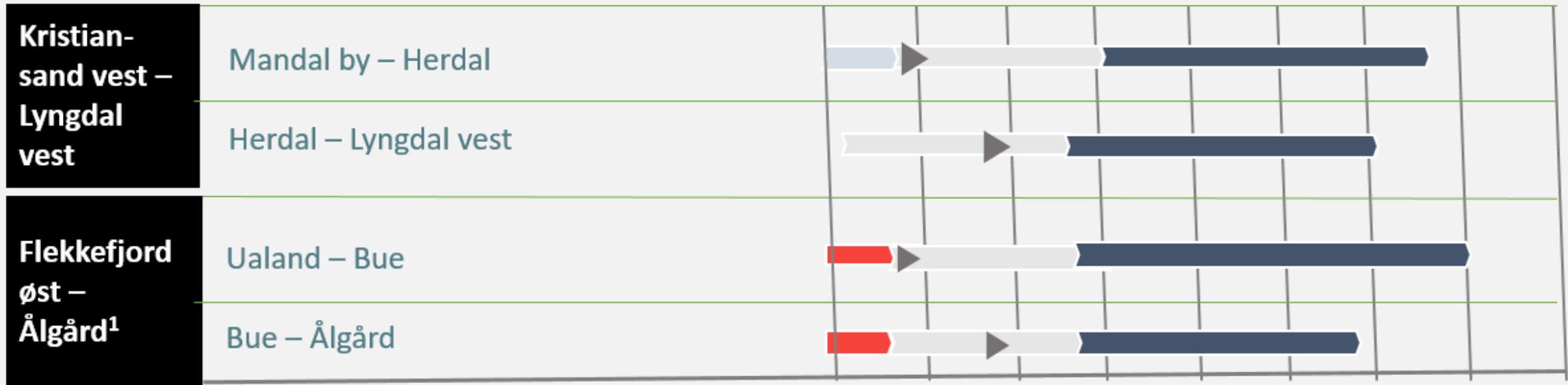


	Bue – Ålgård	Ualand – Bue
Length	15 km	21 km
Road construction	14.5 km	12 km
Bridges	250 m	1500 m
Tunnels		7.5 km
Tender	Q2 2020	Q4 2019
Type	Design and build	Design and build with integrated interaction
	Mandal – Herdal	Herdal – Røyskår
Length	24 km	9.5 km
Bridges	1600 meters	1000 meters
Tunnels	3 km	5.5 km
Tender	Q4 2019	Q4 2020
Type	Design and build with integrated interaction	Design and build

Schedule



2019 2020 2021 2022 2023 2024 2025 2026



Future tenders



- Ualand – Hovsvatnet(Rogaland)
 - 3.6 billion NOKs
 - 18 km four-lane highway
- Hovsvatnet – Birkeland(Rogaland)
 - 5.4 billion NOKs
 - 28 km four-lane highway
- Birkeland – Røyskår(Rogaland/Vest-Agder)
- Ytre ringvei(Kristiansand)



Infrastructure



Kristiansan
d
Mandal
Egersund
Stavanger

Kristiansan
d
Stavanger

Kristiansan
d
Moi
Egersund
Stavanger

Kristiansan
d
Stavanger

50 billion NOKs – more than ten years



Døle bru/Knuden



Foto: Tor Erik Schrøder

Crossing Mandalselva



Skofteland-bridge, Lindesnes – Norways highest





NyeVeier

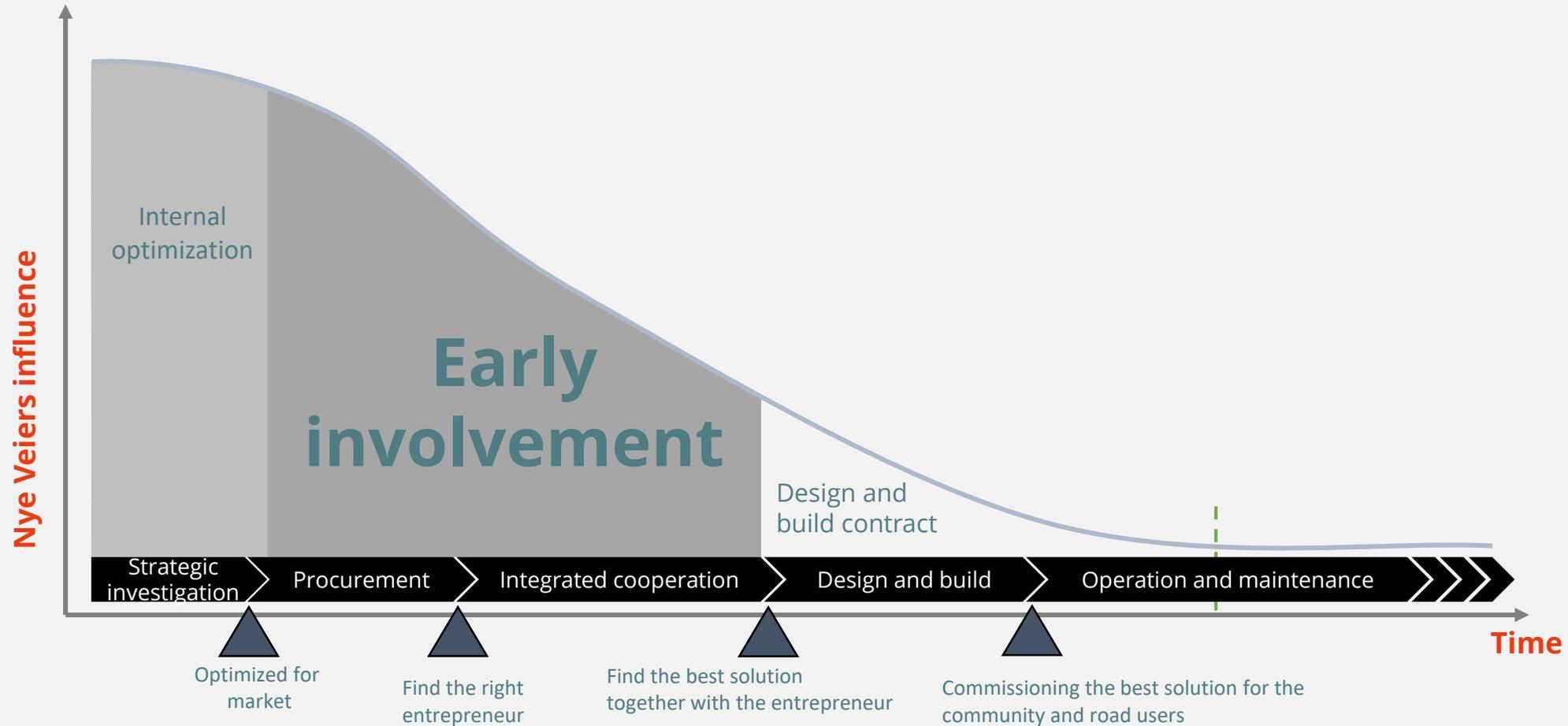
How we procure

Bjørn Børseth – SVP contract and procurement

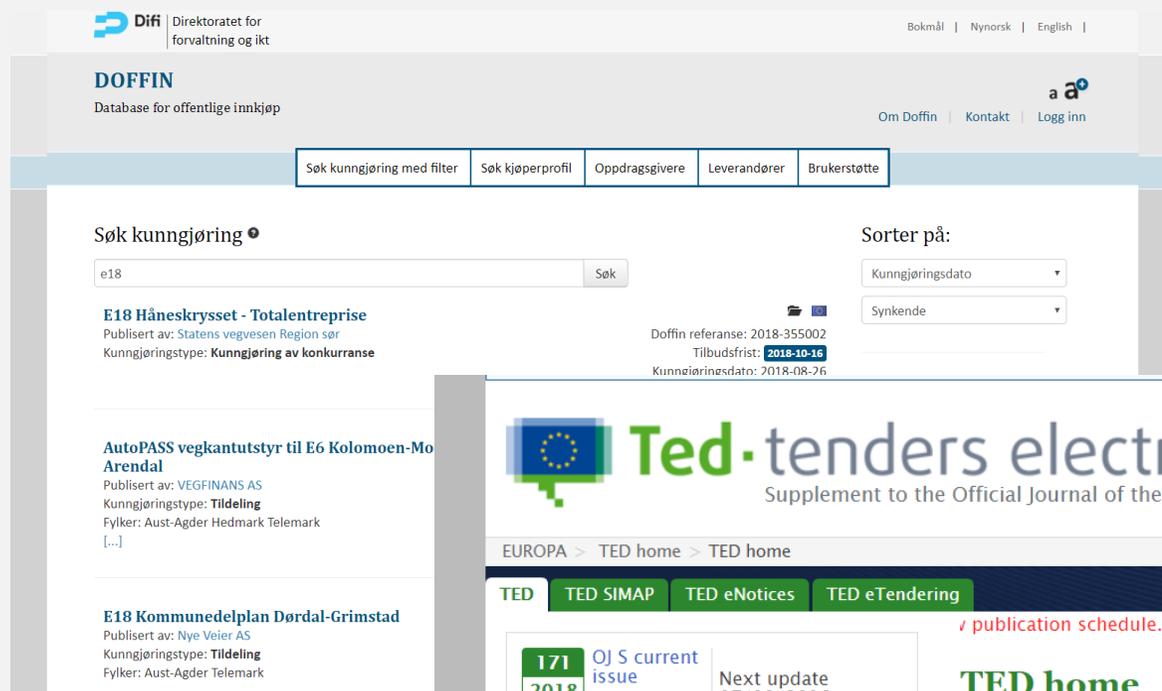
Nye Veier wants professional suppliers



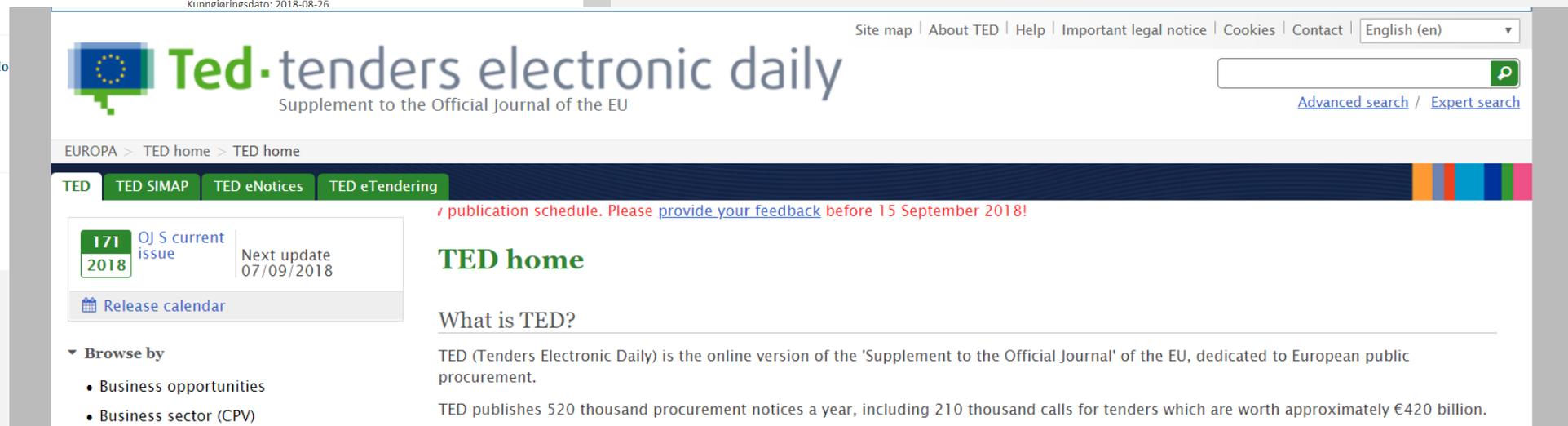
Nye Veier involves suppliers early



Tenders and contract awards are announced on Doffin and TED



The screenshot shows the Doffin website, which is the Norwegian public procurement portal. At the top, it features the logo for 'Doffin' (Direktoratet for forvaltning og ikt) and navigation links for Bokmål, Nynorsk, and English. Below the header, the site is identified as 'DOFFIN Database for offentlige innkjøp'. A search bar is present with a search button labeled 'Søk'. Below the search bar, there are several search filters: 'Søk kunnngjøring med filter', 'Søk kjøperprofil', 'Oppdragsgivere', 'Leverandører', and 'Brukerstøtte'. A search result is displayed for 'E18 Håneskrysset - Totalentreprise', published by 'Statens vegvesen Region sør'. The result includes the Doffin reference number '2018-355002', the tender deadline '2018-10-16', and the award date '2018-08-26'. Other search results for 'AutoPASS vegkantutstyr til E6 Kolomoen-Mo Arendal' and 'E18 Kommunedelplan Dørdal-Grimstad' are also visible.



The screenshot shows the TED website, the Tenders Electronic Daily. The header includes the TED logo and the text 'Ted-tenders electronic daily Supplement to the Official Journal of the EU'. Navigation links for Site map, About TED, Help, Important legal notice, Cookies, and Contact are provided, along with a language selector set to 'English (en)'. A search bar is located on the right side. Below the header, there are navigation tabs for 'EUROPA > TED home > TED home', 'TED', 'TED SIMAP', 'TED eNotices', and 'TED eTendering'. A prominent message states: 'Publication schedule. Please provide your feedback before 15 September 2018!'. The main content area is titled 'TED home' and includes a section 'What is TED?' which explains that TED is the online version of the 'Supplement to the Official Journal' of the EU, dedicated to European public procurement. It also states that TED publishes 520 thousand procurement notices a year, including 210 thousand calls for tenders worth approximately €420 billion. A sidebar on the left features a 'Browse by' section with two categories: 'Business opportunities' and 'Business sector (CPV)'. A 'Release calendar' section shows '171 OJ S current issue' for 2018, with the next update on 07/09/2018.

All tenders are conducted on a CTM platform

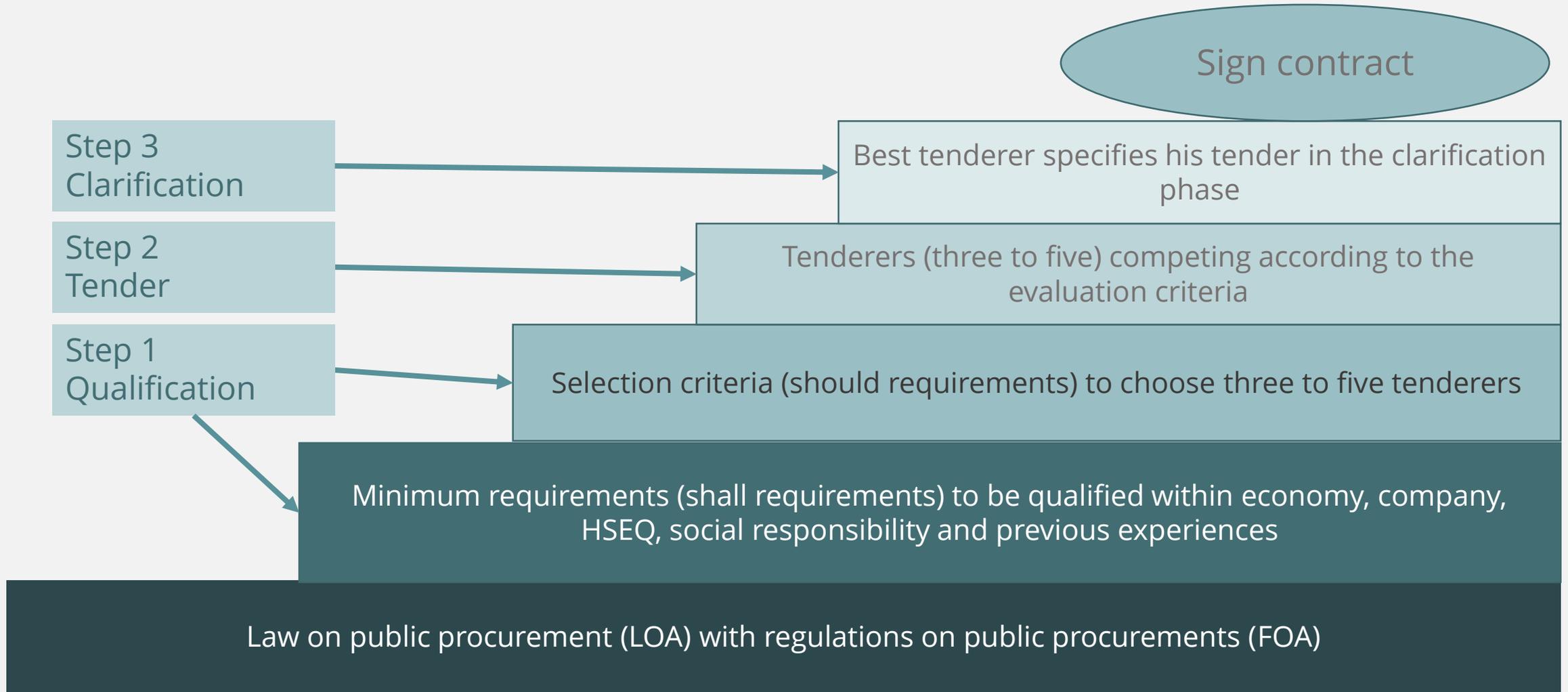


The screenshot displays the NyeVeier website interface. At the top left is the NyeVeier logo, and at the top right are flags for Norway and the United Kingdom. Below the logo is a photograph of a highway bridge over a river. To the left of the bridge, contact information for Nye Veier is provided: address (Tangen 76, 4608 Kristiansand), email (kgv@eu-supply.com), and phone (+47 23 96 00 10). A section titled 'DO YOU NEED TECHNICAL SUPPORT?' is also present. The central focus is a 'Customer login' form with a 'Single Sign-On' button, a 'Log in' button, and a 'Forgot your password?' link. At the bottom, there are links for 'Current tender opportunities', 'New supplier registration', and 'Cookies'.

Electronic access to all documents and requirements.

Contracts are signed in the same platform.

The road to a contract



Step 1 - Application for qualification in CTM



- All requirements may be found in CTM (EU Supply)
- Shall-requirements must be fulfilled in order to qualify
- Should-requirements on reference projects are assigned points, and contributes to distinguish the 3-4(5) best to step 2

The screenshot displays the 'NYE VEIER' portal interface for a procurement project. The main heading is 'Konkurranse 163240 - E39 Kristiansand vest - Mandal øst'. The user is logged in as 'Camilla'. A red notification banner states 'Tilbud er ikke sendt (Skroll ned for å sende)'. A blue banner shows the remaining time: 'Tid igjen: 738:52:45'. The 'Veiledning' section provides instructions on how to send a bid and mentions that digital signatures are required. Below this, there are tabs for 'Invitasjon til konkurranse', 'Kvalifikasjon', 'Tilbudsforespørsel', 'Kontrakter', 'Meldinger', and 'Revisjonsspor'. The 'Kvalifikasjon' tab is active, showing a table of deadlines and a section for 'Tilbudsbesvarelsen' (bid response) for 'E39 Kristiansand vest - Mandal øst'. The 'Tilbudsbesvarelsen' section shows that 0 out of 79 requirements have been answered and that no documents have been uploaded. The 'Framsteg' (progress) section shows that the bid is not yet submitted, with a summary of missing requirements: 'Minst ett krav er ikke oppfylt', 'Vedlegg mangler for krav/kriterier hvor dette kreves' (43), 'Antall krav/kriterier ikke besvart' (3), and 'Obligatoriske krav er ikke innfridd' (3). At the bottom, there are buttons for 'Vis / Skriv ut tilbudsbesvarelsen', 'Trekk tilbake interesse for Konkurransen', and 'Send tilbud'.

Dato	(CET)
Frist avklaringer/spørsmål	17/10/17 12:00
Tilbudsfrist	23/10/17 12:00
Tilbudets vedståelsesfrist	28/07/18 12:00
Planlagt tildelingsdato	06/04/18 12:00

Tilbudsbesvarelsen:	
Krav/kriterier	0 Av 79 krav/kriterier besvart
Ytterligere dokumenter	0 dokumenter vedlagt i denne seksjonen

Framsteg	
Prosentvis fullført	
Sum	
Minst ett krav er ikke oppfylt!	
Vedlegg mangler for krav/kriterier hvor dette kreves	43
Antall krav/kriterier ikke besvart	3
Obligatoriske krav er ikke innfridd	3

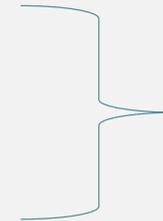
Qualification requirements – project 1-3 billion

- References

- 3 relevant construction projects – opened for traffic 10 years back in time
 - 1 over 600 mill
 - 2 over 300 mill
- 2 relevant engineering projects - completed 10 years back in time
 - Over 30 mill or min. 30.000 hours

- Economy

- Credit-worthy – satisfactory or better
- 15 % Equity ratio
- 10% of BBP incl. vat in Equity
- 30% of BBP incl. vat in annual turnover



Partnership/ Joint venture can meet the requirements in sum or by on of the participants in the group. If met by sum – all participants in the group must meet 15% Equity

- HSEQ

- ISO 9001:2015 (or equal European standard)
- ISO 14001:2015 (or equal European standard)
- ISO 45001:2018 (or equal European standard)



Partnership/ Joint venture can meet the requirements by on of the participants in the group. The standard has to be implemented by the other participant in the contract

Qualification requirements – project over 3 billion

- References

- 5 relevant construction projects – opened for traffic 10 years back in time
 - 3 over 800 mill
 - 2 over 400 mill
- 3 relevant engineering projects - completed 10 years back in time
 - Over 30 mill or min. 30.000 hours

- Economy

- Credit-worthy – satisfactory or better
- 15 % Equity ratio
- 10% of BBP incl. vat in Equity
- 30% of BBP incl. vat in annual turnover



Partnership/ Joint venture can meet the requirements in sum or by on of the participants in the group. If met by sum – all participants in the group must meet 15% Equity

- HSEQ

- ISO 9001:2015 (or equal European standard)
- ISO 14001:2015 (or equal European standard)
- ISO 45001:2018 (or equal European standard)



Partnership/ Joint venture can meet the requirements by on of the participants in the group. The standard has to be implemented by the other participant in the contract

Criteria for selection to Step 2 - tender process

- Evaluation of the should-requirements will be based on the following weighting:
 - **Relevance of reference projects - 100 % weight**
 - a) Documentation in response to the should-requirements in CTM regarding construction reference projects - 80 % weight
 - b) Documentation in response to the should-requirements in CTM regarding engineering reference projects - 20 % weight

Step 2 - Tender



The tender documents			
Chapter A	Chapter B	Chapter C	Chapter D
	Tender rules	Contract requirements	Description

Social responsibility requirements are included in the contract requirements

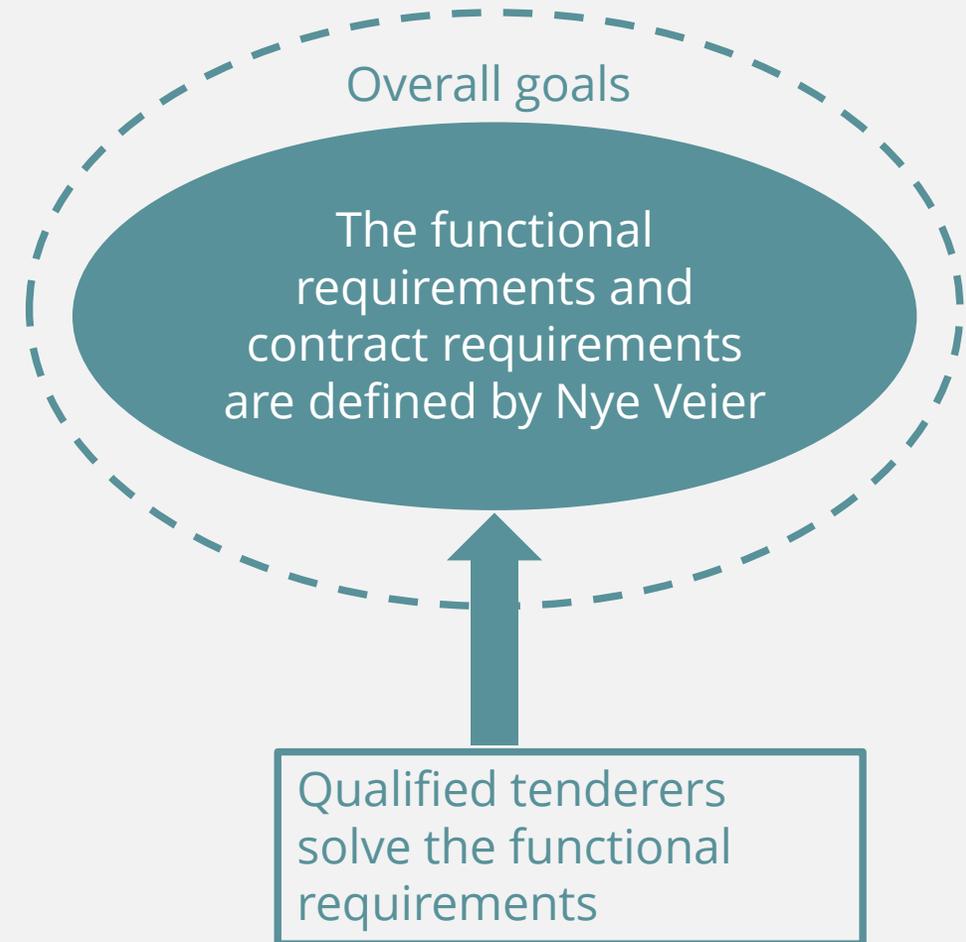
Fellesforbundet **KS**

Difi Direktoratet for forvaltning og ikt **bnl** Byggenæringens Landsforening

The tender shall focus on reaching overall goals

- Example on overall goals:

- Minimize disadvantages for all road user during the construction period and during operation and maintenance
- Minimize greenhouse gas emissions during the construction period and during operation and maintenance
- Minimize the need for maintenance that causes inconvenience to road users
- Realize the vision of a damage-free building and construction site (people, environment and materials), as well as health-promoting and fair working conditions
- Avoid future production losses on agricultural land seized during the construction period



The content of a tender

- **Evaluation criteria:**

- T - Price – fill out price formula in CTM
- K1 – Ability to perform – max 2 (3) pages (template)
- K2 – Risk assessment – max 2 (3) pages (template)
- K3 – Expertise and experience of key personnel – CV – (template)
- K4 – Added value – max 2 (0) pages (template)

- **Other deliveries:**

- 2 progress plans (clarification phase and execution phase)
- Billing plan

- **Deviations and reservations:**

- Any deviations and/or reservations must be stated in a separate template – all fields must be completed
- Substantial deviations and reservations could lead to rejection.

Svarbrev		
Poengsum		Vekt
	K1 - Prestasjonsbegrunnelse 25%	1 kravkriterier å besvare Vekt 25.00 %
1	Totalentreprenør skal bruke mal for prestasjonsbegrunnelse vedlagt kapittel B i EU Supply. Maksimum 2 A4 sider. Ingen henvisninger til totalentreprenøren eller dens underleverandører skal oppgis i svaret. Firmanavn eller logo skal heller ikke være med i svaret. For uttypende informasjon se Kapittel B punkt 13.3 <input type="radio"/> Prestasjonsbegrunnelse er vedlagt	
	K2 - Risikovurdering 15%	1 kravkriterier å besvare Vekt 15.00 %
2	Totalentreprenør skal bruke mal for risikovurdering vedlagt kapittel B i EU Supply. Maksimum 2 A4 sider. Ingen henvisninger til totalentreprenøren eller dens underleverandører skal oppgis i svaret. Firmanavn eller logo skal heller ikke være med i svaret. For uttypende informasjon se Kapittel B punkt 13.4 <input type="radio"/> Risikovurderingsplan er vedlagt	
	K3 - Tilleggsverdi 10%	1 kravkriterier å besvare Vekt 10.00 %
3	Totalentreprenør skal bruke mal for tilleggsverdi er vedlagt kapittel B i EU Supply. Maksimum 2 A4 sider. Ingen henvisninger til totalentreprenøren eller dens underleverandører skal oppgis i svaret. Firmanavn eller logo skal heller ikke være med i svaret. For uttypende informasjon se Kapittel B punkt 13.5 <input type="radio"/> Tilleggsverdi er vedlagt	
	K4 - Kompetanse og erfaring nøkkelpersoner 25%	1 kravkriterier å besvare Vekt 25.00 %
4	a) Utlyst CV-mal (bruk vedlagt mal i EU Supply) for alle nøkkelpersoner (beskrevet i Kapittel C2 punkt 10.4). Fyll ut alle felter i CV malen. Evalueringen vil omfatte de utpekte nøkkelpersonene, og vil bli gjennomført i forbindelse med intervjuene. b) Organisasjonskart for prosjektorganisasjonen som beskriver plassering av nøkkelpersonell og hvilke selskaper disse er ansatt i. Denne delen inngår ikke i evaluering. <input type="radio"/> CVer på nøkkelpersoner og organisasjonskart er vedlagt	
	Øvrige leveranser	2 kravkriterier å besvare
5	Det skal utarbeides to fremdriftsplaner, en fremdriftsplan for konkretiseringsfasen og en fremdriftsplan for utbyggingfasen. Fremdriftsplanen for utbyggingfasen skal utarbeides på et overordnet nivå som viser at totalentreprenøren er i stand til å gjennomføre kontraktarbeidet til avtalt ferdigstillelsedato 1 oktober 2021 og med delåpningsfrister slik dette fremgår av kapittel C2. <input type="radio"/> Fremdriftsplan er vedlagt	
6	Totalentreprenøren skal levere en faktureringsplan for utbyggingfasen og en for en eventuell vedlikeholdsperiode. Byggherreforbeholder seg retten til å kunne overstyre faktureringsplanen. <input type="radio"/> Faktureringsplan er vedlagt	
	Forbehold	1 kravkriterier å besvare
7	Alle forbehold skal oppgis i vedlagte mal under Forbehold. Totalentreprenøren skal bekrefte at alle øvrige krav i konkurransegrunnlaget vil bli oppfylt. <input type="checkbox"/> Vi har ingen forbehold og bekrefter at alle krav i konkurransegrunnlaget vil bli oppfylt <input type="checkbox"/> Vi har forbehold i hht vedlegg	

The tender's six pages

PERFORMANCE DOCUMENT

*Claim 1	<ul style="list-style-type: none"> What shall be done to reach overall goals? Why? Measurable.
Relevant to the following performance goal(s): Substantiate the claim with measurable performance information	
Claim 2	

- Specific and measurable
- Ambitious
- Realistic because they are achievable
- Time bound

ADDED VALUE

*Added value 1	<ul style="list-style-type: none"> Add-on that contributes to solve the overall goals. Greater benefit than cost.
Relevant to the following performance goal(s): How will this value-adding measure contribute to achieving the project's overall performance goals and/ or to contract work?	
Added value 2	

RISK ASSESMENT

*Risk 1	<ul style="list-style-type: none"> The main risks for the client How to prevent these risks?
Relevant to the following performance goal(s):	
Why is this considered a risk?	
Identify preventive measures (cost must be included in the BMP)	
Document the effect of the proposed risk-reduction measures with persuasive dominant information	
Identify corrective and mitigating measures	

Conducting interviews

- Up to 3 key members from each tenderer are interviewed for up to 1 hour (individually)
- A separate interviewer conducts the interviews
- The evaluation team evaluates the answers given throughout the interviews (the interviewer does not participate in the evaluation)
- The interviews are recorded and transcribed - basis for the contract



Poengsum	Vurdering
100	Besvarelsen bidrar særdeles godt til realisering av prosjektets overordnede mål og <u>kontraktsarbeidet.</u>
80	Besvarelsen bidrar meget godt til realisering av prosjektets overordnede mål og <u>kontraktsarbeidet.</u>
60	Besvarelsen bidrar godt til realisering av prosjektets overordnede mål og <u>kontraktsarbeidet.</u>
40	Besvarelsen bidrar i liten grad til realisering av prosjektets overordnede mål og <u>kontraktsarbeidet.</u>
20	Besvarelsen bidrar i svært liten grad til realisering av prosjektets overordnede mål og <u>kontraktsarbeidet.</u>
0	Besvarelsen bidrar ikke til realisering av prosjektets overordnede mål og <u>kontraktsarbeidet.</u>

Step 3 - Clarification



Progress	Content	Responsible
Right after selection	Control of claims	Client
Two weeks after selection	Information meeting How to start-up Client gives input	Client
One week after information meeting	Start-up meeting	Entrepreneur
Four to six weeks	Clarification	Entrepreneur
Awarding	Clarify the content and organization of the contract	Client



The difference between BVP and traditional tendering



Qualification	Tender	Evaluation	Clarification
Equal		Overall goals Risk assessment Interviews	
Equal			

Tenders planned for announcement

Tender	Length in km	Planned announcement	Estimated sum ex vat - NOK	Planned contract signing
E6 Ulsberg - Vindåsleiene	25	Announced – application within 25.04.19	2,5 billion	October 2019
E6 Roterud-Storhove	23,1	April 2019	3,9 billion	March 2020
E6 Moelv-Roterud	10,7	May 2019	2,5 billion	September 2020
E6 Storhove-Øyer	9,5	August 2019	1,2 billion	August 2020
E18 Langangen-Kjørholt	13,1	October 2019	3,6 billion	September 2020
E39 Ualand-Bue	21	October 2019	4,5 billion	October 2020
E39 Mandal -Hærdal	24	November 2019	4,3 billion	November 2020
E39 Hærdal-Røyskår	10,5	October 2020	3,0 billion	October 2021
E39 Bue – Ålgård	15	November 2020	1,5 billion	November 2021

2019:
22,5 billion NOK
126 km

Good luck!

Nye Veier welcomes you in future
tenders