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The Norwegian Public Roads Administration's competitions for construction contracts Participation and implementation

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The Norwegian Public Roads Administration's competitions for construction contracts

- The Development Division in The Norwegian Public Roads Administration has an annual turnover of approx. NOK 15 billion
- About 40 - 50 competitions for construction contracts each year
- Turnkey contracts
- Construction contracts with unit prices

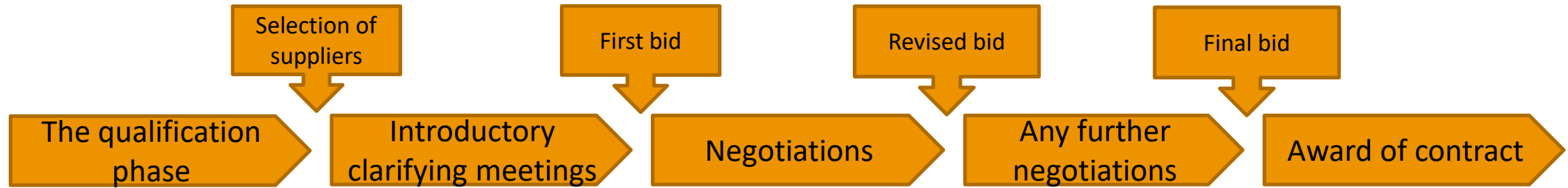


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The Norwegian Public Roads Administration's competitions for construction contracts

- NPRA's different types of competition used
 - Open Tender competitions
 - *For the smaller contracts*
 - Competitive dialogue
 - *For contracts with great potential for technical optimizations*
 - Competition with negotiation with introductory clarifying meetings
 - *For larger construction contracts and turnkey contracts*

The Norwegian Public Roads Administration's competitions with negotiations with initial clarifying meetings



- Introductory clarifying meetings with each individual supplier
 - Clarifications of questions related to the tender documents
 - The supplier's proposals for technical solutions and implementation of the project
- Equal treatment and Confidentiality

Qualification requirements and selection criteria in our competitions for construction contracts

- The supplier's economic and financial capacity
 - *Turnover, solvency, equity*
- The supplier's technical and professional qualifications
 - *Relevant experience, documentation from e.g. 5 - 8 previous contracts. Consider which ones give the best payoff in the competition!*
 - *Clients' experience, documentation from both supplier and client*
- Health, safety and the environment (HSE) and quality management
 - *H1 value, requirements for systems, certifications*
- To the suppliers
 - *Feel free to ask questions to the client in the qualification phase!*
 - *Explain how any other companies, subcontractors are used to meet the qualification requirements!*
- Selection of suppliers in competitions with negotiations and competitive dialogue
 - *Selection criteria*

Award of construction contracts

- *The various award criteria that the Norwegian Public Roads Administration often uses*

- *Price*

- *Counts 70 - 80% throughout*

- *Completion of the contract and organization*

- *Implementation plans, progress, organization, key personnel*
- *The criterion reduces the risk in the project*

- *Technical quality*

- *Choice of solutions, robustness, benefits for operation and maintenance*

- *Management of HSE on the project, SHA, External environment*

- *Climate budget and the supplier's climate measures*



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- *To the suppliers; Clarify throughout the competition what is the framework for the competition, and what the client is looking for. Make sure that the offers that are delivered are clearly and bindingly written!*



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Thank you