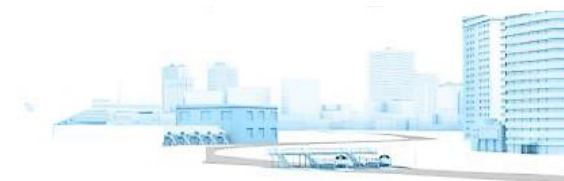
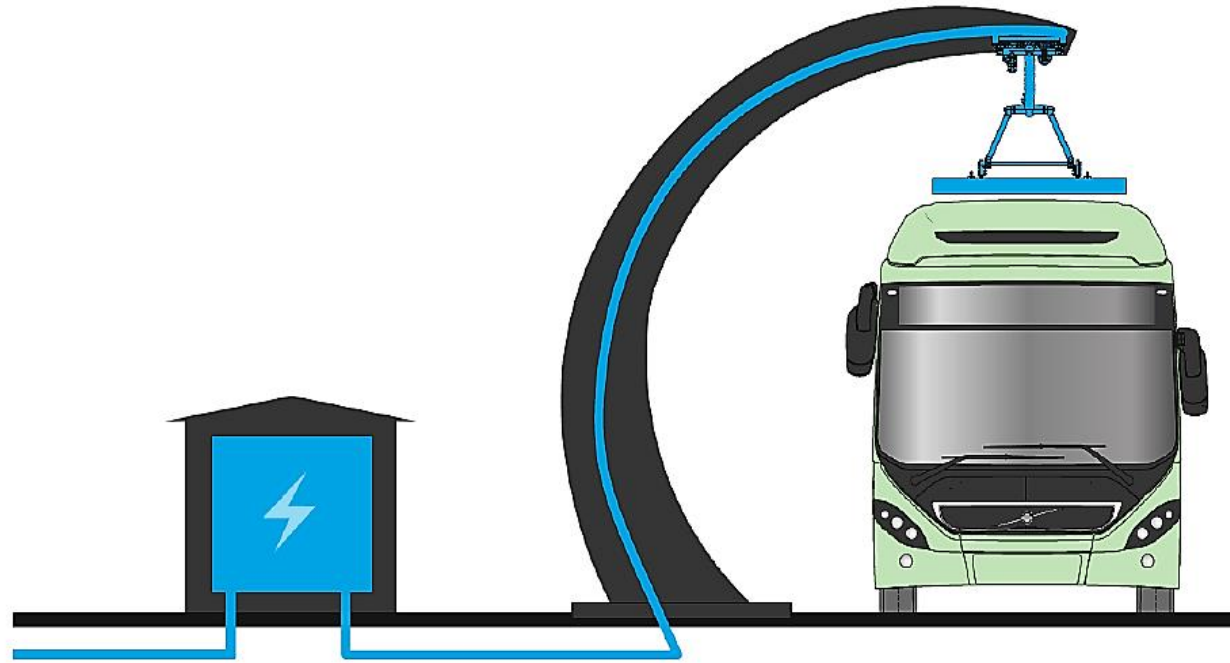


# Procurer skills within prior marketing consultation by developing environmentally friendly public transport infrastructure



LISBON, 2019



# Ventspils: City on the Move



## Economic Development Core Directions:

- ▶ Manufacturing
- ▶ Port and transport
- ▶ ICT sector
- ▶ Tourism and health resorts

- ▶ Located in the Northwest of the Kurzeme region bordering the Baltic Sea
- ▶ Area of 58 sq. km
- ▶ Established in 1290
- ▶ Population of Ventspils City - 38.6K

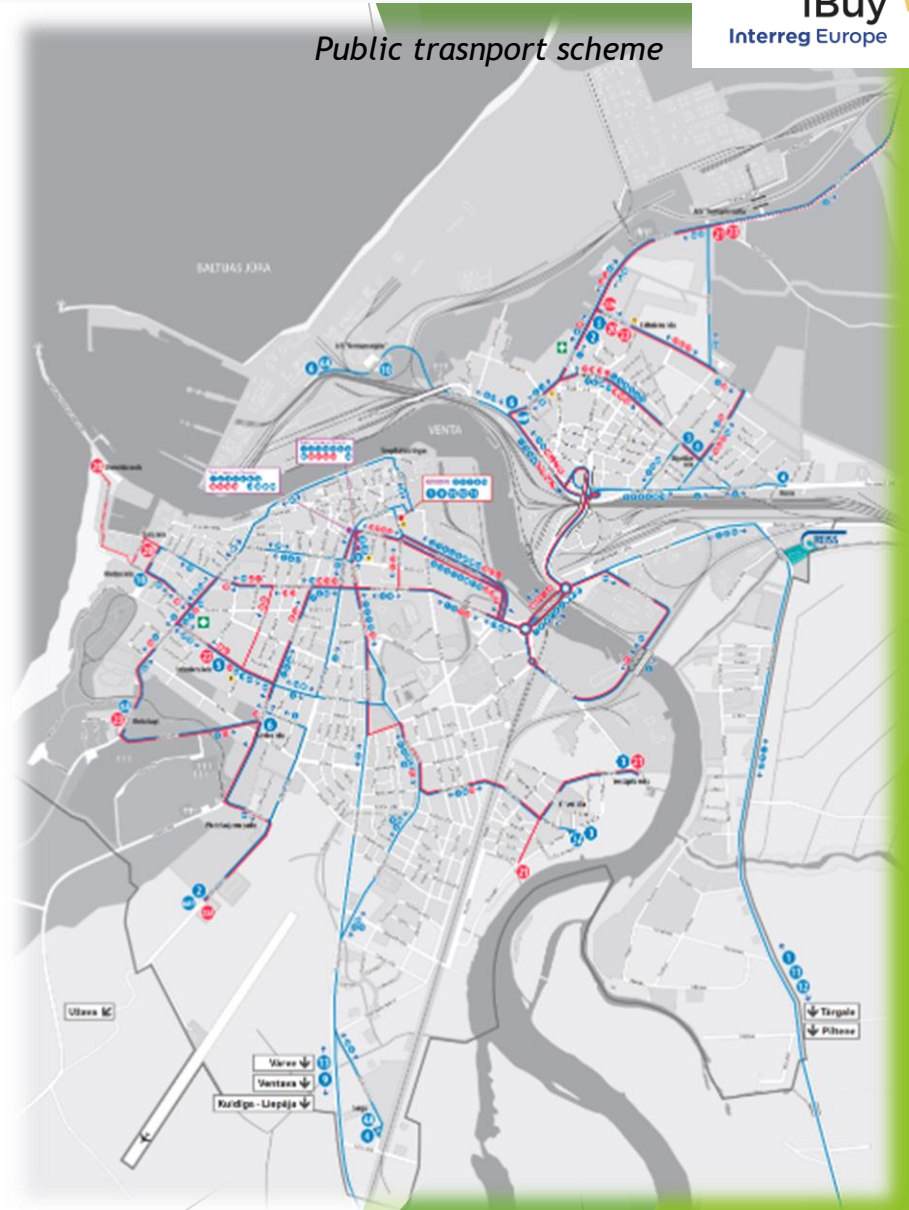


# Ventspils: Public transport

- ▶ Public transport is provided by «Ventspils Reiss» Ltd.
- ▶ 18 public transport routes - 32 buses
- ▶ 94% - environmentally friendly Euro 5 and Euro 6 buses
- ▶ Average age of the buses - .... years
- ▶ Popular - low-capacity buses - up to 22 passengers
- ▶ Interval - 3 up to 6 min

## Ventspils: Passenger

- ▶ A short time on the way
- ▶ Get- off the bus on request – outside bus stops
- ▶ The interval between trips must be short - no daily traffic needs to be adjusted to the public transport schedule





## ► Buses available on the market

## ► Public transport and infrastructure in Ventspils city 2016

- solution for Ventspils City = Electric buses
- electric buses are mainly manufactured in high or medium capacity, with a total weight of 12.5-18 t
- current public transport = peak load efficiency, zero-emission ≠ cannot be provided by large or medium capacity buses
- required driving range 300-430 km per day ≠ no low capacity electric buses available
- routes suitable for electrification and potential locations for bus charging stations were identified
- environmentally friendly transport in Ventspils City:



New model of public transport system for Ventspils City



To develop an innovative bus with zero-emission electric engine

# Ventspils municipality decision

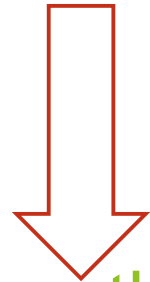


- ▶ Support the comfortable model of public transport
- ▶ Find a solution to buy an innovative electric bus adapted for the needs of Ventspils City

# Good practice to develop environmentally friendly public transport infrastructure

## OUR PROJECT = FLAGSHIP PROJECT

- ▶ We are implementing Cohesion fund co - financed project «Develop environmentally friendly public transport infrastructure in Ventspils »:
  - ▶ **14 low-capacity electric buses (gross vehicle weight ~5.5 tonnes ) and construction works of charging stations**
  - ▶ **Full- charge in 3 minutes while passengers are boarding at destinations to boost capacity- building initiative**
  - ▶ **Driving range is not limited due to charges and exceeds 500 km per day**



**NOT YET AVAILABLE on the MARKET**

NATIONAL  
DEVELOPMENT  
PLAN 2020



EUROPEAN UNION  
Cohesion Fund

INVESTING IN YOUR FUTURE

Opening up of public procurement is planned on 24th October 2019

# In-depth market investigation



- ▶ Various institutes and manufacturers have developed prototypes of low-capacity buses from the engineers' point of view, but they are not suitable for potential customers due to low quality
- ▶ Some products are available on the market, but their specifications are not relevant to needs of City of Ventspils and their quality is low
- ▶ Several manufacturers are developing similar buses, but it is not known if they will meet the requirements of City of Ventspils

# Innovative product development

- ▶ **In order to solve the shortage of supply, potential manufacturers were interested in developing innovative product suitable for customer:**
  - ▶ A free space is defined where there is demand but not supply
  - ▶ Many cities already have restrictions on diesel-powered engines – (especially in old towns)
  - ▶ Ventspils present itself as a potential customer
  - ▶ **European Union policy on climate change**







# Challenges within the project

- ▶ the technologies used are relatively new and are still under development
- ▶ manufacturers's marketing does not always correspond to the actual situation (advertised products are still under development)
- ▶ costly certification process for vehicles used in public transport
- ▶ there are no common standards for electric buses (standards are under development) - technology is incompatible
- ▶ should take into account customer's specific requirements (e.g low-noise charging stations)
- ▶ customer's limited experience in operating and maintaining such buses

# The first prototype was made in Latvia -2018



Drive eO CEO Andris Dambis had the pleasure of meeting FIA President Jean Todt, ITF Secretary-General Young Tae Kim to demonstrate electric drive minibus

The bus is undergoing refinement and all the necessary tests

# The advantages

- ▶ carried out without financial participation of the client
- ▶ the client has the opportunity to monitor the progress of the project and to make his own suggestions
- ▶ Prototype is being developed by engineers with significant experience in electric vehicle development
- ▶ **To ensure fair competition between the producers of products**
- ▶ opportunity for other manufacturers to customize their production according to requirements of client

# Condition for tender

- ▶ A prototype must be in place by the time the offer is submitted
- ▶ Lag of the product is allowed in such cases:
  - ▶ Supplier is able to eliminate all noncompliance by the time the first bus is delivered
  - ▶ must include documents providing the supplier's capabilities (projects, contracts)
- ▶ Supplier is able to customize the product and deliver the first 4 buses within the time of 12 months
- ▶ right to test prototype in real environment



**Previous consultations indicate that we will be glad to receive at least 2 offers 100% compliance with our needs**



## The mitigating measures

- ▶ The manufacturer provides a warranty for the lifetime of the bus
- ▶ After- sales service and training for employee
- ▶ Each bus will be tested in full operating conditions for 30 days

# Project implementing team and its competence

- ▶ **Project implementer**  
«Ventspils reiss» Ltd.
- ▶ **Project partner** –  
Ventspils City Council
- ▶ **Public procurement procedure is organized**  
by commission of Ventspils  
City Council under the rule  
of Public procurement
- ▶ **Projekt coordinator** – director  
Mr. Arvis Bernics
  - ▶ author of the idea
  - ▶ definition of functionality and  
required specifications
  - ▶ calculations
  - ▶ prior market consultation
  - ▶ coordination of the co-project  
implementation

Thank you for your attention!

