



eBussed
Interreg Europe



European Union
European Regional
Development Fund

TWG4 Procurement & tendering

Marjoke de Boer, University of Applied Sciences, NL

General Introduction

marjoke.deboer@hu.nl

May 20, 2022 □ eBussed event Hamburg

Process of TWG4

The project eBussed utilized a thematic approach based on four key issues recognized in previous studies on the subject:

1. **drivers and barriers;**
2. **technological aspects**
3. **user interface**
4. **procurement and tendering**

Focus on business models, value chains of Public Transport, public or private companies, ways of tendering, financial aspects

Process of TWG4

TWG4 - Steps in describing Good Practices

1. Process of procurement per region – describe
2. Important topics per region – five questions
3. Approach the stakeholders on the financial subjects per region – interviews
4. Good practices on procurement or business models per region
5. Template Good Practices – fill in



Questions:

Amount of busses – main problem – who has the problem? – criteria for GP – GP



Process of TWG4

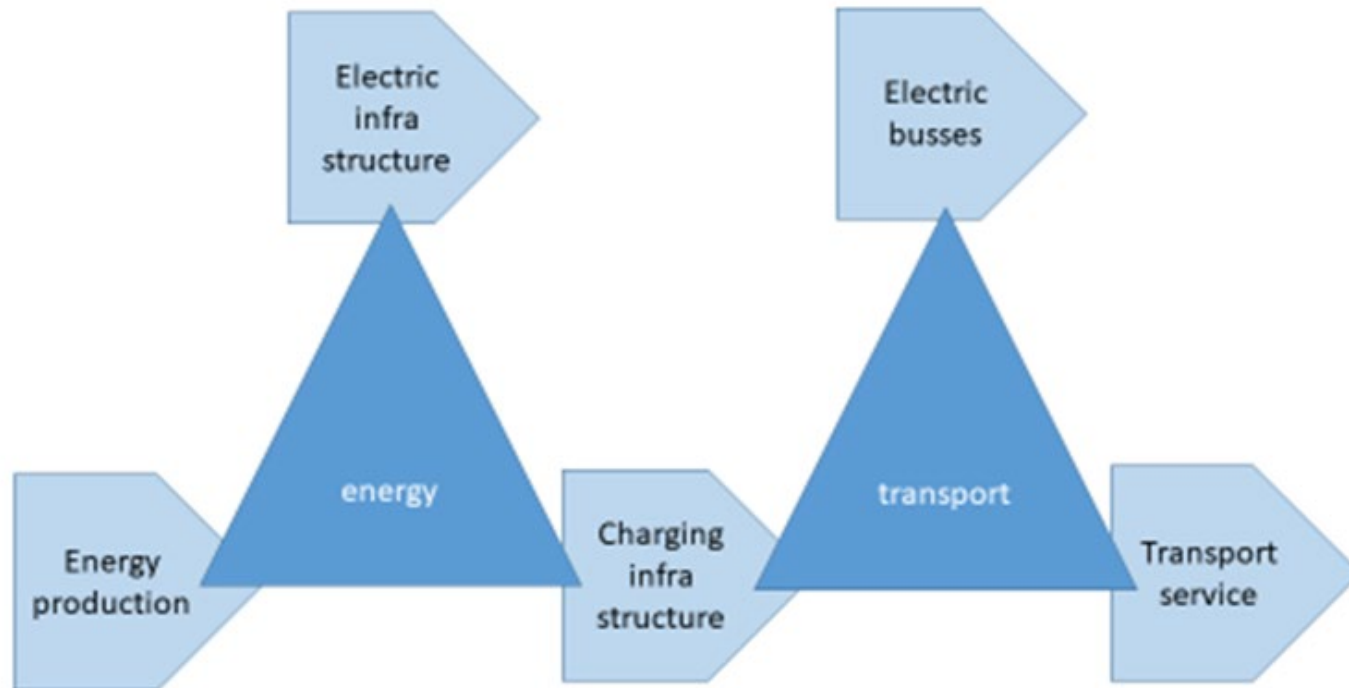
How do the value chains work on Public Transport per region?

- Every region has a different value chain on Public Transport
- To be able to interpret the Good Practices we first needed to know from each other how the value chain works
- For example, we have had discussions about who buys the buses? Or who does the tender? Who has contact with the manufacturer of the e buses? And what are good points of view in this?

Value chains of Public Transport

Value chains

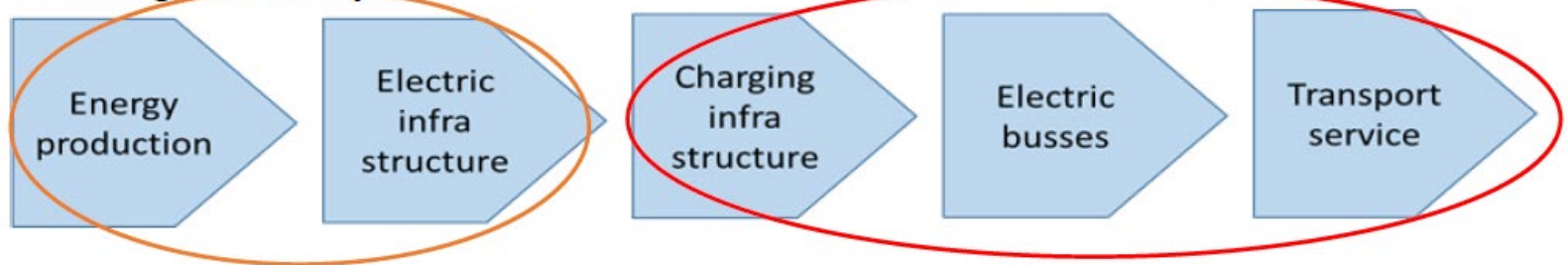
- Model as a base:



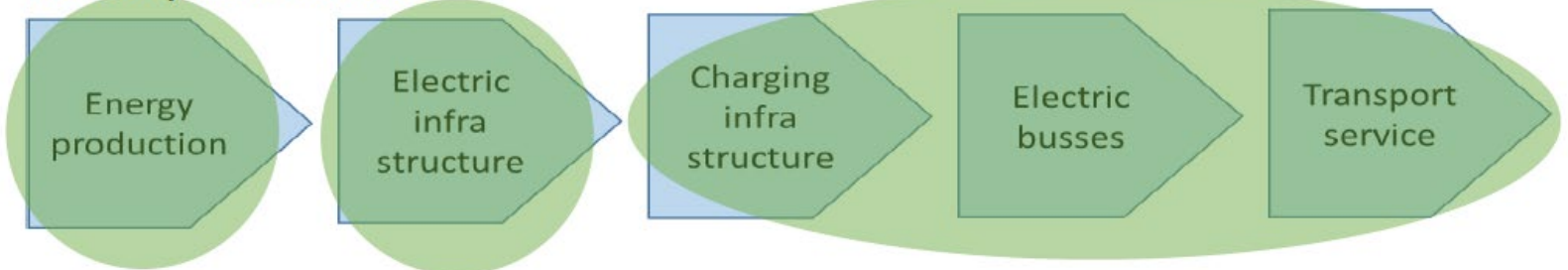
Value chains of Public Transport

Comparing Value chains

Hamburg / Germany:



Utrecht / Netherlands:



Good Practices

Good practices on procurement of sustainable transport from Turku and from Utrecht

Good Practices on pilot projects:

Green bus demonstration pilot project – Pécs

Pilot with one e-bus prior to procuring a large fleet -
Malta

Good Practice on conditional delivery of ebuses, including a practical test phase - Hamburg

Good Practice on Busloans - Utrecht

Thematic event

September 2021 TWG 4 learning event – digital

Input on financial subjects like

- Total Cost of Ownership (TCO) model
- Busloans

Colleague Frans Bal will inform you further on Financial Indications for Dutch e-Bus Investments and Operations



eBussed

Interreg Europe



European Union
European Regional
Development Fund

Thank you!

Questions welcome



Project smedia