



Market consultation newly built MPV-30 series

In preparation for the invitation for tenders for the contract for the design and construction of three plus an option on two multipurpose ships for a cruising area of extensive inland waterways, estuaries, Waddenzee (coastal mudflats), and 30 miles offshore (MPV-30s).



Market Consultation MPV-30 series 04 March 2016

10:00	Opening
10:05	Rijksrederij
10:10	MPV-30 series
10:20	Competitive dialogue
10:30 – 11:30	Theme based meetings in 3 groups
➤	Durability
➤	Innovation
➤	Life Cycle Costing
11:30	Plenary feedback theme based meetings
11:50	Planning procurement procedure
12:00	Wrap-up



The Rijksrederij (Government Shipping Company)

The Rijksrederij manages, provides crew en maintains specialised ships which are made available to Customs, Coast Guard, Ministry of Economic Affairs and the Rijkswaterstaat (RWS - Department of Waterways and Public Works).

Fleet development

The aim of the Rijksrederij is to support its customers as effectively and efficiently as possible. The Government Shipping Company is working to make available multifunctional vessels in the future, that can be used for multiple clients and tasks. Also durability is an important theme in the fleet development.





MPV-30 series (1)

Central objectives

- Efficient and effective execution of tasks;
- Durable investment over the life cycle;
- Safety and reliability are preconditions.

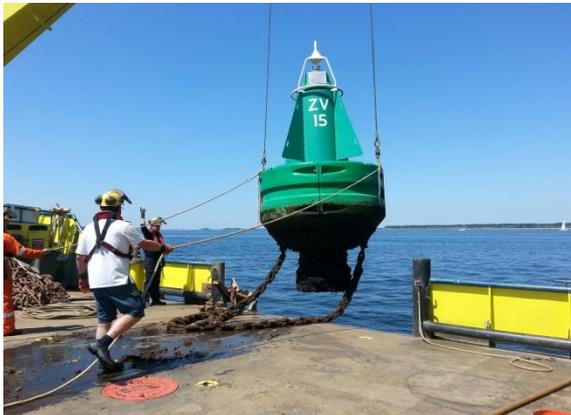
Three multipurpose vessels in series, with the possibility of re-ordering two additional ships.



MPV-30 series (2)

Performing Multipurpose tasks

- Marking of shipping lanes
- Taking of samples of water and bottom
- Research into currents and water levels
- Patrol tasks
- SAR- coordination
- Incident management, e.g. sweep oil





MPV-30 series (3)

- Overall dimensions
 - 40 m long, 10 m beam, variable draught 1.40-1.70 m.
 - Vertical clearance 9.00 m at a draught of 1.40 m (River Rhine clearance)
 - Equipped with accommodation for crew
 - Working deck of at least 120 square meters
- Availability 50 weeks per year
- An economical and clean propulsion system
- Propulsion configuration appropriate for the performance of the tasks



MPV-30 series (4)

- Lowest possible energy consumption for e.g. 'hotel function'
- Technical life span of 25 years
- If possible equipped in a modular way for the performance of different tasks:
 - For instance for study of the water quality
 - For instance for patrol tasks (modular rhib)





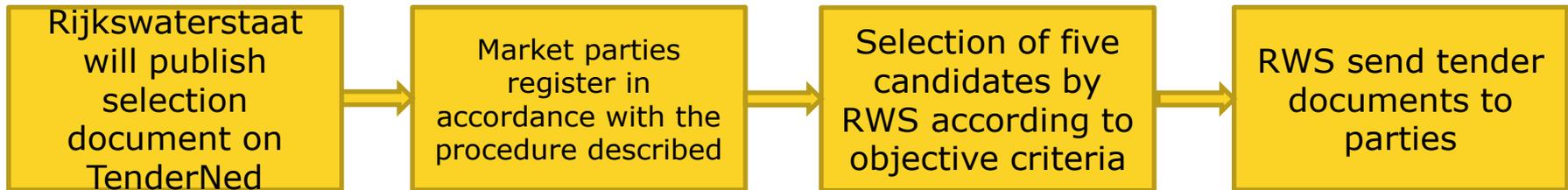
Competitive dialogue selection phase

- Selection document will be published on TenderNed
- Everyone can participate (public)
- Selection is intended to funnel from x to 5 candidate shipyards

- On the basis of:
 - Experience during the past five years
 - Quality management



Selection procedure



Registration by market parties:

Submitting documents in accordance with process as described in the tender documents

Explanation: The selection document aims to find five suitable parties for the competitive dialogue. Only the five selected parties will receive the tender documents.

Please note: Documents to be supplied bear relation to the experience of the interested parties with the design and construction of multipurpose vessels and implementing quality management

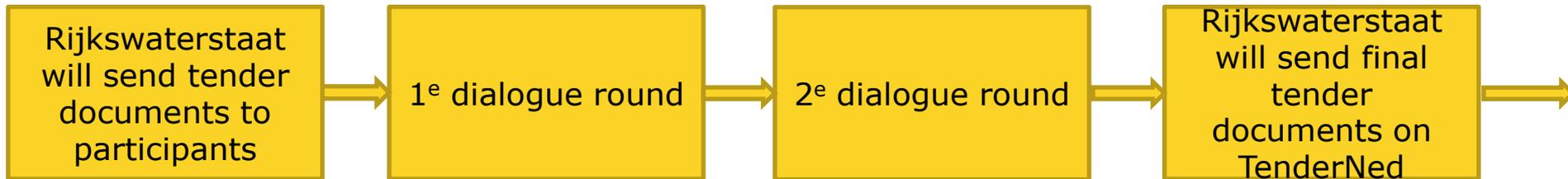


Competitive dialogue award phase

- Mailing registration document with demands specification and awarding criteria
- Dialogue on implementation of functional requirements, contract (not about awarding criteria)
- Dialogue compensation
- Awarding criteria: price/quality ratio. Quality in the field of e.g. design, proposed approach, durability
- Tender (best and final offer)
- Assessment
- Awarding
- Contracting



Awarding procedure



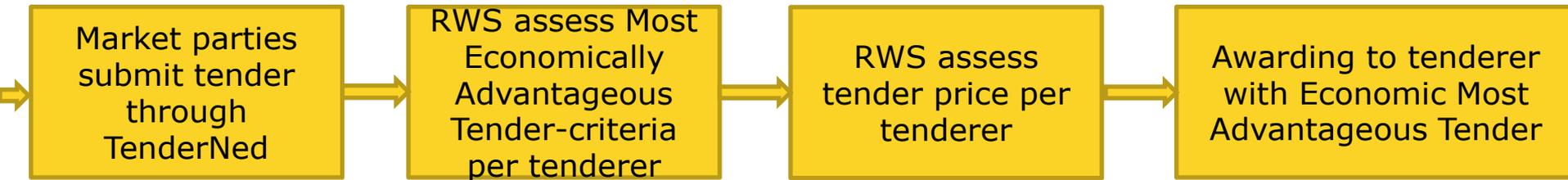
Please note: The award criteria are definitive and cannot be changed

Explanation:

During the dialogue rounds market parties have the opportunity to supply input for the demands specification during individual consultations. (e.g. "If you adjust the maximum length of the vessel to 42 meters, we can install an innovative propulsion system, which will significantly increase the durability of the ship".)



Award procedure 2/2



Explanation:

The evaluation committee receives the qualitative part of the tender and assess on the basis of the pre-announced evaluation guideline.

After the qualitative assessment the (digital) prices envelopes will be opened and the final scores will be determined.



Result questionnaire (durability)

Impression: Demands and wishes of Durability Criteria PIANOo are technically feasible, but:

- Has durability a price-raising effect currently, or not?
- Financial bottleneck?
- Requirements and requests as a guideline? Minimum requirements or selection of relevant requirements?
- Challenging combined with modular design of ship?

Challenge for tenderers, how can they distinguish themselves in this field?

Challenge for RWS, how can we combine durable specifications with financial considerations and required functionalities?



Result questionnaire (Innovation)

Impression: Described preconditions provide room for innovative solutions, but:

- Operational and environmental conditions should be clear;
- Desired speed in combination with e.g. draught may have a negative impact on environment and price;
- Building in a modular way is always a compromise (free deck for marking versus room for setting up research)
- Which functional demands will RWS draw up?

Does modularity provide "expensive or inefficient ships"?

- Facilities?: Power and fixed crane on board
- Suitability?: suboptimal ships?
- High complexity? (and durable, and modular, and functional)
- Multi-day employable > increase in costs?



Result questionnaire (LCC & maintenance)

Impression: Market parties are open to LCC & DBM, but:

- Ideal maintenance period 5 to 10 years;
- Risk of Jack-of-all-trades;
- Need for proper risk analysis

Advantages

- Other considerations in terms of material use;
- Assurance of proper and regular maintenance;
- Conducive to life span;
- Lowest Total Cost of Ownership;
- Extra drive for tenderers to focus on preconditions.



Theme based meetings

Durability

Durability criteria PIANOo

Green Passport

Propulsion

Use of materials

Cradle to Cradle

ISO:14001?

Innovation

Functional demands

Sailing profile

Geometry

Draught

Stability

Design

Chances

Modular design

?

Life Cycle Costing

LCAM (life cost analysis model)

Choice of design

Choice of materials

Maintenance

Assumptions

?



Plenary feedback theme based meetings





Planning procurement procedure

Activity	Date
Market consultation MPV-30	Fr. 04 March 2016
Target date publication summary results market consultation	Fr. 18 March 2016
Expected date of publication selection document	Ca. May 2016
Selection decision	Ca. July 2016
Shipping tender documents and demands specification to selected parties	Ca. August 2016
Individual dialogue rounds with selected parties	Ca. September 2016
Tender	Ca. October 2016
Awarding contract	Ca. December 2016

