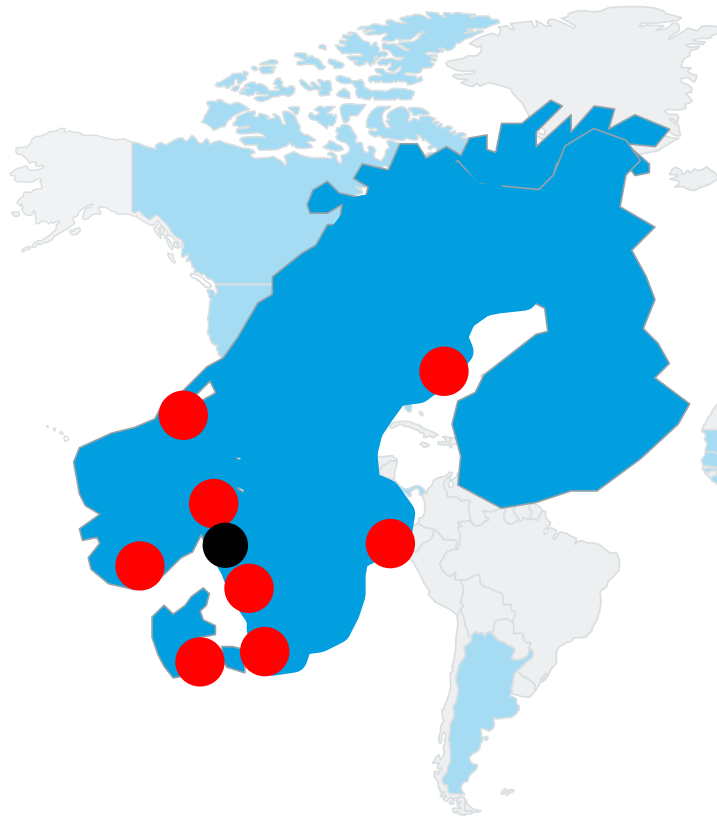


# How can the industry take advantage of a common Nordic market? Contractor's point of view

Dr.-Ing. Michael Blaschko, Via Nordica, 2008-06-09



## Bilfinger Berger in the Nordic Countries



We are working on major infrastructure projects in Denmark, Sweden and Norway.

We are following a project oriented set-up.

The local knowledge is centralized in our Scandinavia Branch located in Gothenburg.



## Bilfinger Berger in the Nordic Countries

We are focusing on

- Infrastructure projects
- Technically challenging
- Large projects

We are working with different kinds of contracts:

- Cost-plus-fee
- Build only
- Design & Build
- Design, Build, Operate & Finance (PPP contract)
- Unit prices or lump sum

## Experiences & Observations

### Tender phase:

- Individual procurement procedures for each nation
- But: nationwide uniform procedures for each roads and railways  
e.g. Banverket, Vägverket, Statens Vegvesen
- Each nation has its preferences of contract types  
e.g. Build only in Norway, Design & Build in Sweden
- Increasing acceptance of English for (parts of) tender documents  
e.g. QA-plans, references
- Small number of large projects (> 50 Mio Euros) in each country

## Experiences & Observations

### Execution phase:

- Individual technical codes and standards  
e.g. BRO or NS 3473 for Design of concrete structures
- Individual rules for education and trainings  
e.g. Concrete course “Class 1” in Sweden, “Stølpeleder” in Norway
- Individual rules for machines  
e.g. Norway has lower axis loads than Sweden and Denmark
- Individual rules for materials  
e.g. different types of reinforcement steel
- Individual contractual behavior patterns and rules  
e.g. role of partnering, dispute resolution board
- Almost no acceptance of foreign languages as contractual language  
e.g. a Norwegian letter is not valid as a contractual letter in Sweden
- Increasing acceptance of English as language used in daily business
- **But: More and more common rules and regulations**

## Advantage of a common market

How can the industry take advantage?

Or: What would be needed?

- A common market allows a better exchange of personal
  - because different educations are accepted
  - because different languages are accepted
- A common market allows a better exchange of machines and materials
  - because there are uniform technical specifications
- A common market offers more projects of a certain kind
  - is therefore more attractive for specialized companies
  - is therefore more attractive for foreign companies
  - allows therefore to work continuously in that market

## Conclusions

An established common market

- Is essential for specialized and foreign companies
- Will increase resources
- Will be more efficient
- Will improve quality

So we appreciate that the co-ordinated work established in the GNA project continues.

Thank you for your kind attention

