



A Common Nordic Infra Market

Consultant's viewpoint

VIA NORDICA 2008

Axel E. Christensen
RAMBØLL Denmark

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How can the consultants benefit from a more unified infrastructure market in the Nordic countries ?

Purpose of GNA:

" to improve efficiency through more innovative project delivery and better co-operation between consultant and customer"

Trends in the Nordic consultancy market:

- Larger consultancy firms (globalization)
- More cross-country co-operation on projects





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The consultant's "ideal client" :

- uses a fair and transparent procurement procedure
- is a professional counterpart
- pays a reasonable fee





The Nordic Road Administrations

(observed by the consultant)

				
Totale length of roads (km) :	4000	98000	54000	78000
No. of staff :	870	9000	5000	890
Engineering work :				
By own staff	15 %	10 %	25 %	0 %
By consultants	60 %	70 %	70 %	85 %
By seconded staff	15 %	5 %	0 %	0 %
By contractors	10 %	15 %	5 %	15 %
	<hr/> 100 %	<hr/> 100 %	<hr/> 100 %	<hr/> 100 %
Procurement of consulting services :				
Direct award	25 %	20 %	20 %	5 %
Through tender process	75 %	80 %	80 %	95 %





The Nordic Road Administrations

(observed by the consultant)

				
Max contract sum without tender (€) :	70000	35000	70000	15000
Used tender processes :				
Invited tenderers	0 %	5 %	15 %	1 %
Through P.Q.	70 %	0 %	15 %	99 %
Open tender	30 %	95 %	70 %	0 %
	<hr/> 100 %	<hr/> 100 %	<hr/> 100 %	<hr/> 100 %
Evaluation of tenders :				
Organisation / CVs	25 %	50 %	30 %	15 %
Methodology	20 %	20 %	30 %	20 %
Price	35 %	25 %	40 %	60 %
Other criteria	20 %	5 %	0 %	5 %

The Nordic Road Administrations

(observed by the consultant)

				
Types of consultancy contracts				
Fixed price contract	20 %	20 %	30 %	30 %
Time based contract	80 %	75 %	50 %	70 %
Other types	0 %	0 %	20 %	0 %
	<hr/> 100 %	<hr/> 100 %	<hr/> 100 %	<hr/> 100 %
Experiments with alternative types of contracts :				
To some extent	x		x	x
A few experiments		x		
Never				

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Proposed initiatives in National Road Administrations

▪ **Proposed further steps towards a unified common infrastructure market:**

1. Work towards common procurement procedures

- Prequalification of consultants for all major tenders.
- Intended evaluation criteria are implemented.
- Use of "2 envelope system"

2. Common testing of alternative consultancy contracts

- Incentive clauses in contracts (i.e. "target price")
- Contracts for "Independent Control"

3. Align strategy re. technical staff within the Road Administrations

- Which types of technical work should be performed by own staff
- To which extent should Road Administrations sell technical services ?



THANK YOU