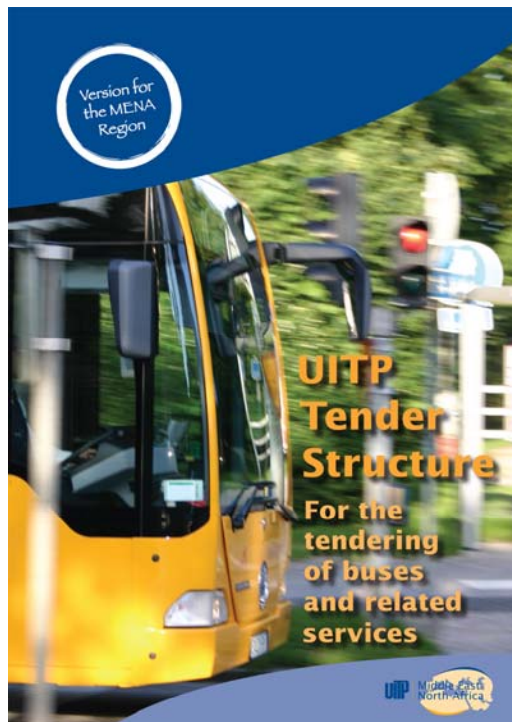




2nd UITP MENA Congress & Showcase

Doha, Qatar
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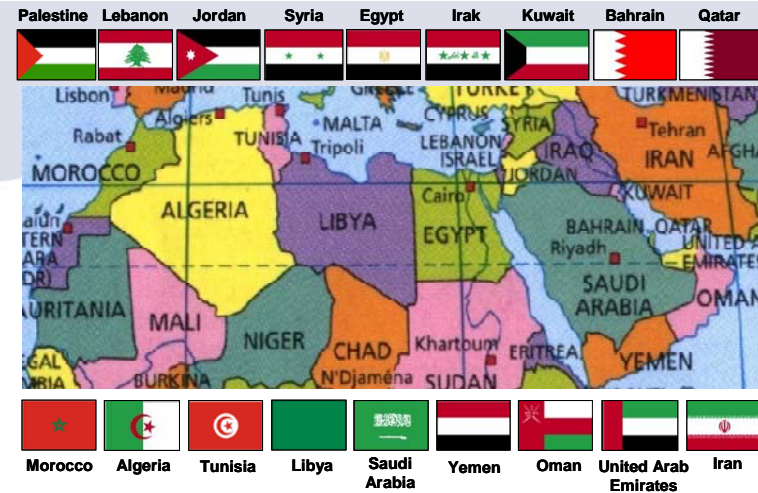


Tender structure for tendering of buses and related services

Mohamed Mezghani
Head of UITP MENA Office

Connecting the world of public transport

Background



- The **bus market** is in rapid development in the MENA region
- This market has a number of differences compared to the traditional markets (ex: Europe) and demands from bus suppliers to **adapt their products**
- On the other hand, most MENA bus operators and authorities need to **build capacity and experience** in launching tenders and defining specifications



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Objectives



- Discuss **bus specifications** which are appropriate for the MENA region
- Adapt **UITP Tender Structure** to the needs and specificities of the MENA region
- Strengthen **relationships** and dialogue between bus suppliers and their customers (operators and authorities)



→ Produce **Guidelines** on bus tendering and specifications

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Involved members



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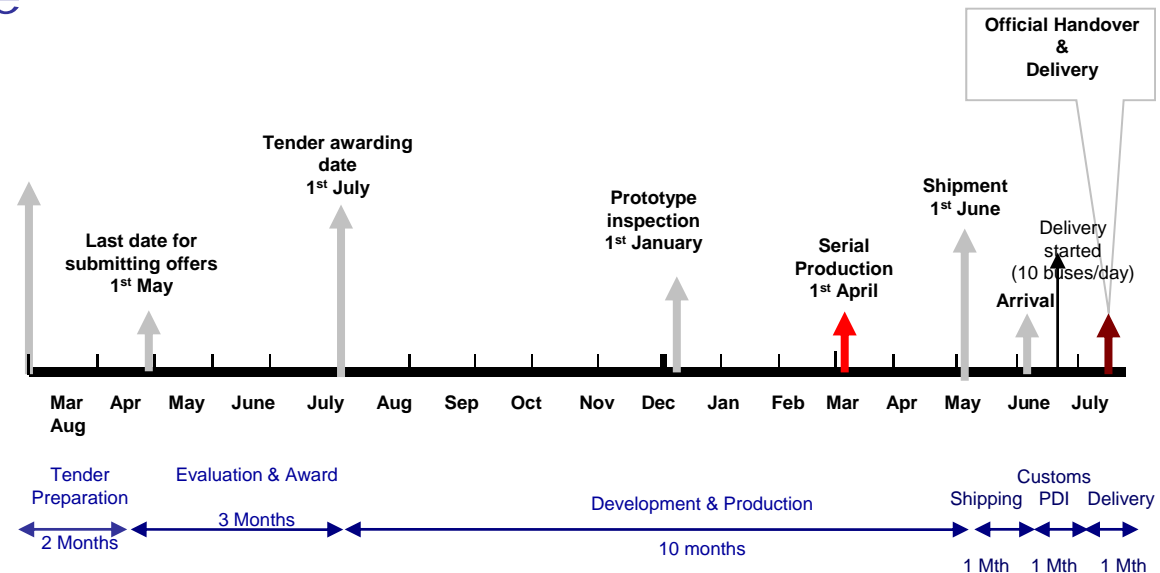
- **Purchasers**
Authorities and operators from the MENA region
(incl. SAPTCO, RTA, KPTC, CityBus, City Transport, STC, Mowasalat, KSA MinTrans, etc.)
- **Industry suppliers**
 - Bus manufacturers
(incl. Mercedes, Scania, MAN, TEMSA, VanHool, MCV, Solaris)
 - Other suppliers
(incl. Voith, ZF, Allison Transmission)
- **Invited guests**

Content of the report (1)

1. Main characteristics of the tender
2. Purchaser and contact person
3. Procedure
4. Tender timetable

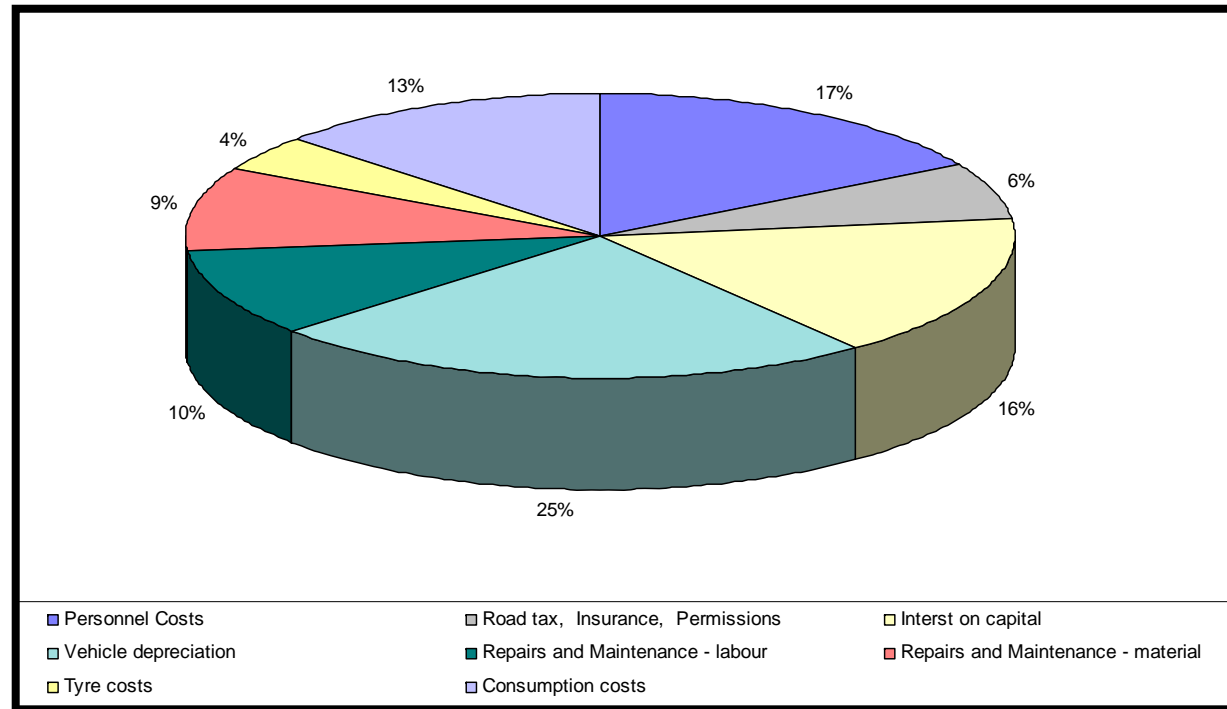


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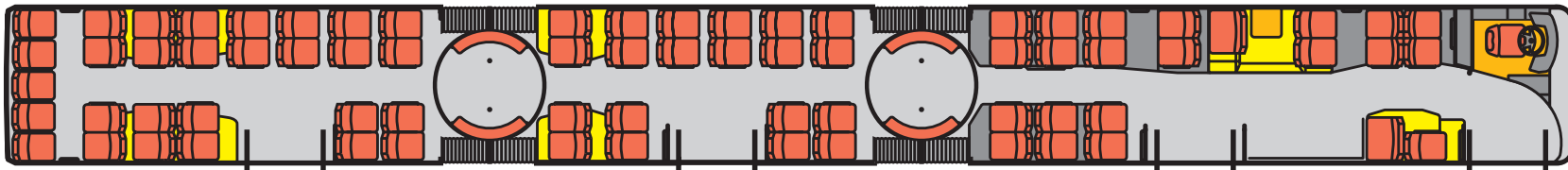
Content of the report (2)

5. Legal requirements and standards
6. List of company-related information to be submitted
7. Tender evaluation criteria
8. Life cycle cost



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Content of the report (3)

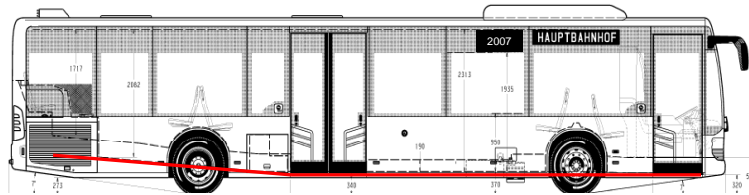


9. Financial conditions
10. Vehicle warranty
11. Vehicle availability/unavailability
12. Acceptance procedure

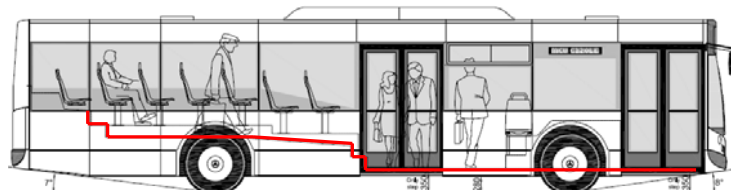


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Content of the report (4)



Low floor with no steps through out the bus

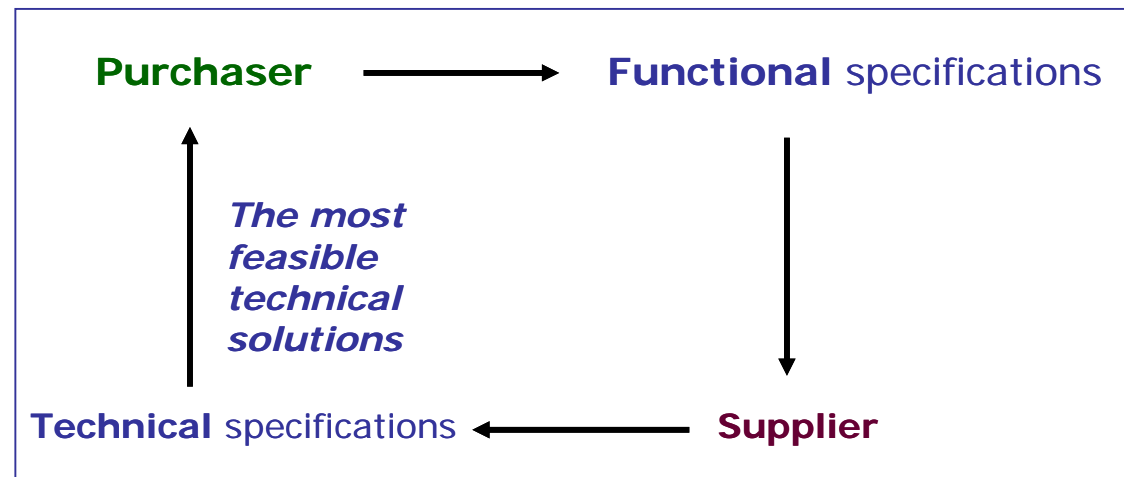


Low entry with several steps after rear door






- 13. Functional specifications
- 14. Technical specifications
- 15. After sales
- 16. Training



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Annex

TYPES OF VEHICLES	Comfort capacity (5p)	Max. capacity (8 p)
Bi-articulated 	150	200
Articulated 	110	150
Standard (12 m) 	75	100
Midi (9 m) 	55	75
Mini (6 m) 	22	30

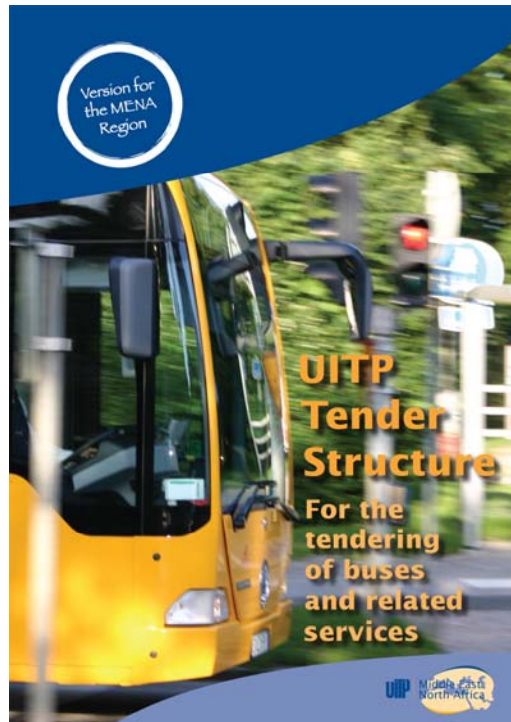


- I. Glossary of terms
- II. Vehicle availability/unavailability
- III. Legal requirements and standards at European level
- IV. Main business models and examples for the provision of bus services
- V. Repetitive failures
- VI. Environmental LCC calculations
- VII. UITP Publications
- VIII. UITP MENA working group on bus tender structure



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Conclusion



- The report is to be used as a reference for tenders
- Future topics of Bus working group: CNG, safety, maintenance contracts
- Other working groups:
 - Relationships between authorities and operators (business models)
 - Taxis (franchising, specifications, operations)



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