



International Association of Public Transport
Union Internationale des Transports Publics
Internationaler Verband für öffentliches Verkehrswesen
Unión Internacional de Transporte Público

Guidelines on Bus Tendering & Specifications

Mohamed Mezghani
Head of Middle-East
and North Africa Office

Better mobility for people worldwide

Background



- Countries with relatively long tradition of an organised and regulated **bus** system vs. Countries with a long tradition of **taxi** services
- The **bus market** is in rapid development in the MENA region; New networks (ex: Amman, Abu Dhabi, Sharjah) or expanding operation of existing ones (ex: Doha, Algiers, Dubai, Saudi Arabia). *Ex: Dubai 1616, SAPTCO: largest Mercedes fleet in the world*
- 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 **lack experience** in launching tenders and defining specifications

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

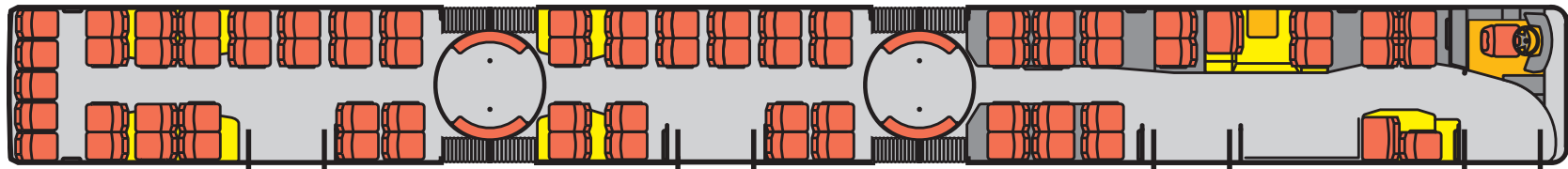
Involved members

- **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)
 - Other suppliers
(incl. Voith, ZF)
- **Invited guests**



Structure of the Guidelines






1. Introduction
2. Basic definitions
3. Requirements for tendering → Process
4. Requirements for specifications → Technical issues
5. Annexes



Basic definitions

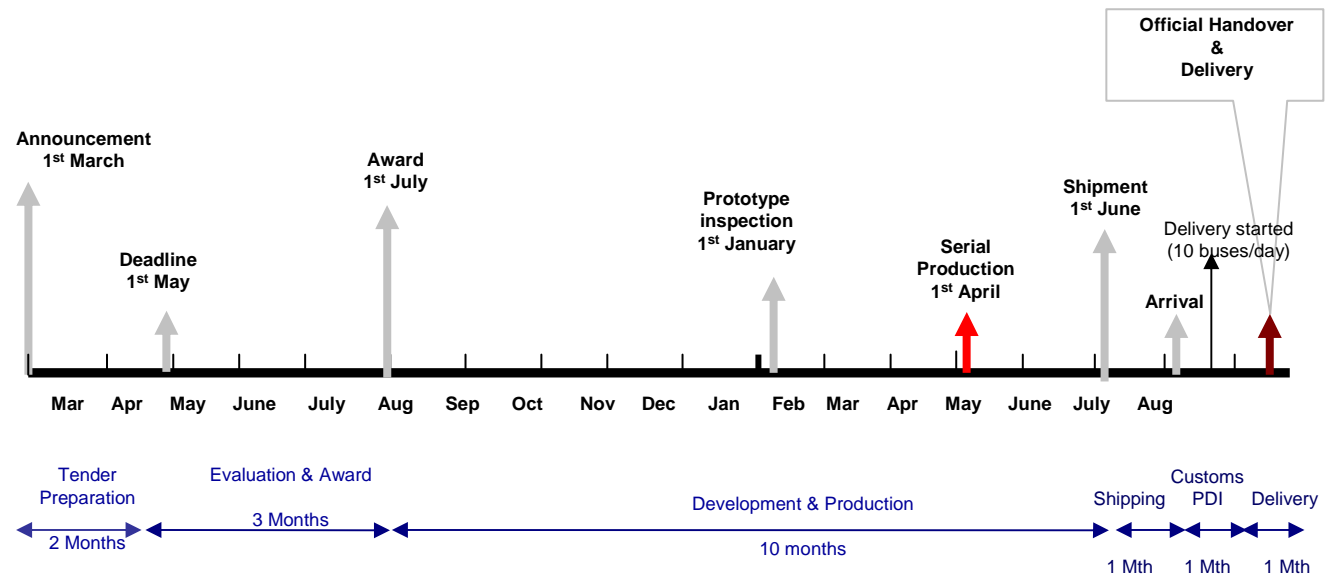
- **Ensure all parties are speaking the same language**
- **Public transport actors**
 - Authorities, Operators
 - Purchaser, Supplier
- **Bus types**
 - Standard, articulated, Mini, Midi, Intercity, Double-deck, etc.
 - + Ref. to EU Directive
- **Bus services**
 - Local, feeder, express, BRT, etc



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

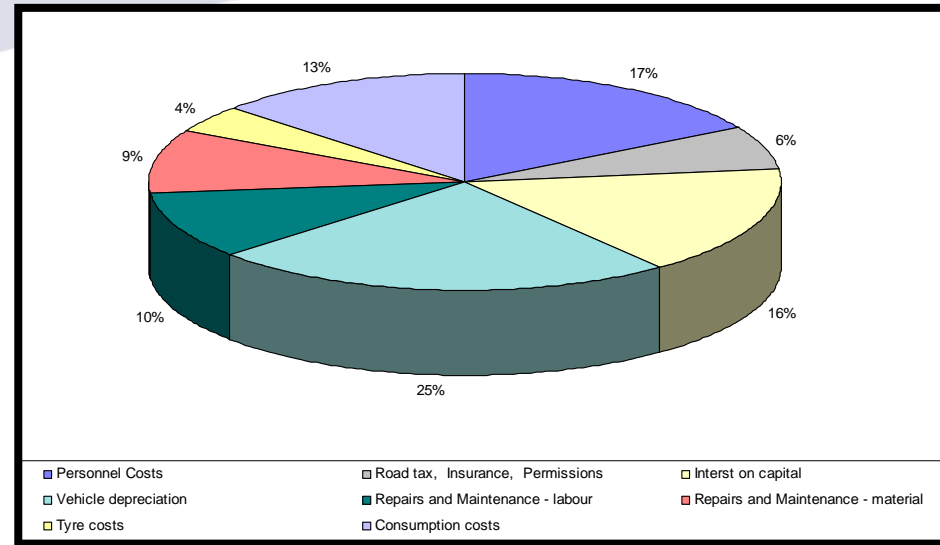
Requirements for tendering (1/2)

1. Summary of the tender
2. Purchaser and contact person
3. Procedure
4. **Tender timetable**
(Pressure on manufacturers, Ex: Mowasalat)
5. List of company-related information to be submitted
6. **Tender evaluation criteria**
(- *Multicriteria analysis*
→ *Most advantageous economical offer*
- *Criteria included in the bid documents*
→ *Transparency*)



Requirements for tendering (2/2)

7. **Life cycle cost**
(New concept in the MENA region, lack of experience)
8. Financial conditions
9. Vehicle warranty
10. **Vehicle availability**
(Depends on the responsibility for maintenance)
11. Acceptance procedure
12. After sales
13. Training

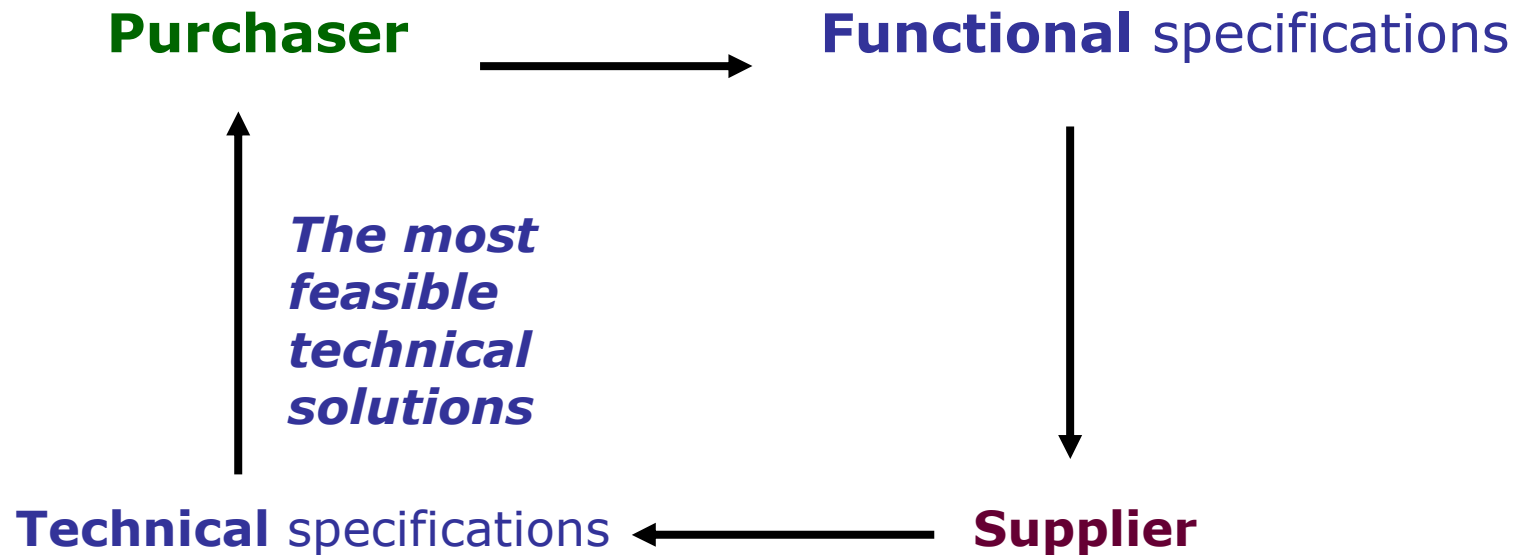


Item No.	Items Description	Unit Price (SR)	Item No.	Items Description	Unit Price (SR)
1	Oil Filter Element				
2	Fuel Filter Element				
3	Air Filter Element				
4	Fuel Water Separator Element				
5	Head lamp Assy.				
6	Mirror Left				
7	Mirror Right				
8	Tail Light Left Assy.				
9	Air Drier Element				
10	Disc Brake/ Drum				
11	Brake Pad / Lining				
12	Air Below				
13	V-Belt Set				
14	Wiper Blade				
15	A/C Drier Filter				
16	Water Pump Repair Kit				
TOTAL PRICE					

(ATTACHMENT NO. 02)

Requirements for bus specifications

Functional vs. Technical specifications



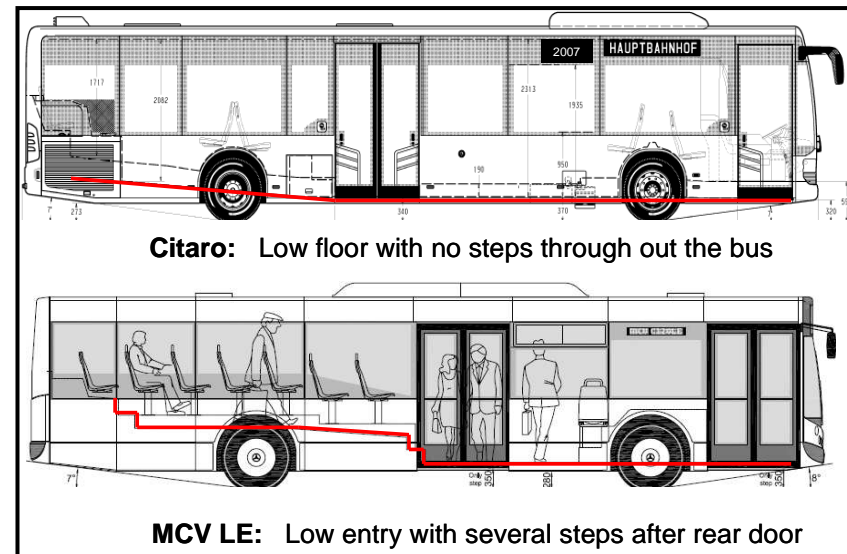
Requirements for bus specifications

Functional vs. Technical specifications

CHASSIS SPECIFICATIONS	
ENGINE MODEL	DAF / MERCEDES / VOLVO / MAN / engines or equivalent.
ENGINE TYPE	4 stroke, 6 cylinder, diesel engine EUR 3+
ENGINE POWER	Approx. 250 HP (180 kW)
ENGINE COOLING SYSTEM	Water cooled (tropical type)
	Direct fan drive
	Side mounted fan
AIR CONDITIONING UNIT	Thermoking / Konvekta / Sutrak or equivalent with adjustable air nozzle for each passenger. 32,000 BTV - Air curtain on both entries.
FUEL INJECTION PUMP	BOSCH or approved equivalent
FUEL FILTERING SYSTEM	Water separators should be provided for the system
POSITION OF ENGINE	Rear under floor.
TRANSMISSION	Automatic Voith or ZF or approved equivalent.
FRONT AXLE	DAF / ZF / MERCEDES / VOLVO / MAN or approved equivalent
REAR AXLE	DAF / ZF / MERCEDES / VOLVO / MAN or approved equivalent
STEERING	ZF or approved equivalent
SPEED	Around 100 km/Hr
STEERING ASSY & PUMP	ZF or approved equivalent.

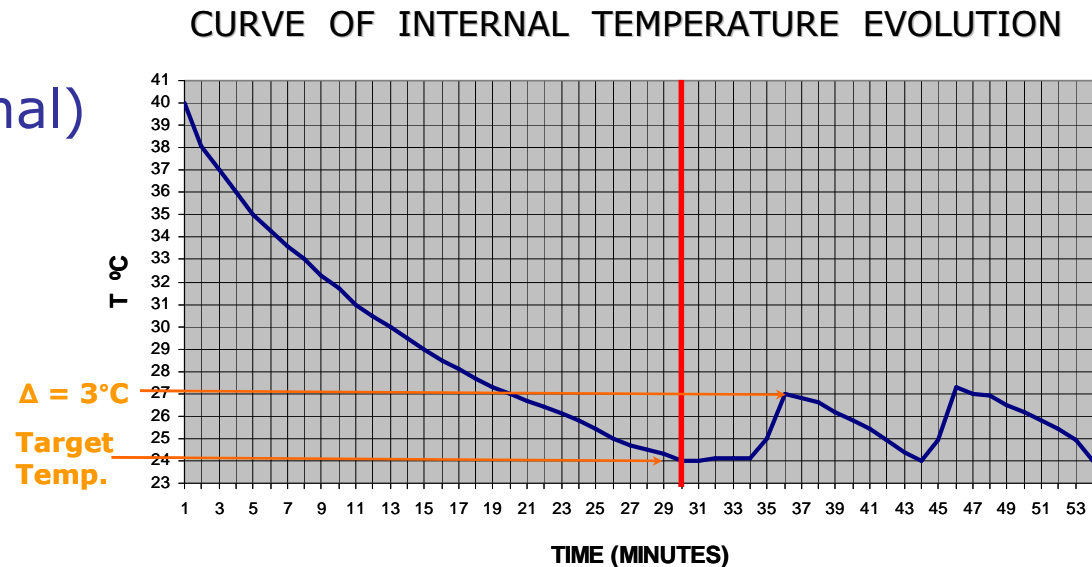
Requirements for bus specifications (1/2)

1. Operational requirements
2. **Capacity and internal layout**
(Urban vs. regional, Ladies/family section)
3. **Accessibility and comfort**
(Low floor vs. low entry)



Requirements for bus specifications (2/2)

4. **Fuel and environment**
(Prepare the "end of oil age"
but ...)
5. **Air conditioning**
(Technical vs. functional)
6. Life onboard
7. Safety
8. Security



Next steps

- Submit a draft to UITP Tender Structure WG End of August 2009
- Prepare final draft for the MENA WG End of September 2009
- Next meeting of MENA WG in Dubai 4 October 2009
- Final report to be presented at 2nd MENA Congress & Showcase Doha, Qatar 25-27 October 2009

Some conclusions



- Need to provide basics
- Pedagogical approach
- Request for standards (benchmarks)
- Absence of regulatory framework
→ freedom and risk
- Global and open market (more competition than EU)
- Lack of skills in the purchaser side (unbalanced relationship)
- Transferability of EU concepts (Emission standards, Bus Directive)