



INTERNATIONAL UNION
OF RAILWAYS

INVITATION TO TENDER

International Union of Railways - UIC
16 rue Jean Rey 75015 Paris
France

Reference: DP-RAIL-20232026-RFP

Paris, 23 October 2023

Subject: Invitation to tender “DP RAIL” reference DP-RAIL-20232026-RFP.

Dear Sir/Madam,

The International Union of Railways (UIC) is planning to award contracts in the framework of the European co-Funded Project DP-RAIL, Project Number 101122565

The procurement documents consist of:

- This invitation letter.
- The tender terms of reference.
- The draft (multi-party) contract
- A template Grant Agreement

The tender must be received in electronic version no later than 24 November 2023 17:00 CET.

Tenders must be signed by a duly authorised representative of the tenderer.

The period of validity of the tender, during which tenderers may not modify the terms of their tenders in any respect, is three months from the reception deadline.



Submission of a tender implies acceptance of all the terms and conditions set out in the call for tenders (invitation letter, tender terms of reference and draft contract) waiving of the tenderer's own general or specific terms and conditions. The submitted tender is binding on the tenderer whom the contract is awarded to for the whole duration of the contract.

All costs incurred for the preparation and submission of tenders are to be borne by the tenderers and will not be reimbursed.

Upon request, UIC may provide additional information solely for the purpose of clarifying the procurement documents.

UIC is not bound to reply to requests for additional information received less than six working days before the date of receipt of tenders indicated above.

UIC may, on its own initiative, inform interested parties of any error, inaccuracy, omission or any other type of clerical error in the text of the procurement documents.

Should obvious clerical errors in the tender need to be corrected or confirmed with regards to any specific or technical element after the opening of tenders, UIC shall reserve the right to contact the tenderer. This shall not lead to substantial changes to the terms of the submitted tender.

Invitation to tender is in no way binding on UIC. UIC's contractual obligation commences only upon signature of the contract with the successful tenderer.

Up to the point of signature, UIC may cancel the award procedure at any moment, without the candidates or tenderers being entitled to claim any compensation. This decision must be substantiated, and candidates or tenderers notified.

Once UIC has received the tender, it becomes the property of UIC. Tenders shall be treated confidentially. Tenderers will be informed in writing of the outcome of the procurement procedure, by e-mail provided in the application.

If processing the call for tenders involves recording and processing personal data (such as names, addresses and CVs), such data will be processed pursuant General Data Protection Regulation (GDPR) and to French Law on the protection of personal data. Unless otherwise indicated, tenders' replies to the questions and any personal data requested are required to evaluate tenders in accordance with the specifications of the invitation and shall be processed for that sole purpose by the UIC staff in charge of the procurement. Tenders have the right to access, modify, rectify or delete their personal data (Article 34 of the French Data Protection Act of 6 January 1978) by sending a message to the UIC Data Protection Officer (DPO) at dpo@uic.org. While doing so, please include a photocopy of both sides of your ID document or passport.

Note: Please be informed that this tender is a UIC document compliant with the UIC Statutes, Internal Regulations and internal procedures related to suppliers' management. It does not fall under the French public procurement law.





INTERNATIONAL UNION
OF RAILWAYS

CALL FOR TENDERS TERMS OF REFERENCE

Contact Persons for this Tender:

Sandra Géhénot / Charles Rosseel

Tel: +33 6 64 25 56 03 / + 33 (0)1 44 49 21 15

Email: gehenot@uic.org / rosseel@uic.org

Union Internationale des Chemins de fer

International Union of Railways - UIC

16 rue Jean Rey, 75015 Paris, France



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Acronyms and terminology

DP-RAIL – Digital Platform Rail

TAF-TSI: Technical Specification for Interoperability relating to Telematics Applications for Freight

API Application Programming Interface

CI Common Interface (of TAF/P)

CRD Common Reference Data (of TAF/P)

ECN Electronic Consignment Note

ETA Estimated Time of Arrival

IM Infrastructure Manager

RD RailData

RFF Rail Freight Forward

RU Railway Undertaking

SWL SingleWagonLoad

TCMTrain Composition Message

TRA Train Running Advice

TRF Train Running Forecast

UIC [Union Internationale des Chemins de fer]

WDI Web Data Interface

WDR Wagon Damage Report

WPM Wagon Performance Message

WSM Wagon Status Message

1. PREAMBLE AND BACKGROUND

The rail freight sector is committed to contribute to the EU Green Deal by raising the modal share of rail from 18% currently to 30% by 2030. The sector has outlined game changers to reach this ambitious target. One of these is the setup of a “Digital Platform for Rail Freight” ([DP-RAIL](#)), a common IT platform enabling easy provision and access to data necessary for cross-border rail freight production processes in compliance with the European Technical Specifications for Interoperability relating to freight telematics.

The DP-RAIL initiative is co-funded by the European Union. Details can be found below.

PROJECT DETAILS

Project number:	101122565
Project name:	DigitalPlatform for Rail Freight
Project acronym:	22-EU-TG-DP-RAIL
Call:	CEF-T-2022-SIMOBGEN
Topic:	CEF-T-2022-SIMOBGEN-REMIB-WORKS
Type of action:	CEF-INFRA
Service:	CINEA/B/01
Project starting date:	01/09/2023
Project duration:	34 months
Project coordinator:	Union internationale des chemins de fer (UIC)



The DP-RAIL consortium consists of DB Cargo, CFL Cargo, Lineas, Rail Cargo Group, PKP Cargo, and UIC/[RailData](#).

The International Union of Railways (UIC, Union Internationale des Chemins de fer) is the coordinator of the DP-RAIL consortium and is in charge of contracting the relevant partners that shall carry out the assigned work in the framework of the DP-RAIL project.

2. CONTRACTING PARTY

The contracting parties will be the DP-RAIL consortium members consisting of DB Cargo, CFL Cargo, Lineas, Rail Cargo Group, PKP Cargo, and UIC. The contract for DP-RAIL will be managed on behalf of the consortium by the International Union of Railways (UIC), headquartered at 16 rue Jean Rey, 75015 PARIS, FRANCE, Intracommunity VAT number FR43784601841, represented by Mr. François DAVENNE, Director General.

For all matters relative to this call for tenders, the contact persons are:

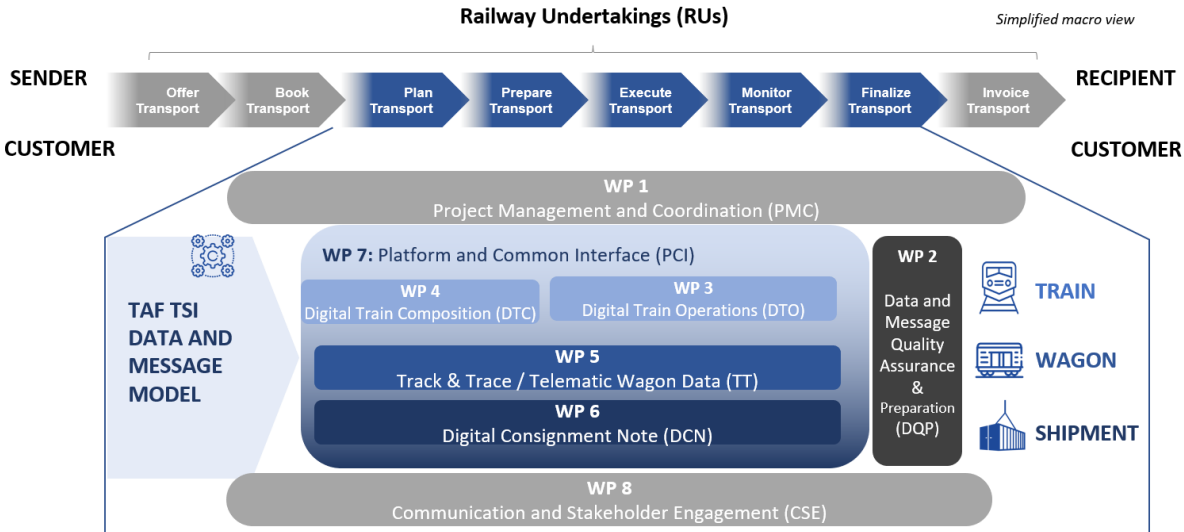
Sandra G  h  not / Charles Rosseel

Tel: +33 6 64 25 56 03 /+ 33 (0)1 44 49 21 15

Email: gehenot@uic.org / rosseel@uic.org

3. SCOPE AND CONTENT OF THE SERVICE

The DP-RAIL project consists of eight work packages, for which the work packages 2-7 are in scope for this invitation to tender. The work package structure of the project is depicted below:



Work packages 1 and 8 are explicitly out of scope for the invitation to tender.

Furthermore, this call for tender **consists of two distinct tender lots** named as follows:

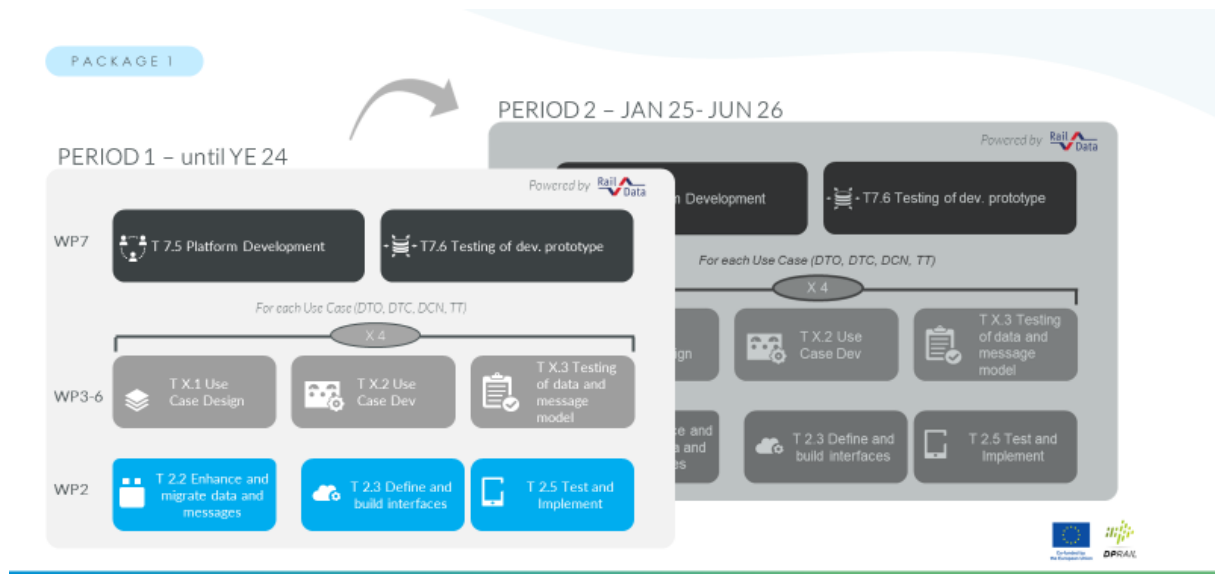
LOT 1: “Support by a Technology Partner to Develop and Test a Prototype of DP-RAIL”

Maximum budget envelope: 3.000.000 EUR (Three million euros)

Purpose: We seek a service provider to build and test a prototype of the DP-RAIL platform based on the functional and non-functional requirements set forth in “Requirements Specification DP-RAIL” (see

separate document). The service provider will leverage proven 3rd party applications/solutions, and own experience in data platform development and operations.

The tasks to be performed in LOT 1 are visualized below:



WP 2

- Enhance and migrate data and messages based on given standards (e.g. TAF TSI) to fulfil requirements of Use Cases (WP 3 – 7)
- Define, design and develop interfaces to enable easy integration of platform users for data and message ingestion and provision. Existing industry standards and implementations (such as Common Interface) shall be (re-)used.
- Test and implement data ingestion and provision through built and used interfaces

WP 3 – 6

- Design use cases including documentation – consistent across use cases – using standardised formats, like UML
- Develop solution based on solution designs and data models created for all use cases using the capabilities provided by the DP-RAIL platform
- Test data and message model based on test cases defined for each use case

WP 7

- Support conduction of Fit-Gap-Analysis for existing interfaces (e.g. Common Interface) solutions, reference databases, to be integrated in platform prototype
- Support platform design including interfaces for data/message ingestion and provision aligned with results worked out in WP 2 regarding data/message standards and interfaces
- Support platform and Common Interface design benchmark to evaluate future development paths for the platform and associated requirements
- Support platform architecture refinement also based on results of WP 2 as well as WP 3 – 6.
- Develop platform prototype based on functional and non-functional requirements
- Test developed platform prototype with platform users for use cases defined

The service provider shall cover (solution) design, development and operation of the prototype platform in a cloud-based environment to be set up taking into consideration existing technology

infrastructure of RailData (<https://www.raildata.coop/>) and proven data platform capabilities (please refer to the requirements documentation for more details).

LOT 2: “Support by a Digital Transformation Partner with Architecture and Agile Roles”

Maximum budget envelope: 1.000.000 EUR (One million euros)

Purpose: We seek an external service provider to refine the requirements and perform the design and agile steering for the DP-RAIL development as well as the use cases with inputs from major stakeholders of the consortium, work package leaders as well as central data and application providers (i.e. RailData, RNE).

In this light, we are looking for a team of up to 4 FTE working on WPs 2-7 consisting of:

Product Owners (~2 FTE)

General Requirements

- Bachelor's or Master's degree in Business, Engineering, Computer Science, or a related field.
- 5+ years of experience in agile product management, preferably in the rail industry or similar sectors.
- Proven track record of working with consortiums and handling stakeholder inputs effectively.

Role-Specific Requirements

- **Requirement Analysis and Management:**
 - Collaborate with major stakeholders, work package leaders, and central data and application providers (like RailData, RNE) to refine and prioritize requirements.
 - Ensure that requirements from all stakeholders are well-documented and managed throughout the development lifecycle.
- **Stakeholder Management:**
 - Act as the primary liaison between stakeholders and the development team.
 - Facilitate regular communication and feedback sessions to keep all parties informed and aligned.
- **Backlog Management:**
 - Maintain and prioritize the product backlog to ensure that the team is working on the most critical features.
 - Conduct backlog refinement sessions to keep the backlog up-to-date and ready for sprint planning.

Scrum Master or Agile Coach (~1 FTE)

General Requirements

- Bachelor's or Master's degree in Business, Engineering, Computer Science, or a related field.
- Certification in Scrum or Agile methodologies.

- 5+ years of experience in Agile project management, preferably working as Scrum Master in large-scale and complex environments.

Role-Specific Requirements

- **Agile Coaching:**
 - Train and coach the development team in Agile methodologies.
 - Assist teams in adapting and improving their Agile practices.
- **Facilitation and Collaboration:**
 - Facilitate agile ceremonies such as sprint planning, dailies, and sprint retrospectives.
 - Ensure quality of agile artefacts: product backlog, sprint backlog, product increment based on Definition of Done.
 - Promote collaboration and cohesion among team members to foster a positive and productive work environment.
- **Impediment Removal:**
 - Proactively identify and remove impediments that obstruct the team's ability to meet project objectives.
 - Work closely with the product owners to ensure that the backlog is groomed and ready for sprint planning.

Solution Architect (~1 FTE)

General Requirements

- Bachelor's or Master's degree in Computer Science, Engineering, or a related field.
- 7+ years of experience in solution architecture, preferably in the rail industry or similar sectors.

Role-Specific Requirements

- **Solution Design:**
 - Lead the solution design process, working closely with stakeholders and technical teams to develop a robust and scalable solution.
 - Ensure the solution meets the requirements gathered by the product owners and adheres to industry best practices and standards.
- **Technology Advisory:**
 - Provide technical leadership and guidance on the selection of appropriate technologies, platforms, and tools.
 - Work with stakeholders to understand their technology landscape and make recommendations that align with their strategic objectives.

- **Documentation and Knowledge Transfer:**
 - Develop comprehensive documentation of the solution architecture, including architectural diagrams and technical specifications.
 - Facilitate knowledge transfer sessions to ensure that the development team understands the solution architecture and can implement it effectively.

Note: All the roles stated above must have excellent communication and collaborative skills, and must be capable of working in a multicultural and cross-functional agile environment in close collaboration with the consortium experts and stakeholders. They shall also be proficient in English, both written and spoken, to effectively communicate and document requirements, concepts and (solution) designs. They will work in a technology-agnostic manner.

4. PROJECT DURATION AND BID STRUCTURE

The services and activities under **LOT 1** and **LOT 2** shall be completed by 30 June 2026 at the latest.

Bids can be submitted for each LOT exclusively, or for both LOTs combined. Furthermore, we expect a pricing indication in EUR (excl. VAT) indicating:

- The overall price for the completion of the respective LOT
- The price components, including day rates and FTE profiles, if applicable.
- Estimated travel costs and their assumptions
- A clear description of (volume) discounts and their calculation logic, if applicable

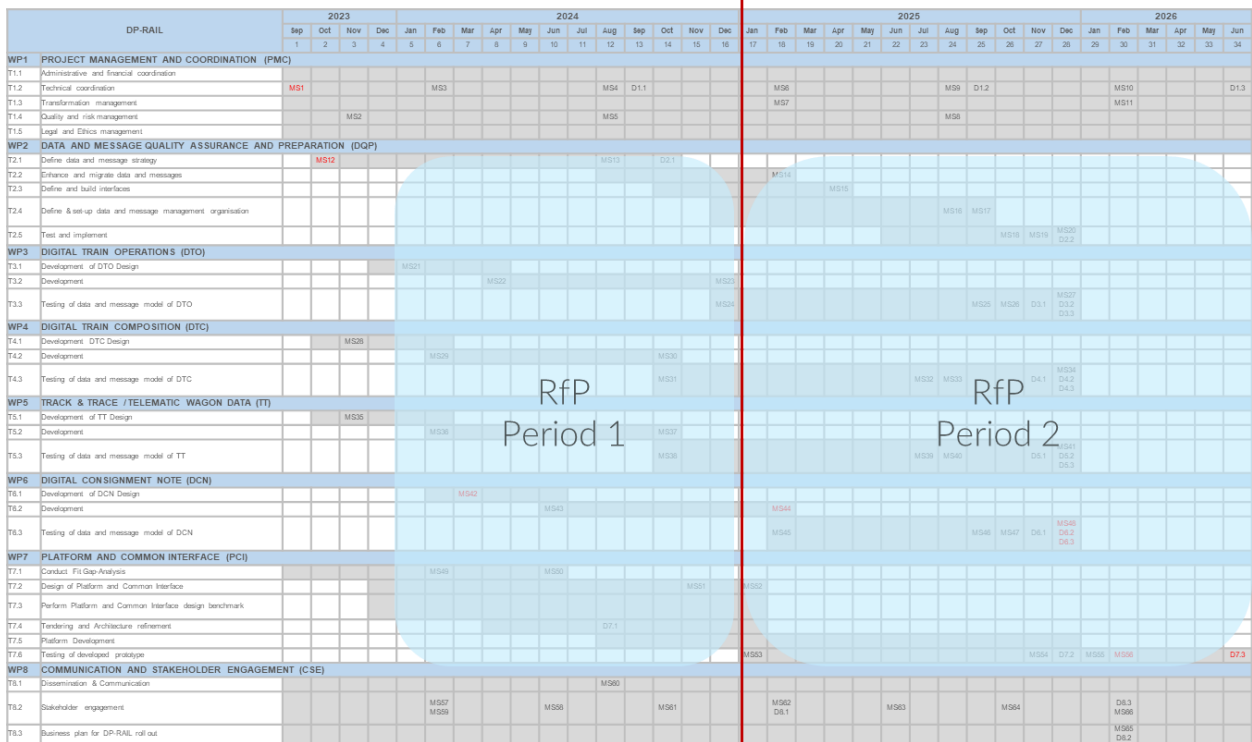
The project will run until 30 June 2026, and we expect bidders to describe their offer following a “two-period” logic. **Period 1** consist of the period from the contract award until the end of calendar year 2024. **Period 2** consist of the period from January 2025 until end of June 2026.

Fixed-price offers are preferred and need to include as a minimum:

1. Payment Schedule

- Define a clear payment schedule, associating payment milestones with specific deliverables.

We ask the bidders to leverage the milestones and deliverables of our overall CEF project GANTT chart.



The tasks to be completed by the selected partner(s) are summarized below.

SOURCE: SUBCONTRACTING CEF

T2.1	Define data and message strategy
T2.2	Enhance and migrate data and messages
T2.3	Define and build interfaces
T2.4	Define & set-up data and message management organisation
T2.5	Test and implement
T3.1	Development of DTO Design
T3.2	Development
T3.3	Testing of data and message model of DTO
T4.1	Development DTC Design
T4.2	Development
T4.3	Testing of data and message model of DTC
T5.1	Development of TT Design
T5.2	Development
T5.3	Testing of data and message model of TT
T6.1	Development of DCN Design
T6.2	Development
T6.3	Testing of data and message model of DCN
T7.1	Conduct Fit Gap-Analysis
T7.2	Design of Platform and Common Interface
T7.3	Perform Platform and Common Interface design benchmark
T7.4	Tendering and Architecture refinement
T7.5	Platform Development
T7.6	Testing of developed prototype

These tasks and their outcomes (i.e. milestones and deliverables) will form the basis for the multiparty contract and payment plan to be established with the selected partner(s).

Project DP-RAIL-.....

2. Contingency

- Indicate any contingency measures in place to manage potential overruns and unforeseen complications.

Note: All pricing shall include administration and infrastructure costs.

5. APPLICABLE LANGUAGE AND CONFIDENTIALITY

All communication and documentation will be in English. Any reports will have to be delivered in English.

Any information communicated to the Bidder(s) or which come to his knowledge in the course of the Call for Tenders and/or the performance of the work, are confidential and are strictly dedicated to the purpose of the Call for Tenders. No information shall be disclosed to any third party without the explicit consent of UIC.

The UIC reserves the right to request that all material be returned at the end of the Call for Tenders process.

6. INTELLECTUAL PROPERTY RIGHTS

The following intellectual property rights shall apply to all outputs of work conducted under this contract:

- The copyright of all source code produced under this contract shall be owned by the Consortium
- Third party software: IP rights will remain with the software provider
- Free and Open Source Software (FOSS): If FOSS is used the licenses coming from this need to be made transparent to the Consortium.

7. CONTENT OF THE TENDER

The tender must contain the following:

- An Application letter signed by the Authorised Representative of the tenderer. In the case of a joint tender, the application letter shall be signed by the leader, who will then be the single point of contact.
- a Power of Attorney in case of joint tender.
- a Technical offer.
- a Commercial offer detailing the topics raised under chapter 4

8. PARTICIPATION

Participation in this procurement procedure is open on equal terms to all natural and legal persons coming within the scope of the Treaties, as well as to international organisations.

9. JOINT TENDERS

A joint tender is a situation where a tender is submitted by a group of economic operators (natural or legal persons).

Joint tenders may include subcontractors in addition to the members of the group. In case of joint tender, all members of the group assume joint and several liability towards UIC for the performance of the contract as a whole, i.e. both financial and operational liability. Nevertheless, tenderers must designate (through a power of attorney signed by each member) one of the economic operators as a single point of contact (the leader) for administrative and financial aspects as well as operational management of the contract.

After the award, UIC will sign the contract with the leader on behalf of all members of the group, authorised by the other members via powers of attorney.

10. SUBCONTRACTING

Subcontracting is permitted but the Contractor will retain full liability towards the Contracting Authority for performance of the contract as a whole. Tenderers are required to identify subcontractors whose share of the contract is above 20 % and those whose capacity is necessary to fulfil the selection criteria. During contract performance, the change of any subcontractor identified in the tender or additional subcontracting will be subject to prior written approval of UIC.

11. SELECTION PROCESS AND TIMING

The bidders will have to provide their offers via email to gehenot@uic.org and rosseel@uic.org not later than 24 November 2023 17:00 CET.

During the process, additional questions can be addressed in writing to gehenot@uic.org and rosseel@uic.org until 16 November 2023. UIC will collect all relevant questions and provide answers to all parties.

After the submission deadline, the consortium will evaluate all eligible bids and awarding is expected midst of December 2023.

12. AWARD CRITERIA

The contract will be awarded based on the most economically advantageous tender, according to the 'best price-quality ratio' award method. The quality of the tender will be evaluated based on the following criteria. The maximum total quality score is 100 points.

10. Bidder's qualification, capacity and experience

(30 points – minimum threshold 15 points)

11. Proposed methodology, approach and implementation plan

(40 points – minimum threshold 20 points)

12. Management structure and key personnel

(20 points – minimum threshold 10 points)

13. Sustainability

(10 points – minimum threshold 5 points)

Our Scoring Grid is visualized below.

N°	CATEGORY and CRITERIA	MAXIMUM POINTS	MINIMUM THRESHOLDS
1.	Bidder's qualification, capacity and experience	30	15
	<i>30 points – minimum threshold 15 points</i>		
	Strategic fit: affinity and ability to support rail-freight vision and shape industry		
	Technical fit: skills/knowledge, track record, ability and capacity to deliver		
	General organizational capability: financial stability, company history & size, etc.	10	
2.	Proposed methodology, approach and implementation plan	40	20
	<i>40 points – minimum threshold 20 points</i>		
	Proposed approach & agile delivery model, conceptual framework		
	Structure of work plan: main steps, output/deliverable, roles & responsibilities		
	Quality and risk management, performance standards applied		
	Innovation, future viability of proposed solution	10	
3.	Management structure and key personnel	20	10
	<i>20 points – minimum threshold 10 points</i>		
	Composition of team: structure, qualification (leadership, experts, technicians)		
	Staffing incl. re-staffing: staffing approach, replacing team members, backfill	10	
4.	Sustainability	10	5
	<i>10 points – minimum threshold 5 points</i>		
	Organizational CSR commitment (e.g. UNGC membership) and internal ESG policies		
	Reporting: standards used (e.g. GRI, ESRS UNGC, ISSB) and available reports	5	
TOTAL		100	50

13. RANKING OF TENDERS

Tenders must score minimum 50% for each criterion and sub-criterion (minimum threshold), and minimum 70% in total. Tenders that do not reach the minimum quality levels will be rejected and will not be ranked.

Applicants shall specify to what extent they can meet each individual criterion in the tender, providing example of previous work whenever possible.

No right of appeal shall exist on the selection procedure or its outcome.

The contract will be awarded to the most economically advantageous tender, i.e. the tender offering the best price-quality ratio determined in accordance with the formula below. A weight of 70/30 is given to quality and price.

Score of tender T = (cheapest price) / (price of tender T) * 100 * 30% + (total quality score out of 100 for all award criteria of tender T) * 70%

14. CONTESTATION OF THE SELECTED TENDER

Seeing that this tender does not fall under the French public procurement law, UIC reserves the right to select the most appropriated tender in compliance to its needs and criteria previously assessed.

Contestations of the selected tender may be addressed to the contact person for the tender within 10 (ten) calendar days following the announcement of the results. Nevertheless, UIC is not bound to accept them, nor to give a written answer.

These Terms of Reference are a UIC document compliant with the UIC Statutes, Internal Regulations and internal procedures related to suppliers' management.

15. TENDERS CONFIDENTIALITY

Within this framework, UIC undertakes to respect confidentiality and privacy of all information received from and/or exchange with tenderers.