



Survey on Winter Service Contracts

Within the context of the work of the PIARC

Riga, Latvia
September 22, 2005

Presented by
Didier Giloppé

Context

- ✦ Road transportation has increased considerably in the past few decades;
- ✦ Winter maintenance has become a crucial public service activity for the economy;
- ✦ Optimization of public finances to respond to user needs is often a difficult exercise;
- ✦ To respond to the demand, public bodies call on the private sector to varying degrees.



Mandate

By means of a questionnaire on winter service contracts:

- * Survey the practices of different countries;
- * Produce a synthesis of the practices;
- * Highlight the most interesting, best adapted and most economically viable practices;
- * Pinpoint the inadequacies and the points for which there is no response.



3

Summary of the Survey Work

- * Drafting of a survey framework (France-Québec collaboration) completed June 15, 2004;
- * Development of the survey questionnaire and mailing to the members on March 18, 2005;
- * Receiving of questionnaires between May 2 and July 12, 2005;
- * Compilation of data from July 4 to July 15;
- * Preliminary analysis of the results from August 29 to September 8.



4

Number of Questionnaires Answered

23 questionnaires answered
representing 27 contractual relationship models
and 12 member countries



5

Member Countries Participating in the Survey

- * Norway
- * France
- * Canada
- * Canada-Québec
- * Japan
- * Slovenia
- * United Kingdom
- * Switzerland
- * Estonia
- * Finland
- * Belgium
- * Sweden



6

Part 1 – Member Countries Responding to the Questionnaires



7

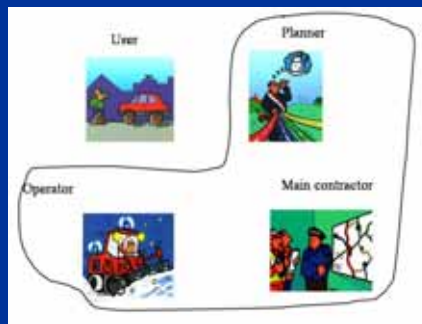
Preliminary Results of the Questionnaire



8

Part 2 – Identifying the Stakeholders and the Missions

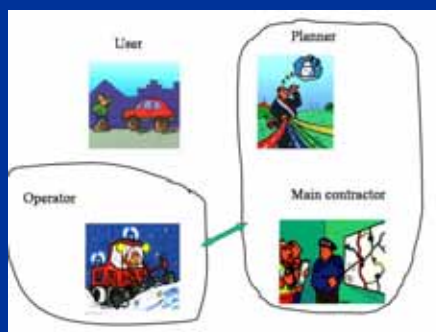
Type I: Work by planners, main contractors, and operators is performed by a single entity (in most cases a public agency).



9

Part 2 – Identifying the Stakeholders and the Missions (continued)

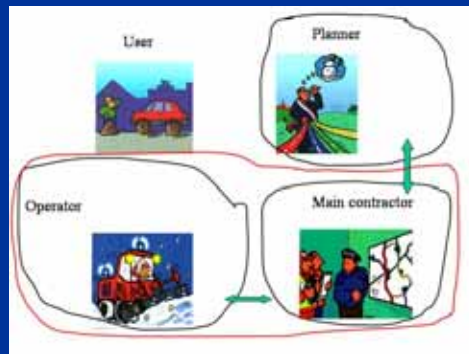
Type II: Planning and main contractor work is overseen by the same entity, which contracts out operations.



10

Part 2 – Identifying the Stakeholders and the Missions (continued)

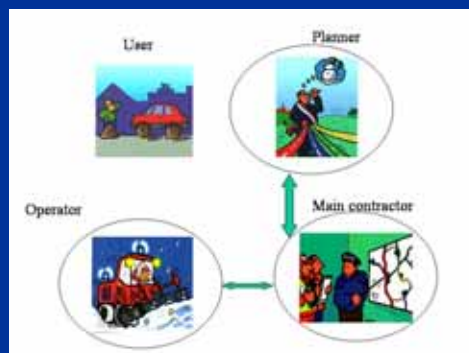
Type III: The planner appoints a single entity to handle the duties of main contractor and operations.



11

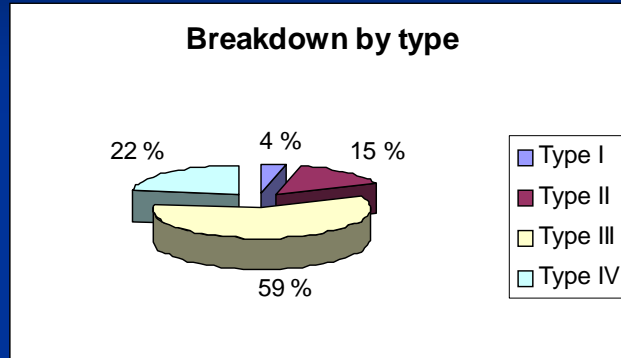
Part 2 – Identifying the Stakeholders and the Missions (continued)

Type IV: The planner, main contractor, and operators are separate entities.



12

Part 3 – Identifying the Relationships Between the Different Stakeholders

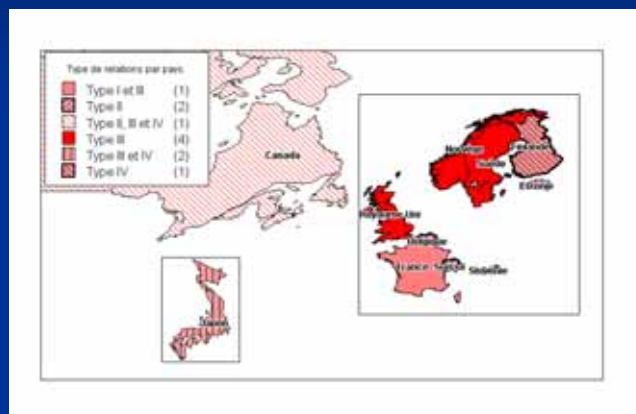


Prudence in interpreting the results is essential. Several countries perform work in house (Type I) which is not represented in this graph.



13

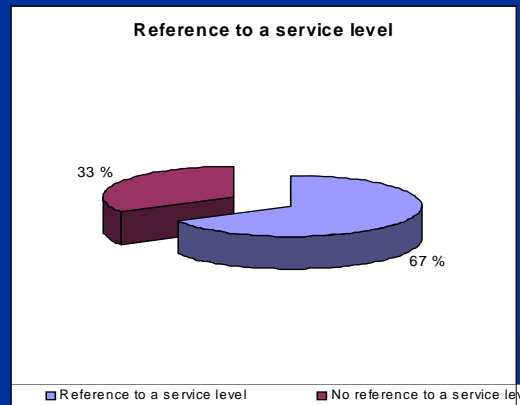
Breakdown of Relationship Types by Country



14

Part 4 – Identifying Contracts that Support the Relationships

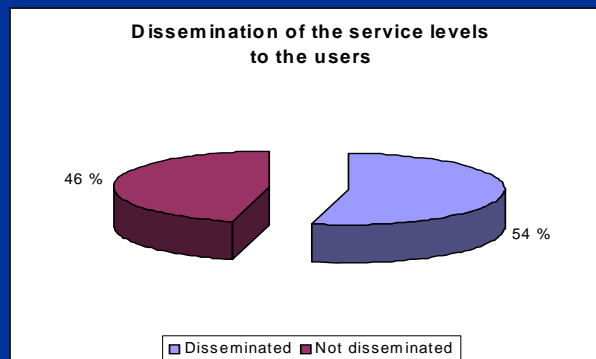
Question 3: For the contract model or models identified in Table 1, **does the contract explicitly refer to the service levels** defined for the different network models?



15

Part 4 – Identifying Contracts that Support the Relationships

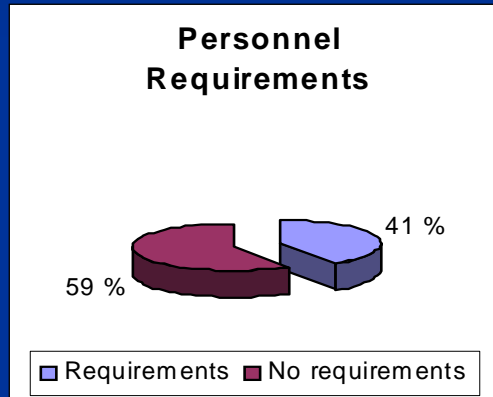
Question 4: Are these different **service levels disseminated and known to the public?**



16

Part 5 – Contract Requirement Models

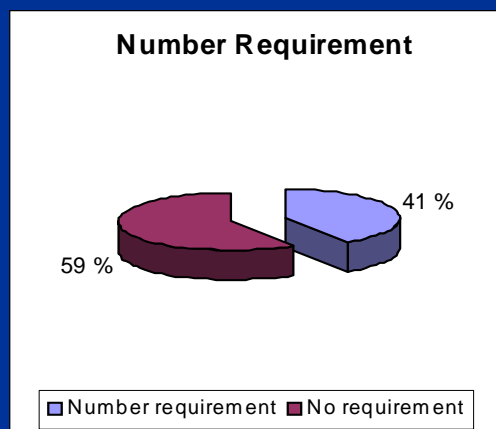
Question 5: Are there requirements (or obligations) that specifically determine the means to be provided concerning personnel?



17

Part 5 – Contract Requirement Models (continued)

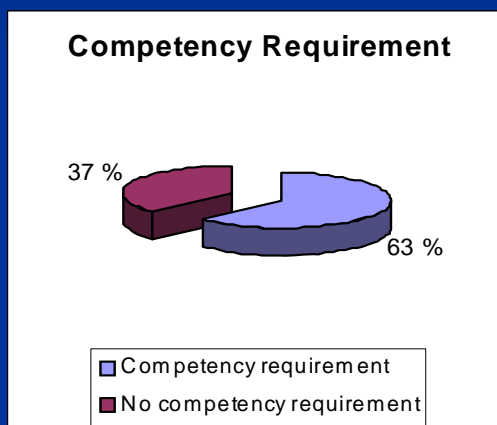
Question 6: Do these requirements (or obligations) determine the number of individuals?



18

Part 5 – Contract Requirement Models (continued)

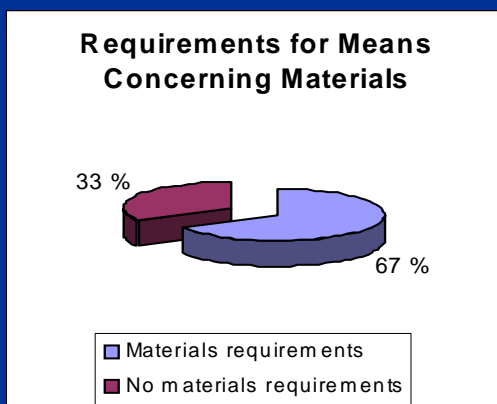
Question 7: Do these requirements (or obligations) determine the competency of individuals?



19

Part 5 – Contract Requirement Models (continued)

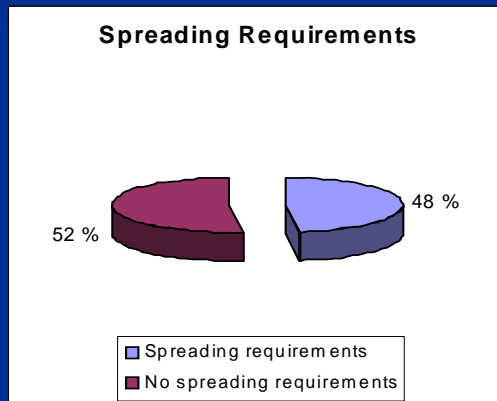
Question 8: Are there requirements (or obligations) which specifically determine the means to be provided concerning materials?



20

Part 5 – Contract Requirement Models (continued)

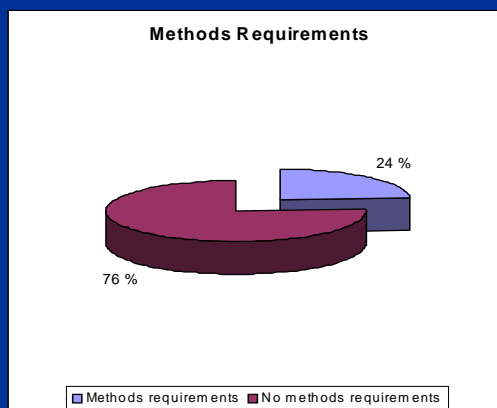
Question 9: Do these requirements (or obligations) determine the spreading rates?



21

Part 5 – Contract Requirement Models (continued)

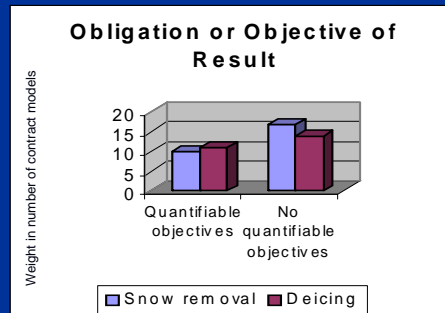
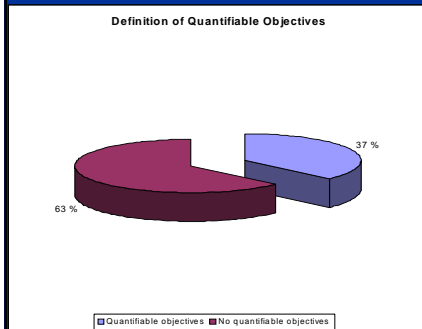
Question 14: Are there requirements (or obligations) which directly specify the work methods for the snow removal or freezing rain operations?



22

Part 5 – Contract Requirement Models (continued)

Questions 15-16: Do the requirements (snow removal and freezing rain) determine quantifiable objectives with or without reasonable ideas of means?



23

Part 8 – Precondition for Bidding

Question 39: Apart from the contractor's financial capacity, depending on the contract model, **choose the preconditions required for the contractor to bid or to qualify** for a specific contract model.

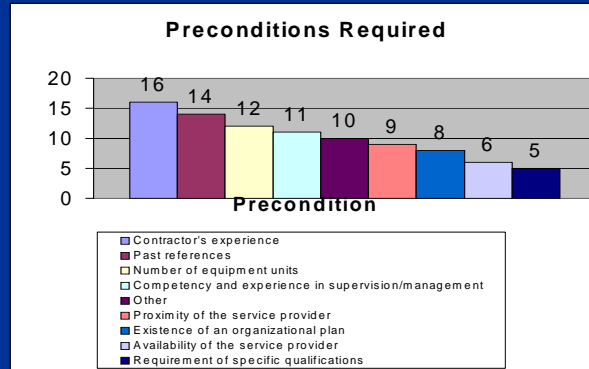
<u>Favoured preconditions (three most important)</u>	<u>Weight in number of contract models</u>
Contractor's general experience	16 contract models
Past references	14 contract models
Number of equipment units owned by the service provider	12 contract models



24

Part 8 – Precondition for Bidding

Question 39: Apart from the contractor's financial capacity, depending on the contract model, **choose the preconditions required for the contractor to bid or to qualify** for a specific contract model.



25

Part 9 – Contractor Selection Criteria

Question 40: Based on the contract models, select the **factors that serve as evaluation criteria**.

Factors favoured

Weight in number of contract models

Bid amount

22 contract models

Competency of personnel

7 contract models

Number of equipment units assigned by the service provider

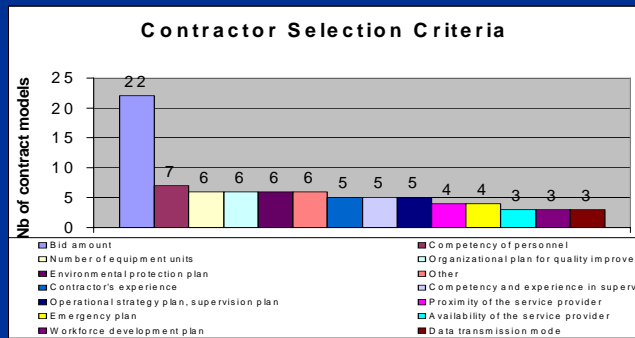
6 contract models



26

Part 9 – Contractor Selection Criteria

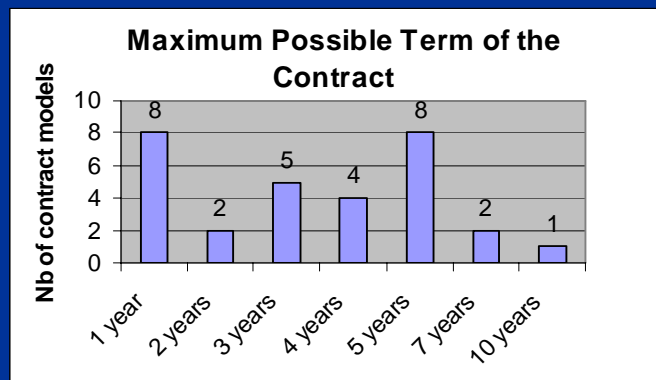
Question 40: Based on the contract models, select the **factors that serve as evaluation criteria**.



27

Part 10 – About the Contract

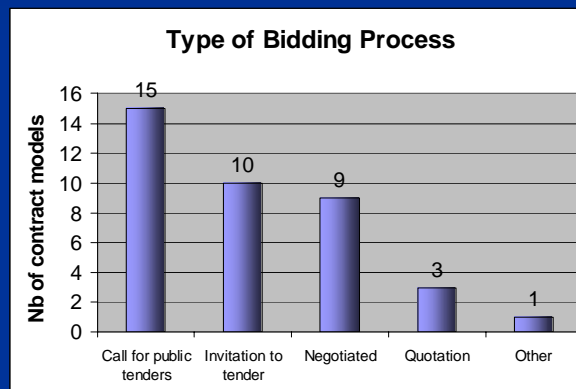
Question 42: Based on the contract models, what is the **maximum possible term of the contract?**



28

Part 11 – Type of Bidding Process

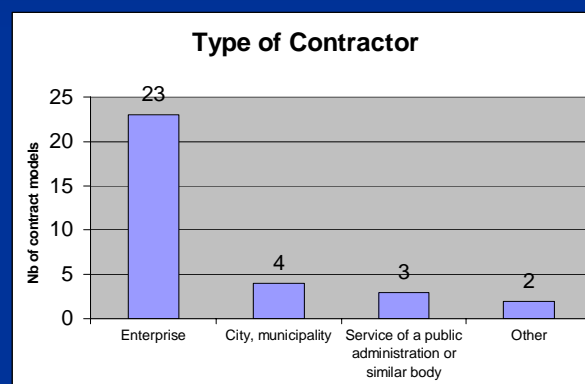
Question 43: Based on the contract models, identify the type or types of bidding process associated with them.



29

Part 12 – Type of Contractor

Question 44: Based on the contract models, what type of contractor responds to the calls for tenders?



30

Part 12 – Type of Contractor

Question 45: Based on the contract model, what is or what are the contractors' principal activities?

Factors favoured

Weight in nb of contract models

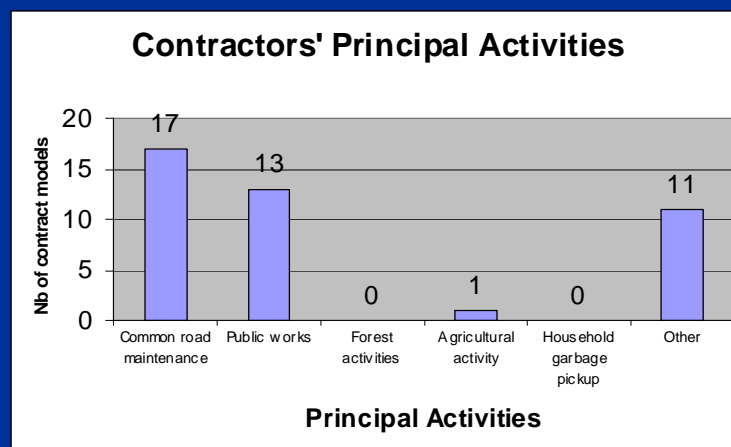
Current road maintenance	17 contract models
Public works	13 contract models
Forest activities	0 contract model
Agricultural activity	1 contract model
Household garbage pickup	0 contract model
Other	11 contract models



31

Part 12 – Type of Contractor

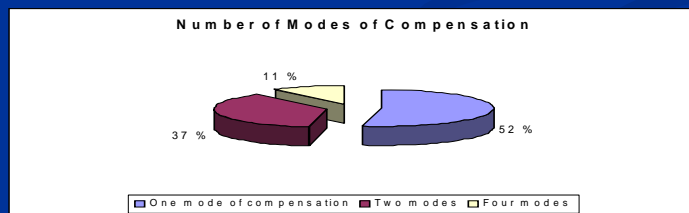
Question 45: Based on the contract model, what is or what are the contractors' principal activities?



Part 13 – Modes of Compensation

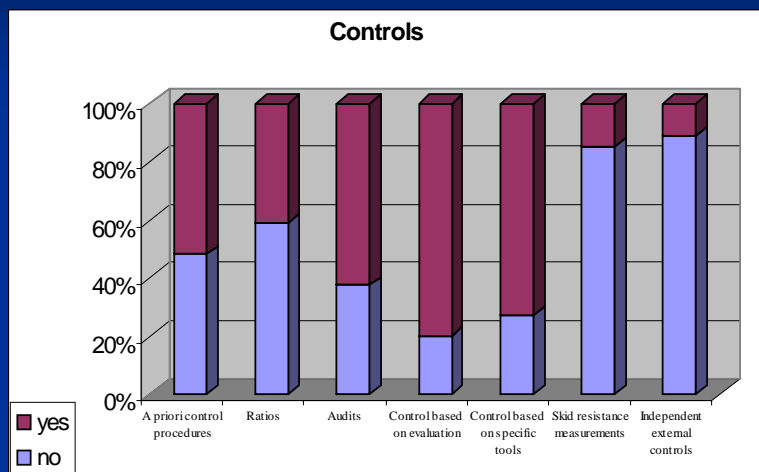
Question 46: Based on the contract models, what is or what are the modes of compensation used?

- ✦ Highly variable modes of compensation;
- ✦ Not related to a contract model;
- ✦ Two modes of compensation most used: lump sum and hourly



33

Part 14 – Control Conditions



34

■ Thank you for your attention.

Prepared by: Sylvain Noël, Eng. M. Sc.



35