

## Tender Board (London)

Present: Robert Phillips, Jonathan Hayle, John Goddard, Hugo Parker, Rob Halliday, Jeroen Kok,  
Bas van Os  
Date: 2/3/99

### Agenda:

1. Introduction
2. Base Scenario for Tendering

### **Introduction**

Jeroen Kok explained the purpose of the Tender Board. A board of experts to help us sharpen our plans to call for tenders for HSL transport. There are two groups of experts, one here today and the other in the Netherlands including René Postulart, Bert Roelofs and Joop Janssen.

Jeroen also gave an update of the political developments. It seems inevitable to allow NS a chance to obtain the national HSL transport out of hand. The general warning from the experts concerned both the loss of time in preparing a level playing field and the risks involved when NS has the chance to bid twice and others only once.

### **Base Scenario for Tendering**

The discussion document had already been commented on by LEK and by the NL-experts. The updated version of 1/3/99 was discussed in London.

In general the views in the discussion document were supported. Changes in wording were proposed and an update of the document is attached to these Notes of the Meeting.

Robert Phillips pointed out that it was desirable to reserve the word 'concession' for the domestic HSL operation and not to use it for the international capacity contracts, that enjoy far less protection. Some time was spent on discussing the alternatives for the international operation. The ideas discussed have led to an expansion of the part of the document that concerns the fall-back alternative.

Jonathan Hayle and others remarked that the national shuttle is very saleable but that it will be far more difficult to secure the value of the international transport for the State.

John Goddard felt the wording on the probability of success of a tender might raise doubts as to the instrument of the tender, although the doubts really apply to the political resolve and the progress in levelling the playing field in the railway sector.

APPENDED: new version of the discussion document. Please note that subsequent discussions have led us to insert a procedural proposal for dealing with NS before issue of PIN. Should you feel that the updated document does not include changes that were proposed, please correct this at our next meeting or call Bas van Os directly.