

Question and Answers ITT-meetings dd. 15 December 2000

Market Research sessions

(between the brackets, the Tenderer who asked the question is mentioned)

Market Information Overview (Document 1, LEK)

Q: Was the most recent timetable (for domestic services) used as basis for the research? (p 13: NS/KLM, Startrack)

A: Yes, the current timetables were adjusted when a faster connection is possible. Only the 'time factor' plays a role. In case of a faster connection including a transfer, compared with a slower direct connection, the transfer only is counted as extra waiting time. The lack of comfort at the transfer plays no role in the comparisons of this research. However, the model is flexible and it is possible to adjust the assumptions in case of additional 'punishments'.

Q: In Figure 10 on page 15, the journey time saving on Dordrecht-Den Helder = -101 minutes. Is this correct? (NS/KLM)

A: LEK will analyse this.

Q: Is there also information about the connection Amsterdam-London? (Startrack)

A: Yes, it will be published on the CD-ROM.

Q: What type of passengers are the transfer passengers from airports, who are feedered by the HSL-Zuid? Are they leisure or business? (Startrack)

A: These passengers will be both leisure and business, but there are more leisure passengers than business passengers (see model on CD-ROM)

Q: What is CAGR% on p. 35? (NS/KLM, Startrack, DB/Arriva)

A: Compound Average Growth Rate.

Q: What is the definition of a 'trip'? (DB/Arriva)

A: In this research it means a 'single trip'.

Origin-Destination Survey (Document 2, LEK)

Q: In what period the OD-survey took place? (Startrack, DB/Arriva)

A: April 2000 and the first week of May 2000.

Q: In the OD survey 6,499 mln passengers are forecasted for domestic services. How is the difference explained with the 7,6 mln passengers, as earlier mentioned? (NS/KLM)

A: The 7,6 mln is forecasted, based on all stations in the Netherlands. The 6,499 mln is based only on survey at the HSL-Zuid corridor. The 6,499 mln is taken as base for the OD-survey and recommended for further analysis.

Q: The region Vlissingen is in the survey combined with Hoek van Holland? Why isn't Hoek van Holland combined with Rotterdam? (Startrack)

A: LEK made a region choice based on travel times for the survey. The consortia however, are allowed to change the region classification if they think it is relevant.

Q: Why there was no research between Amsterdam CS and Schiphol?(DB/Arriva)

A: First, the track is too short in time to interview passengers with the underlying kind of questionnaires. Second, there is a huge number of different kind of train passengers. The characteristics of these passengers are not full in line with the characteristics of the possible HSL-Zuid passengers.

Q: Is in the survey OD-information Brussels-Paris included?

A: No, but it will not be material for the revenues of the concessionaire. Tenderer has to make arrangements with SNCB for information about this track.

Q: Are the 'passengers' mentioned in the OD-survey, individual persons? (DB/Arriva)

A: No, the word 'passengers' means 'trips'.

Q: Is the track Amsterdam-Groningen considered in the OD-survey?

A: No, passengers from Groningen to Amsterdam are not in the HSL-case. However, passengers from Groningen to Rotterdam are included in the survey.

Q: On the Rotterdam-Breda track, the leisure-yield exceeds the business-yield. How is this possible? (HSL-Zuid)

A: LEK???

Passenger choice research (HCG)

Q: How do you guarantee a good selection of interviewed persons? (NS/KLM)

A: HCG invested the selectivity of persons. The differences between the characteristics of the interviewed persons and the characteristics of the required persons are small. The interviewed people got an incentive to complete the interviews, so guarantee as much as possible serious interview results.

Q: What kind of model will the HCG model be? (NS/KLM)

A: The model is a simulation tool based on the current situation. The tenderers are able to simulate different scenario's with the HSL Zuid.

General questions

Q: How are the procedures about the market research (questions etc...)?
(NS/KLM)

A: The same procedures as for the ITT.

Q: What is the first date for questioning? (Startrack)

A: We can schedule a date in January / February 2001. The request for a question session can be done at the first clarification round.

Q: When and how the Market Research results will be sent to the Tenderers?
(NS/KLM, Startrack, NS/Arriva)

A: It will be sent before Christmas by courier.

Q: How many copies will be sent on CD-ROM? (Startrack)

A: Two copies per model/survey per Tenderer. The Tenderers are allowed to make copies.

Q: Did the State get enough information about the market from parties like NS, SNCB, SNCF, etc...? (Startrack)

A: Everybody was very co-operative. The State is, in this context, reasonably satisfied.

Q: Do some parties have advantages at the start of this tender? (Startrack)

A: All parties have received the same level of information for the HSL-Zuid specifically. The current operator in Netherlands will have a level of understanding of the region and the market, but the HSL-Zuid will be also for him a new project. This annex sets out all the sections of the Bid Format. Where relevant an explanation of the forms is given as well.