The Swedish EV procurement!

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I SAMARBETE MED SKL Kommentus

Partners in the national Swedish EV procurement

Why a national Swedish EV procurement?

- Together we can make sure that EVs come to Sweden
  - Push the development towards a cleaner and more quiet vehicle fleet
- Make it possible to buy/lease EVs and PHEVs under the best conditions
  - Simple and secure way to buy/lease EVs and PHEVs
  - For public organisations: save time and money since the process in done coordinated instead on individually
- Funding for the extra cost of the EV/PHEV by maximum 50 000 SEK
- Goals:
  - 150 org. & 6 000 vehicles
  - At least 8 offers from the car industry

The procurement process time line

Time frame

Invitation to Swedish procuring entities (municipalities and county councils) and private organizations to participate in the joint procurement process – 303 interested org.

- 2010-10/11

Procurement process in two phases (restricted procedure):

1. Phase 1: Qualification of bidders

- **Notification to potential bidders with qualification criteria. Published Dec 20, 2010**
- **Applications handed in by applicants to qualify to the tender phase. Feb 1, 2011**
- **Qualification of applicants**
- **Decision on which applicants to receive the tender invitation**

- 2010-12- - 2011-02

Reference group meetings

2. Phase 2: Tender phase

- **Invitation to tender submitted to qualified applicants March 18, 2011**
- **Submission of tenders. April 28, 2011**
- **Tender evaluation**
- **Contracts awarded Sept. 1, 2011**
- **Signing of frame work contracts End of September**

- 2011-03- - 2011-08

Contract start date Oct. 1, 2011

- 2011-10

296 buyers take part in the procurement!

- 296 organisations are partners/buyers
  - 260 public
  - 36 private

- Approximately: 1250 vehicles/year
  - 850 to public sector
    - 550 cars
    - 300 vans
  - 400 till private sector
    - 250 cars
    - 150 vans

- GOAL: 150 org. & 6000 vehicles

Phase 1, 14 Producers applied for participation
Last day to sign on: 2011.02.01

1. Chevrolet Sverige AB
2. Citroën Sverige AB
3. Ford Motor Company AB
4. IVECO Sweden AB
5. K.W. Bruun Autoimport AB (Peugeot)
6. Mercedes-Benz Sverige AB
7. Mitsubishi Motor Sales Sweden AB
8. Nissan Nordic Europe Oy
9. Opel Sverige AB
10. Renault Nordic AB
11. SAAB Automobile AB
12. Tesla Motors Denmark
13. Think Global AS
14. Vantage/Avancee HB

Evaluation - Phase 1

1. Chevrolet Sverige AB
2. Citroën Sverige AB
3. Ford Motor Company AB
4. IVECO Sweden AB
5. K.W. Bruun Autoimport AB (Peugot)
6. Mercedes-Benz Sverige AB
7. Mitsubishi Motor Sales Sweden AB
8. Nissan Nordic Europe Oy
9. Opel Sverige AB
10. Renault Nordic AB
11. SAAB Automobile AB
12. ~~Tesla Motors Denmark~~
13. ~~Think Global AS~~
14. Vantage/Avancee HB

- Tesla – incomplete application
- Think – lack of financial stability

Did not apply for participation:

- Volvo
- Toyota
- EV Adapt
- Hybricon

Vehicles specification – passenger cars (EV and PHEV)

Specifications that has to be fulfilled:

- EV:
  - At least 100 km driving rang
  - Maximum energy usage 37 kWh/100 km
- PHEV:
  - At least 20 km driving range on electricity only
  - Maximum 50 g CO2/km in mixed driving mode
- At least 100 km/h top speed
- Shall be able to charge with a Schuko - socket, one phase, 230 Volt and10 Ampere
- The vehicles should be approved according to any of the following:
  - EG type approval– whole vehicle
  - EG type approval – small series + approved crash test ,front and side
  - Single individual approval without any acceptance
- From the first day of delivery service for the vehicles shall be offered in the cities of Stockholm, Göteborg and Malmö
- The car should be abel to be delivered with PAH free tiers and tiers with low noise
- Maximum cost: 400 – 650 000 Skr

Vehicles specification – passenger cars (EV and PHEV)

Specifications that give extra credits if they are fulfilled:

- At least 32,5/28 p. in Euro NCAP of similar
- At least 9,5 p. in Euro NCAP or similar regarding safety for pedestrians
- At least 2,0 in Euro NCAP or similar regarding whiplash protection
- Equipped with ESC
- Equipped with reminder for using the seat belt
- The vehicle should be able to equip with ISA – Intelligent Support for speed Adaptation
- The vehicle should be able to equip with an alcohol lock

Vehicles specification – transport vehicles (EV and PHEV)

Specifications that has to be fulfilled:

- EV - At least 100 km driving rang
- Laddhybrid - At least 20 km driving range on electricity only
- At least 90 km/h top speed
- Shall be able to charge with a Schuko - socket, one phase, 230 Volt and10 Ampere
- The vehicles should be approved according to any of the following:
  - EG type approval– whole vehicle
  - Single individual approval without any acceptance
- From the first day of delivery service for the vehicles shall be offered in at least **one of** the cities of Stockholm, Göteborg or Malmö
- The car should be able to be delivered with PAH free tiers and tiers with low noise
- Maximum cost: 600 – 800 000 Skr

Specifications that give extra credits if they are fulfilled:

- Equipped with ESC
- Equipped with airbag for driver and passenger
- The vehicle should be able to equip with ISA – Intelligent Support for speed Adaptation
- The vehicle should be able to equip with an alcohol lock

Phase 2: Excepted applicants receive the call for tender incl. the vehicle specification 2011.03.18
Last day to send in the tender: 2011.04.28

10 tenders were received:

1. Chevrolet Sverige AB
2. Citroën Sverige AB
3. IVECO Sweden AB
4. K.W. Bruun Autoimport AB (Peugeot)
5. Mercedes-Benz Sverige AB
6. Mitsubishi Motor Sales Sweden AB
7. Opel Sverige AB
8. Renault Nordic AB
9. SAAB Automobile AB
10. Vantage/Avancee HB

- Goal: At least 8 tenders

Evaluation - Phase 2

1. Chevrolet Sverige AB
2. Citroën Sverige AB
3. ~~IVECO Sweden AB~~
4. ~~K.W. Bruun Autoimport AB (Peugeot)~~
5. ~~Mercedes-Benz Sverige AB~~
6. Mitsubishi Motor Sales Sweden AB
7. ~~Opel Sverige AB~~
8. Renault Nordic AB
9. SAAB Automobile AB
10. Vantage/Avancee HB

- Iveco – top speed only 70 km/h
- Peugeot – missing information on cost of service
- Mercedes – top speed only 80 km/h
- Opel – missing information on cost of service

Did not send in a tender:

- Ford
- Nissan

RESULT:
6 vehicle suppliers: 6 passenger cars and 3 transport vehicles

Passenger cars

- **Chevrolet Volt** (PHEV) – 327 920 SEK excl VAT
- **Citroën C Zero** – 289 600 SEK excl VAT
- **Mitsubish iMiEV** – 281 688 SEK excl VAT
- **Renault Fluence** – 210 400 SEK excl VAT + battery leasing 790 SEK/month
- **Saab 9-3 ePower** – 649 500 SEK excl VAT
- **Vantage SUV** - 332 000 SEK excl VAT

Transport vehicles

- **Renault Kangoo Express ZE** – 194 000 SEK excl VAT
- + battery leasing 790 SEK/month
- **Vantage Minivan** – 323 000 SEK excl VAT
- **Vantage Pick-up** – 294 500 SEK excl VAT

The suppliers may include new models later on

About the contracts

Start of the contracts : October 1, 2011

Time frame of the contracts: 2 + 1 + 1 year

Some organisations will join later.

How to purchase/lease the vehicles:

Public organisations:

- Ask all contracted suppliers for an offer (5 kap. 7 § LOU)
- Instructions will be available

Private organisations

- May chose to buy/lease directly for any of the contracted suppliers

Renewed competition to be carried out by Public organisations – ask all contractor for an offer

SPECIFICATION (examples)

- Type of vehicle (car Aa-Db, van Ea-G)
- Buy of leas (operational or financial)
- Maximum time for delivery from day of order
- Service with in 50 km from where the vehicle is operating
- Number of passengers without the driver
- Loading capacity of at least xx kg and/or XX m³ (mainly for vans)
- Ground clearance xx cm
- Required equipment::
  - No of doors
  - Colour
  - Airbag for driver and passenger
  - ESC
  - ABS
  - Alco lock
  - ISA
  - Heating that does not effect the range of the EV

Heated chairs in front seat
All seats with good safety belts and neck support
Possible to adjust the seat belts
Adjustable steering wheel
AC
Parking sensor or camera
Alarm
Fire extinguisher
Four wheel drive
External noise when revering the vehicle
Possible to charge at X Ampere (i.e. 6 or16)
Possible to fast charge the vehicle according to xx protocol

Renewed competition to be carried out by Public organisations – ask all contractor for an offer

- **Criterias for evaluation:**
  - In the renewed competition price along with one or more of the criteria's below need to be used. Each criteria may be given different importance within the intervals below:
- **Price** 50-90 %
- **Safety** 0-50 %
- **Environment** 0-20 %
- **Functionality** 0-20 %
- **Guarantees** 0-10 %

Funding for part of the additional cost for 1 000 EV/PHEVs

- Funding available for the first 1 000 EVs/PHEVs that are bought under the frame work agreements signed:
  - 25 % of the additional cost , maximum 50 000 SEK (€ 5 000)
  - 2/3 to be received at one, 1/3 year 2014
  - Have to own the car or least it for 36 months
- In return:
  - Information on the vehicle
  - Report data and answer questionnaires
  - Reserve time for the work
- First come first serve - but all participating organisations have one funding reserved/org. for one year.

Jag kör på el
elbilsupphandling.se

THANK YOU!

www.elbilsupphandling.se

(in Swedish with some English translations)

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