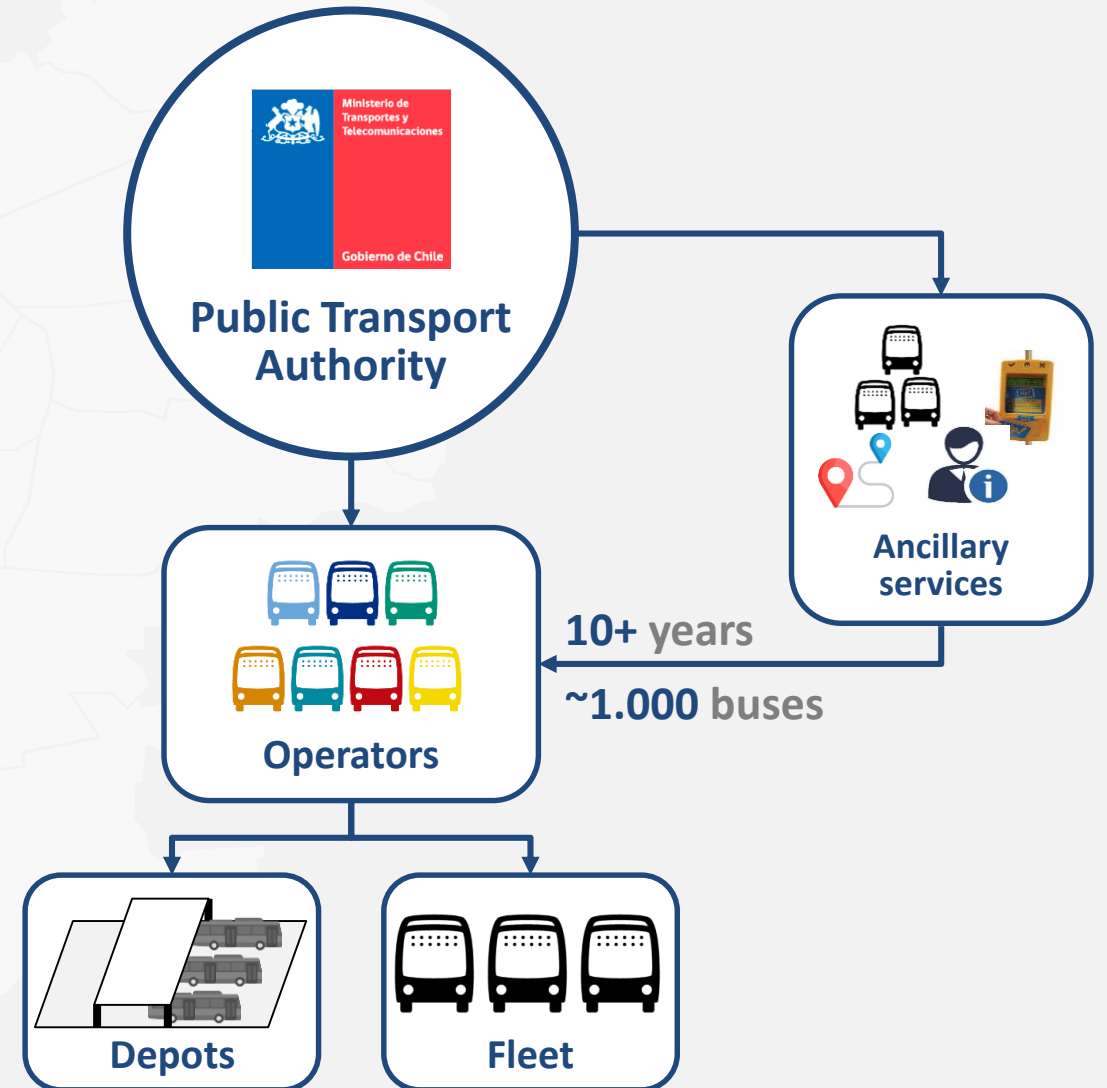


Essential Contents

Tendering Processes: Public Transport Operation and Fleet Supply

SYSTEM STRUCTURE OF 2005

- ✓ Public transport Units were defined by geographic zones
- ✓ Public transport operators own or lease bus depots
- ✓ Public transport operator own buses fleet
- ✓ Two payment items: per passenger and per kilometer
- ✓ Quality requirements according to frequency and regularity compliance
- ✓ Technological support and fare collection system through ancillary services



USERS EVALUATION



Old fleet and poor maintenance



Poor drivers performance and quality of service



Low reliability in waiting times



High level of fare evasion



Difficulties to access to information for users



Low compliance in detentions at bus stops



Poor state of bus stops infrastructure



NEW SCHEME



MAIN CITY NEEDS



More public space for people
and better use of roads



Travels
efficiency



High
Service Quality



Modal integration



Public transport
priority



Reduction of emissions
and acoustic pollution

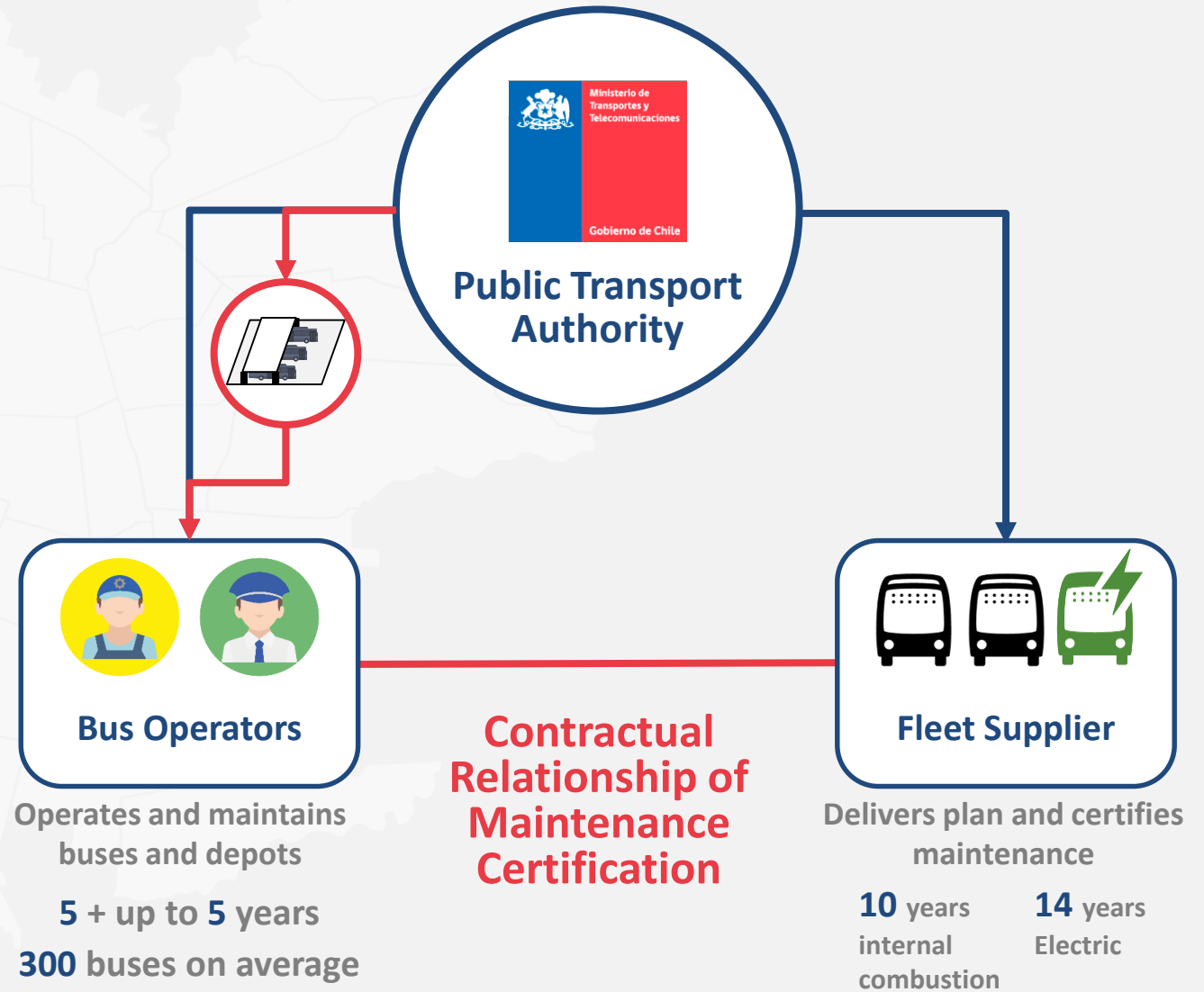


Flexibility to meet changes
in travel demands

2018 SCHEME DESIGN

New scheme

- ✓ Separates capital investment from operation expenses
- ✓ Facilitates operational continuity
 - ✓ Reduces Units size
 - ✓ Provides greater flexibility
- ✓ Promotes competition in tendering processes and contracts
- ✓ Improves fleet standards
- ✓ Promotes clean technologies
- ✓ Seeks to reduce the cost of the system



Buses improvements



Air
Conditioning



Information Panels for
users



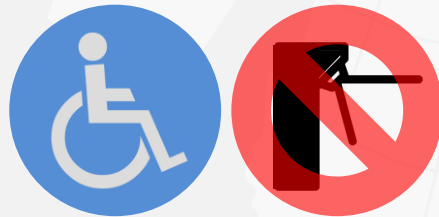
Cameras and
loud speakers



Clean
technologies



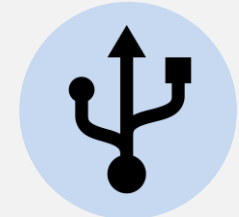
Driver Safety
Cabin



Universal
Accessibility



Wi-Fi



USB ports

Services improvements



Better waiting
time reliability



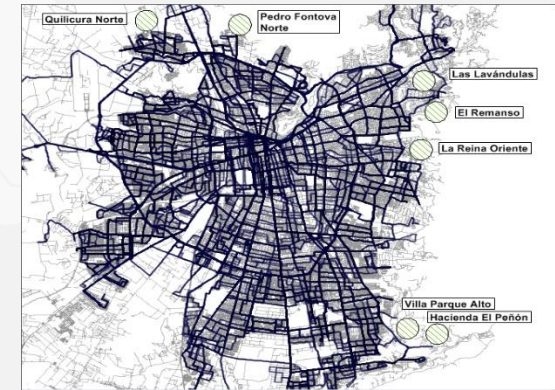
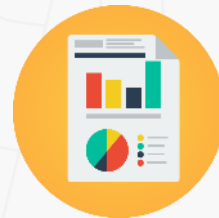
New technologies to manage
regularity and detention at bus
stops



Better condition of buses

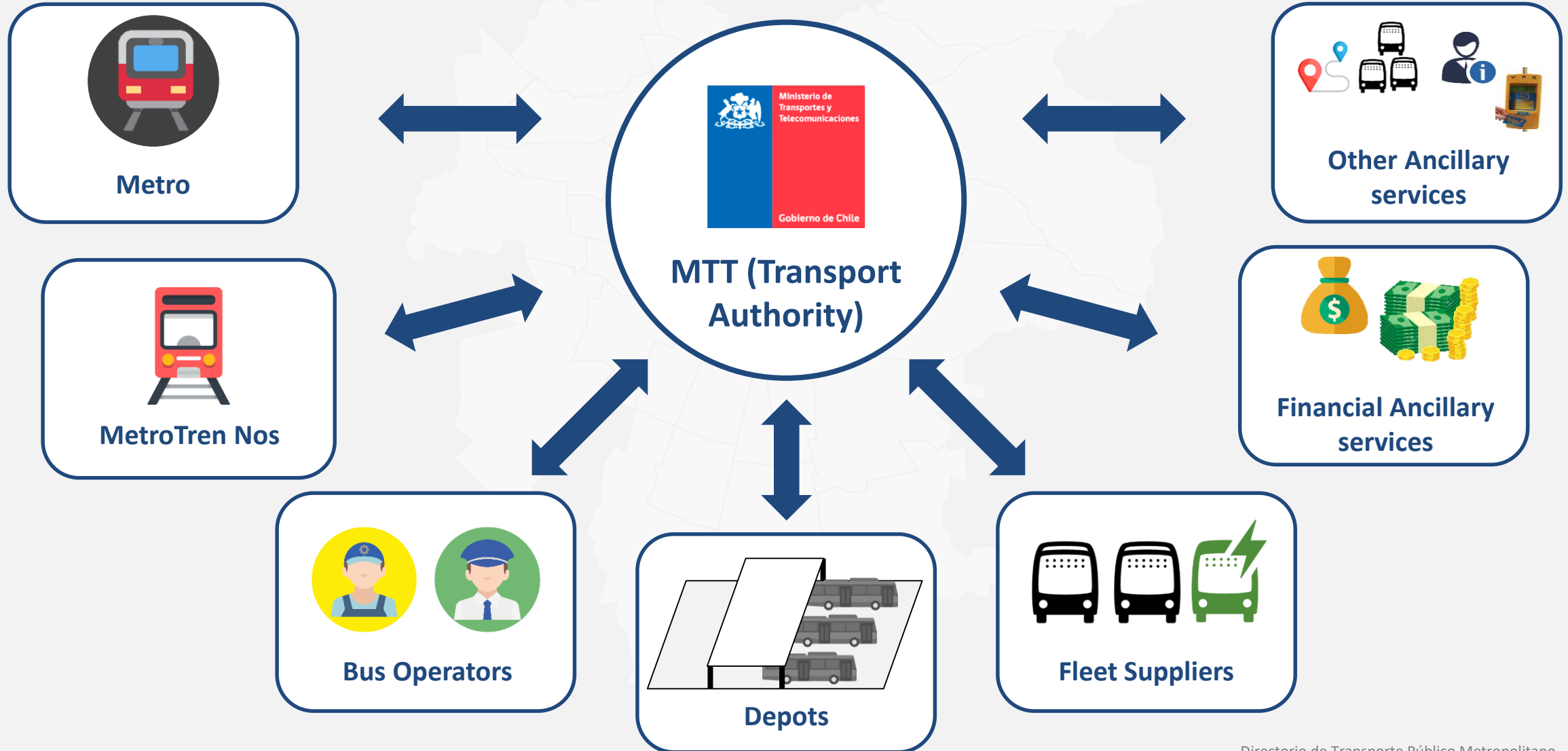


Better quality of customer service
and passenger information



New routes,
less transfers

SYSTEM SCHEME





FLEET SUPPLY SCHEME



GENERAL CONDITIONS

Fleet Supplier Requirements



Financing for the entire term of the contract



Training for drivers and maintenance personnel



Major maintenance (overhaul or replacement of batteries)



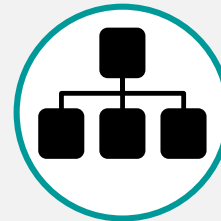
Contract period associated with bus lifetime

10 years
internal
Combustion

14 years
Electric



Certify maintenance plan to ensure roadworthiness (chassis and bodywork) through an unrelated third party



Fleet suppliers and transport operators cannot be related companies

GENERAL CONDITIONS



Payment

- ✓ Monthly fleet fee payment in US\$

Payment Guarantee

- ✓ It is allowed to transfer a % of the fleet fee to the financier, paid directly by the system
- ✓ The contract guarantees an assured base payment of the fleet fee



Certification

- ✓ Certification of bus maintenance must be performed by a third party proposed by the fleet supplier, complying with standards defined by the MTT
- ✓ The payment to the certifier is made by the Public Transport Operator



Overhaul

- ✓ Bidder must consider in his offer the major mid-life maintenance or overhaul cost (engine, transmission, differential and emission treatment equipment)
- ✓ For electric buses, the specified driving range must be met through the whole lifespan of the contract (bidder must consider battery replacement costs)

FLEET SUPPLIER TENDER EVALUATION

Economic evaluation



Fleet fee



Certification fee

✓ About the Bid

- Fleet fee per bus offered
- Certification fee per bus offered

✓ The bidder can place an offer for every bus type and technology

✓ A list of suppliers are awarded for each bundle (bus type and technology)

Technical evaluation



Guarantee



Local Support

✓ Guarantee is measured considering critical components:

- Powertrain
- Air conditioner
- Chassis and bodywork

✓ Local Support is scored according to:

- Availability of spare parts
- Time for defects diagnosis and repair (warranty related)

✓ Complementary elements:

- Manufacturer experience
- Alternative key components (transmission, differential, AC)
- Driving safety devices



PUBLIC TRANSPORT OPERATION SCHEME



OPERATORS REQUIREMENTS

Quality indicators



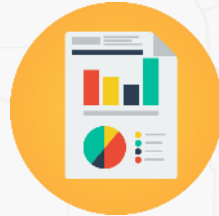
Regularity

Excessive waiting time



Bus quality

Through fleet supplier maintenance certification



Quality of Service

Cleanliness, driving quality, passenger information, etc.



Greater impact of quality indicators for bus operators

Incentives and Discounts



Discount for no detentions at bus stops



Incentive for increases in users trips and lower evasion rates



Payment subject to operational plan compliance (frequency and capacity)

*Contract termination may be executed due to breach of service quality

CONTRACTUAL REQUIREMENTS



✓ **ISO 39.001 Road Safety Certification will be required during the contract period, prior to the start of the third year of operation**



✓ **A minimum of 5% of women will be required in the operation and maintenance staff. This rule must be met within a maximum period of 2 years**



✓ **Certification in the Chilean Standard NCh 3262 (gender equality, reconciliation of work, family and personal life) is required prior to the start of the third year of operation**



✓ **A minimum of pre-paid zones is established to be managed by the operator**

PTO EVALUATION CRITERIA

Economic Evaluation



Price per passenger



Price per service kilometer



Additional depots*



Fleet



Bidder must consider fuel or energy infrastructure in his offer

Technical Evaluation



Second door validator



Employment conditions



Emissions reduction



- Experience in the last 20 years
- Regularity offer

- ✓ Bidder can place offers to every Service Units of the tender
- ✓ Maximum of 2 Services Units will be awarded per bidder
- ✓ The best offer is awarded in every unit (no discounts for unit combinations are allowed)
- ✓ The participation of public and private transport companies, urban and interurban services is allowed (companies with experience in urban public transport will be privileged)

*Apart from the depots made available by MTT



TENDER SCHEME



RELATIONSHIP BETWEEN TENDERS

PTO bidder chooses bus and technology

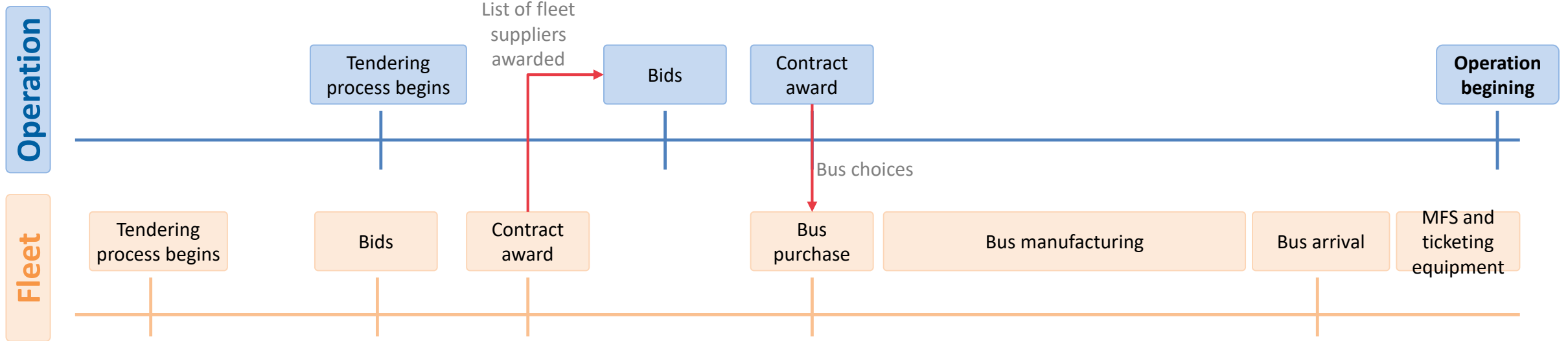
- ✓ Operator, who have greater knowledge of the industry and the biggest impact by the decision, chooses from a list of buses and suppliers (from the awarded fleet suppliers)

Pre-selection of fleet suppliers per bundle



- Maximum of 3 suppliers per bundle
- Bundle: bus type and technology (example: B2-diesel, B2-Electric, B2-GNC, etc.)

Timeline




EVENTS SCHEDULE

Fleet Supplier

1

Tendering process begins

A
 X
Quantity

B
 Y
Quantity

C
 Z
Quantity

Bus type

- ✓ MTT publishes bidding terms for Fleet Suppliers detailing the amount of buses of each type
- ✓ The number of buses is related to the Services Units of the following operators tender
- ✓ Each type of bus has a technical specification that the bidder must comply

EVENTS SCHEDULE

Fleet Supplier

1

Tendering process begins

A
X
Quantity

B
Y
Quantity

C
Z
Quantity

Bus type

2

Bids per bundle (type-technology)

A



B



C



Bundle example: C2 Diesel
C2 GNC

✓ Fleet supplier bidder can offer to more than one bundle (bus type-technology) even within the same type

Economic Evaluation

- ✓ Fleet fee
 - ✓ Maintenance certification fee
- } Different for every bus offered

Technical Evaluation

- ✓ Warranty
- ✓ Local support
- ✓ Other complementary elements

Final Score

- ✓ It is calculated as a weighted score of technical and economic offers

EVENTS SCHEDULE

Fleet Supplier

1

Tendering process begins

A
X
Quantity

B
Y
Quantity

C
Z
Quantity

2

Bids per bundle (type-technology)

A
[Icons: Bus, Fuel pump, Diesel, CNG, Electric]

B
[Icons: Bus, Fuel pump, Diesel, CNG, Electric, Hybrid]

C
[Icons: Bus, Fuel pump, Diesel, CNG, Electric]

Bundle example: C2 Diesel
C2 GNC

3

Contract award

A
B
C
[Icons: Buses and fuel types for bundles A, B, and C]

A maximum of 3 suppliers are awarded per bundle

+ Final Score -

For each Bundle (bus type and technology)

- ✓ Bids are sorted by final score
- ✓ A maximum of 3 suppliers are awarded

For every bundle, a selection of fleet suppliers are awarded

The list of awarded suppliers is delivered to operations tendering process bidders to prepare their offers

Bus type

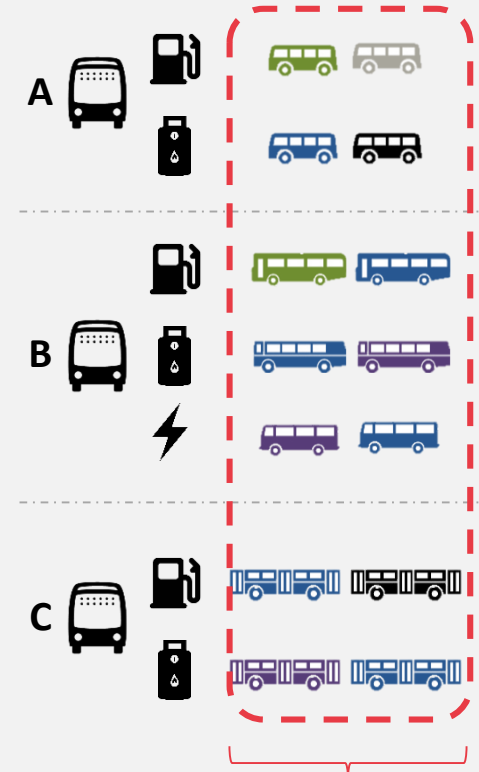
EVENTS SCHEDULE

Fleet Supplier

Operator

3

Contract award



A maximum of 3 suppliers are awarded per bundle

4

Bids

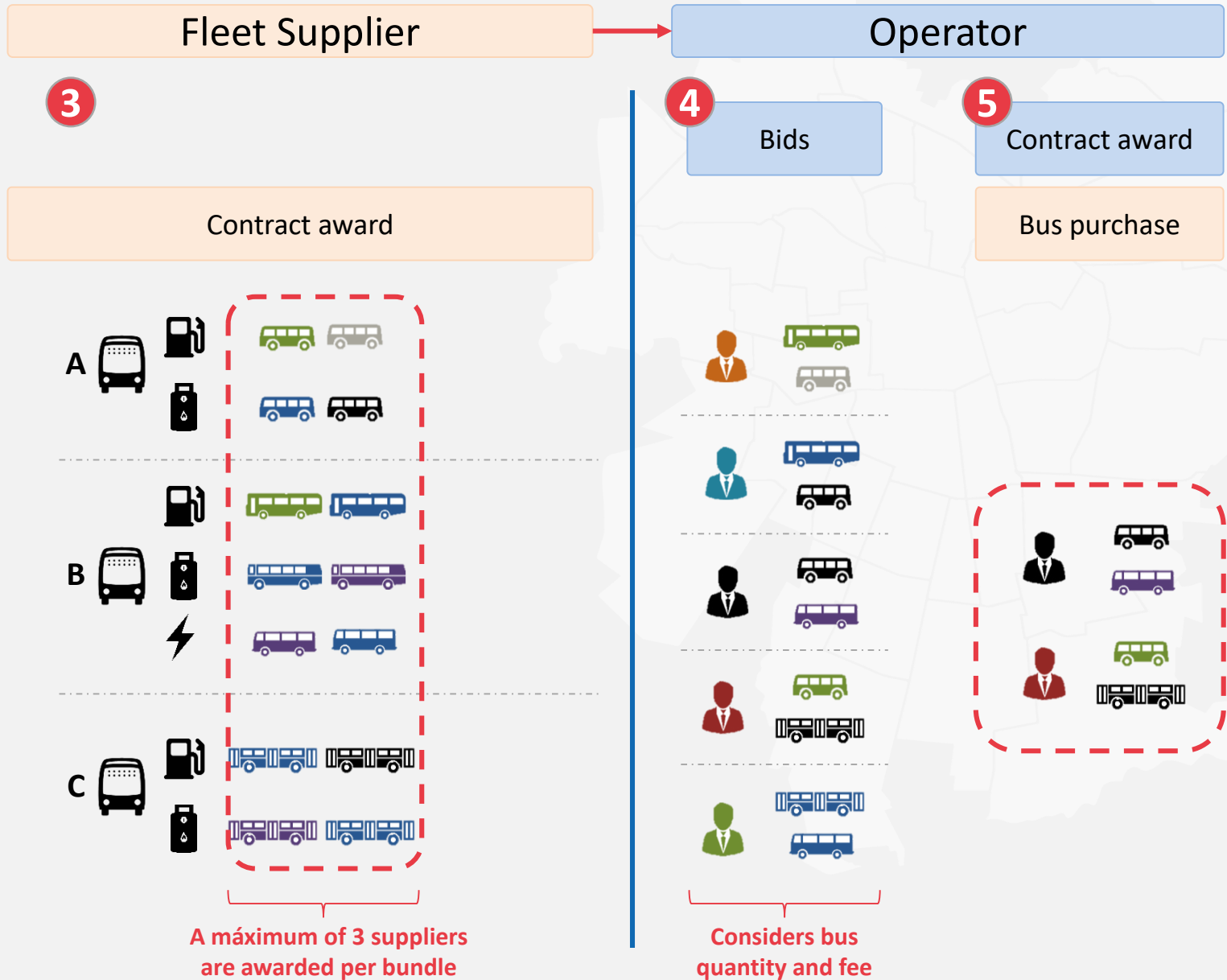


Considers bus quantity and fee

✓ Bidder in operations tendering process:

- Can place bids for every unit
- Bid must consider buses from the list of fleet suppliers (considering the fleet fee of awarded contracts)
- Defines fleet size (to be considered in economic evaluation)
- Considers fuel or energy charging infrastructure implementation in its offer

EVENTS SCHEDULE



✓ **Maximum of 2 services units will be awarded per bidder**

Economic evaluation

- Price per passenger
- Price per service km
- Additional depots (lease value)
- Number of buses times bus fee

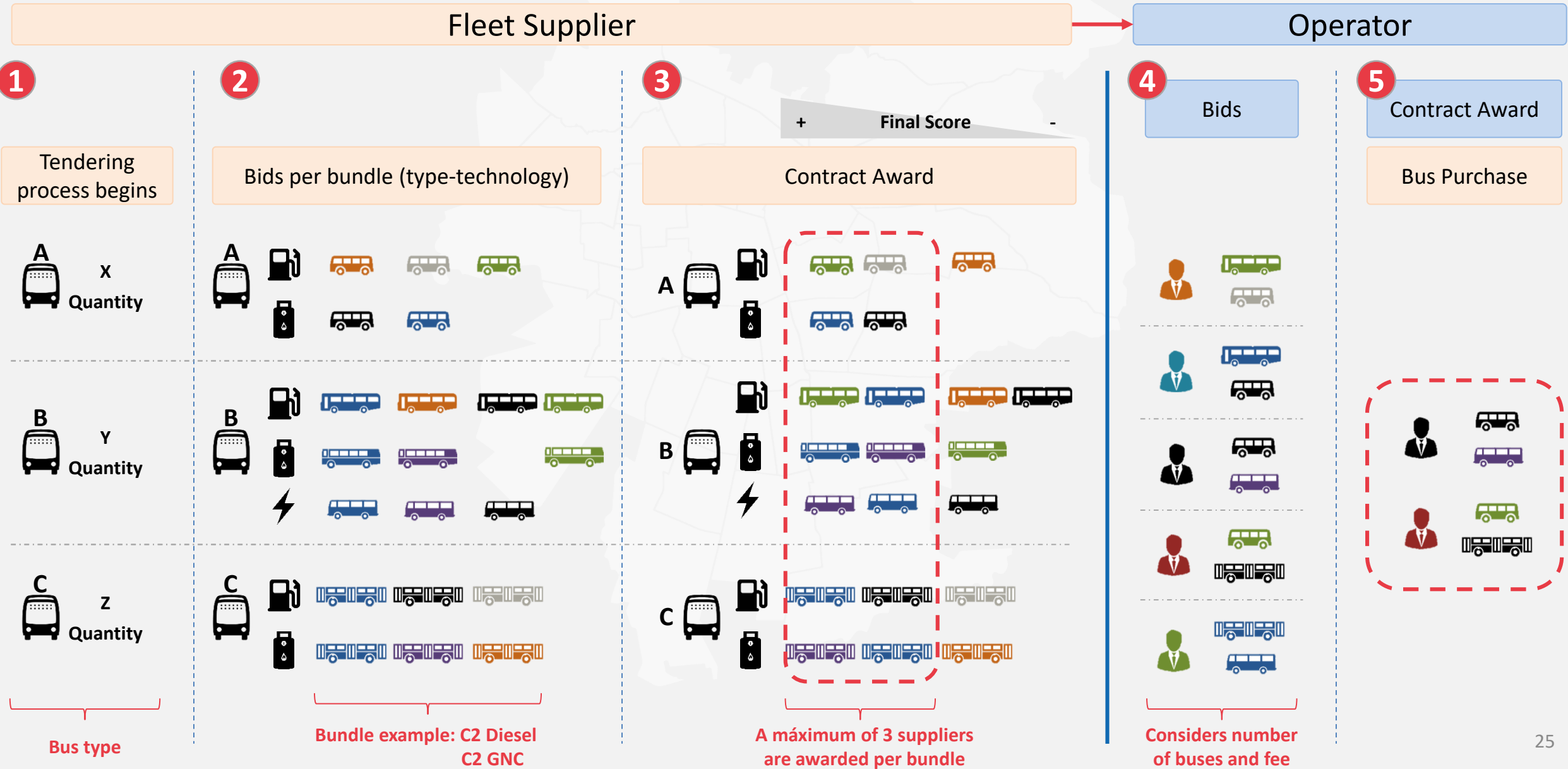
Technical evaluation

- Operation experience
- Regularity offer
- Second door validator
- Emission levels of chosen buses
- Employment conditions

Final score

✓ It is calculated as a weighted score of technical and economic offers

EVENTS SCHEDULE



Essential Contents

Tendering Processes: Public Transport Operation and Fleet Supply