Forth Replacement Crossing
Competitive Dialogue

Elliot Wishlade
Arup, Director
Outline

- Project Background
- Procurement Strategy
- Lessons Learned
Project Background
Existing Forth Bridges
Ministerial Announcement
December 2007

“…..the Government has come to the view that the Forth Replacement Crossing should be a cable-stayed bridge with multi-modal capacity on a route slightly to the west of the existing Road Bridge.”

• Scotland’s largest infrastructure project for a generation.
• Estimated Cost £3.2bn to £4.2bn
• Client: Transport Scotland
• Client Engineer: Arup-Jacobs JV
Timetable

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<tr>
<th>Year</th>
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<th>Procurement</th>
<th>Parliamentary Process</th>
<th>Construction</th>
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Bridge General Arrangement

ARUP
Cost

- £1.72 - £2.34 billion
- Re-scoping of the project has saved £1.7 billion
- Savings achieved through less new road construction, use of existing infrastructure and narrower bridge.
Procurement
Procurement Strategy

Objectives

• Safety
• Quality and durability
• Fixed opening date
• Cost certainty
• Cash flow
• Minimum environmental impact
• Community engagement
• Local employment
Packaging Strategy

Fife ITS Contract

Principal Contract

M9 / J1A Contract
Contract Packages

- 4 Main Contracts (with estimated costs)
  - Principal Contract - £900m to £1.2bn
  - Junction 1A - £46m to £65m
  - Fife ITS - £15m to £22m
  - Contract & Education Centre - £4m

- Other Minor Contracts / Insurance (PIP)
Contract Approach

- Lump Sum
- Design & Build
- Fully developed reference design
- Competitive Dialogue
- FIDIC Silver Book
- Employer & Contractor only Contracting Parties
Competitive Dialogue Process

- **Phase 1 - Pre-dialogue**
  - Notices / Research / Marketing Testing
  - PQQ / Participant Selection

- **Phase 2 - Dialogue**
  - Competitive Dialogue

- **Phase 3 - Post-dialogue**
  - Final Tender Process
  - Post Tender Process
  - Preferred Bidder
Principal Contract
Dialogue Period

• 10 Dialogue Meetings Scheduled:
  ▪ Client overview of Project
  ▪ Developing Conceptual Designs
  ▪ Project Management Systems
  ▪ Health and Safety Management System
  ▪ Aesthetics
  ▪ Environment Management Systems
  ▪ Construction Techniques

• Extra Meetings as required
  (many of these!)
Principal Contract
Dialogue Period
Advanced Works

- Ground and Marine Investigations
- Community Engagement
Thoughts on Applicable lessons for O&G Decommissioning
Possible lessons for O&G Decommissioning

Clear understanding of procurement strategy objectives gives focus for structuring contractual arrangements and communications.

Competitive dialogue process allows transfer of Operator knowledge to tenderers through bidding process.
Possible lessons for O&G Decommissioning

Specification and risk allocation can be refined through the process to optimise value.

An appropriate reference design/methodology provides a means to assess value of alternative contractor proposals.
Possible lessons for O&G Decommissioning

Contract boundaries can be thoroughly explored and Operator implications understood.

Process can allow obligations and contract details to be refined while maintaining a competitive tendering process.
Possible lessons for O&G Decommissioning

Process requires careful up front planning and skilled resources to run procurement.

Cost of tendering can be higher (particularly for unsuccessful tenders).
Thank You

Elliot Wishlade
Arup, Director