

**Procurement of operations and maintenance services  
– an exciting business opportunity for you**



**Taking care of our roads is an important part of the work carried out by the Swedish Road Administration. Our state roads need to be accessible and safe for traffic all year round and this is why the Swedish Road Administration spends a significant amount of money on this. Every year approximately SEK 8 billion is spent on operations and maintenance, of which half is earmarked for the maintenance of the road network, a quarter on winter operations and the rest on other operations, cleaning, lay-bys and lighting. To help us carry out this important and extensive work, we enlist the help of a number of contractors. We hope that you can be one of them.**





### OUR ANNUAL RESOURCE NEEDS

The Swedish Road Administration is responsible for around 98,000 km of state roads. The cost of maintaining the standard for operations and maintenance in accordance with national plans is estimated to be SEK 8.9 billion for 2010. There is also an accumulated maintenance need of around SEK 20 billion. The available scope for 2010 is around SEK 8.7 billion and is divided in the following way:

Surfaced roads	SEK 3.0 billion
Bridges/tunnels	SEK 1.0 billion
Winter operations,	SEK 1.9 billion
Road equipment,	SEK 1.2 billion
Other operations/maintenance,	SEK 1.6 billion

Approximately 60% of these resources are for contracted maintenance work, while 40% are for the Basic Operations Package.

### PROCUREMENT FOR THE BASIC OPERATIONS PACKAGE

All operations and maintenance are procured in competition and in total the Swedish Road Administration purchases contracted services for the Basic Operations Package for more than SEK 3 billion per year. The contracts last from between three and six years. The contracts are area-specific, based on 130 geographic areas, known as operational areas, with one operational area normally comprising 500 to 1,000 kilometres.

The basic package mainly covers short-term measures, primarily aimed at keeping the roads passable and safe for traffic. This includes winter operations, looking after gravel roads and surfaced roads, repairing minor road surface problems, collecting rubbish, cleaning and clearing ditches, and cleaning road signs and bridges.

Our requirements are based on the physical and functional condition that the roads need to be in; one example is that roads should be free of ice. In some cases, prices are fixed, while in others there is a variable price per unit, depending on the nature of the work. All the work that is ordered is followed up in detail through building meetings and random checks.

### CLOSE COLLABORATION

It is important for us to have a close and continual dialogue with our road contractors. We therefore play an active role in both informal and more formal meetings. When carrying out a new round of procurement, it is normal for us to take part in the contractors' own meetings. It is constructive for both the client and the service provider to meet and discuss the work and this leads to further improvements.

Another important area is competence provision and development. To help us with this, we work closely with the contractors and the Norwegian Public Roads Administration. In the spring of 2010 a new public authority will be formed that will replace the Swedish Rail Administration and the Swedish Road Administration, helping us to build on our joint experiences.

### INTERESTED IN A NEW CHALLENGE?

Looking after our roads is a major responsibility, and every link in the chain is important. It is essential for us to have close collaboration, a joint vision and an exchange of knowledge, and we have to be sensitive to changes. If you think it would be a challenge to take part in this work, we hope that you will become one of our contractors.

[www.vv.se/dou](http://www.vv.se/dou)

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