

grip

Tender

grip

Municipality



Municipality
Softwood

ROLE DESCRIPTION

Who is Softwood?

In the Municipality of Softwood, the principle of integrity is paramount, especially regarding the safety and reliability of pupil transport. This area demands rigorous adherence to rules and standards to maintain the integrity of both the transportation services and the drivers.

Focus Areas:

- Upholding the integrity of pupil transport services.
- Ensuring compliance with all relevant regulations, including the necessity for drivers to possess up-to-date Certificates of Good Conduct (VOG).
- Diligently overseeing adherence to standards concerning driver and company culture.
- Assessing tender submissions with a focus on integrity safeguards and communication strategies with parents and schools.

Core Responsibilities:

1. Regulatory Enforcement:

- Consistently oversee compliance with all laws and regulations applicable to pupil transportation.
- Verify that all drivers have valid Certificates of Good Conduct (VOG), confirming their trustworthiness and appropriateness for working with minors.

2. Monitoring Integrity:

- Thoroughly evaluate the corporate culture of transport firms, focusing on driver conduct and professionalism.
- Proactively identify and address any integrity concerns within pupil transport organizations.

3. Evaluation of Tenders:

- Rigorously review tenders, prioritizing those that demonstrate robust integrity measures.
- Examine companies' strategies for engaging with parents and schools and their approaches to sharing information about routes and timings.

4. Communication and Collaboration:

- Establish and maintain open communication with parents, schools, and transport providers to foster transparency and trust.
- Work in tandem with other municipal departments and external entities to exchange best practices and collectively enhance the standard of pupil transportation.

INFORMATION FOR MUNICIPALITIES

There are 4 municipalities: Municipalities first determine their representation. Softwood takes the lead and deploys the most officials.

3 companies present bids simultaneously at 3 separate tables to avoid unwanted knowledge sharing between companies.

Key requirements:

- Business integrity: After incidents involving AATaxi drivers, integrity is crucial. All drivers must have a recent VOG.
- Clear communication with parents and schools.
- Walenstein values the Social Return on Investment (SROI) scheme.
- Joint budget: about € 800.000 in total (ex VAT). This should take into account Bade municipality's max contribution of €100.000

Explanation of key requirements:

Summary information round:

- AATaxi asked about the VOG requirements.
- AATaxi asked about the winter tyres requirements.
- Bade, on behalf of all municipalities, is not changing these requirements.

Roadmap:

Phase 1 - Preparation (30 minutes):

1. Spend time preparing and reading your role and the tender documents.
2. Taxi companies should come up with at least two questions to ask. Municipalities will answer these questions on the Collaboration Platform.
3. Taxi companies will prepare their presentations. Municipalities will prepare their questions for the taxi companies.

Phase 2 - Presentations and Q&A (20 minutes):

4. Taxi companies give their presentations (10 minutes), followed by municipalities asking questions (10 minutes).

Note: Municipalities can use the questions they ask to give fairer and more objective scores.

Phase 3 - Scoring and Announcing the Winner (25 minutes):

5. Municipalities score the taxi companies based on their plans and budget.
6. Municipalities announce the tender's winner.



MURAL INSTRUCTION

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Municipality
Walenstein

ROLE DESCRIPTION

Who is Walenstein?

The municipality of Walenstein prioritizes Social Return on Investment (SROI) in its current tender, emphasizing its critical role in fostering social and economic growth in the community.

By focusing on social responsibility and local development through the SROI framework, particularly in the area of pupil transportation, the municipality aims to enhance its social impact.

Focus areas:

- Giving preference to companies that adhere to the SROI scheme.
- Maximizing social value, notably through collaboration with local social enterprises.
- Evaluating tenders based on their commitment to social contribution and local economic advancement.

Core Responsibilities:

1. Promoting Social Responsibility:

- Actively encourage participation in the SROI scheme by companies involved in pupil transport.
- Give priority to companies that make a tangible contribution to social value, such as offering jobs or training opportunities to individuals from local protected workshops.

2. Assessment and Selection of Tenders:

- Conduct a detailed analysis and evaluation of bids from transport companies, with a focus on their dedication to social contribution.
- Assess the potential for local economic development and social impact of the companies' proposals.

3. Collaboration and Partnership:

- Forge and sustain partnerships with local social enterprises and other pertinent organizations.
- Initiate collaborations that further the social goals of the municipality.

4. Monitoring and Reporting:

- Keep track of the progress and efficacy of SROI-related projects within pupil transportation.
- Provide regular updates to municipal leaders on the outcomes and impact of these initiatives.

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Municipality
Correndam

ROLE DESCRIPTION

Who is Correndam?

Correndam Municipality prioritizes efficient and reliable communication, particularly concerning pupil transportation. This commitment involves meticulous coordination and evaluation of communication strategies to guarantee prompt and clear dissemination of information to all relevant parties, notably parents and schools.

Focus Areas:

- Enhancing the effectiveness and reliability of communications with parents and schools.
- Assessing communication strategies outlined in bids.
- Guaranteeing that information regarding routes and schedules is conveyed clearly and in a timely manner to all stakeholders.

Core Responsibilities:

1. Review Communication Plans:

- Critically evaluate communication strategies proposed by transport companies in their tender submissions.
- Verify the clarity, thoroughness, and dependability of the information related to pupil transportation.

2. Maintain Communication Standards:

- Establish and uphold superior communication protocols for conveying information about routes, schedules, and any modifications in pupil transportation services.
- Ensure that all communications to parents, schools, and other stakeholders are consistent and precise.

3. Monitoring and Feedback:

- Oversee the execution of communication plans and offer constructive feedback to transport providers to foster ongoing enhancement.
- Collect and analyze feedback from parents and schools to evaluate the success of communication efforts and make necessary adjustments.

4. Crisis Communication:

- Formulate and execute a crisis communication strategy to address situations that require immediate and accurate information sharing.
- React swiftly to unforeseen events, ensuring all stakeholders receive accurate and prompt updates.

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Municipality
Bade

ROLE DESCRIPTION

Who is Bade?

In Bade Municipality, the emphasis on managing the allocated budget for pupil transport, capped at € 100.000 is critical. This focus ensures fiscal discipline while upholding the standards of service quality and safety.

Focus Points:

- Strict adherence to budget management due to limited financial resources, with a ceiling of € 100.000
- Evaluation of bids based on cost-effectiveness and adherence to budget constraints.
- Oversight of financial compliance, ensuring no compromise on service quality and safety.

Core Responsibilities:

1. Budget Management and Planning:

- Formulate and oversee a precise budget plan for pupil transport, adhering to Bade Municipality's financial limitations.
- Constantly monitor spending, making necessary adjustments to remain within the budget.

2. Evaluation of Tenders:

- Conduct detailed analysis of transport company bids, evaluating them for cost-effectiveness and budget compliance.
- Consider bids based on their cost, but also assess the quality and safety of the services offered.

3. Financial Compliance:

- Ensure adherence to financial regulations and guidelines in the execution of pupil transport services.
- Establish mechanisms to avoid overspending and deviations from the budget.

4. Advice and Reporting:

- Provide counsel to municipal leaders and other stakeholders on the financial management of pupil transport.
- Generate and submit regular financial reports and analyses concerning pupil transport.

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grip

Taxi Company



AATaxi

ROLE DESCRIPTION

Who is AATaxi?

AATaxi has been providing transportation for pupils on behalf of local governments for 40 years. However, recent problems like unsafe driving and not following rules have put its relationship with these governments at risk. After an inspection by the Softwood municipality, more violations were found, leading to AATaxi firing some drivers. Now, AATaxi faces tough competition, especially from a new company called Clarendon, which might take over their profitable contract.

The company's leaders are really worried about these incidents and the critical attention from the municipalities. They're scared of not passing the bidding process. Convincing the municipalities during the bidding that there's nothing to worry about is their top priority.

AATaxi, being the largest in the area, could shrink by 40% if they lose the contract. So, they're offering services at cost price:

- Rate A: €160 excluding VAT
- Rate B: €110 excluding VAT
- Rate C: €6 per kilometer excluding VAT
(More details are available in a spreadsheet)

Two areas of concern are:

1. Recent background checks for drivers. AATaxi argues that having a taxi license already includes a background check.
2. The requirement for seasonal tires. AATaxi uses all-weather tires, which they argue are safer.

For the bidding process, they need to:

1. Fill out and hand over two forms at the start of their presentation - one for their prices and one for specific needs.
2. Do a 10-minute talk on how they'll run things, communicate, and ensure quality, followed by answering questions for 10 minutes.

After the talk, your team monitors silently as the local governments review all the bids, ending with a group discussion led by the instructor



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Quote by AA Taxi				Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
Municipality of Correndam				15	X	6	65	5850	5	29250	58500	58500
Total number of pupils: 90 (60 secondary and 30 primary)				45	B	110		4950	5	24750	49500	49500
				30	B	110		3300	4	13200	26400	26400
											Subtotal	134400
Municipality of Softwood				80	A	160		12800	5	64000	128000	128000
Total number of pupils: 150 (110 secondary and 40 primary)				15	X	6	35	3150	5	15750	31500	31500
				15	X	6	40	3600	5	18000	36000	36000
				25	A	160		4000	4	16000	32000	32000
				10	X	6	30	1800	4	7200	14400	14400
				5	X	6	80	2400	4	9600	19200	19200
											Subtotal	261100
Municipality of Walenstein				70	A	160		11200	5	56000	112000	112000
Total number of pupils: 150 (90 secondary and 60 primary)				10	X	6	30	1800	5	9000	18000	18000
				10	X	6	65	3900	5	19500	39000	39000
				40	A	160		6400	4	25600	51200	51200
				15	X	6	20	1800	4	7200	14400	14400
				5	X	6	65	1950	4	7800	15600	15600
											Subtotal	250200
Municipality of Bade				10	B	110		1100	5	5500	11000	11000
Total number of pupils: 40 (20 secondary and 20 primary)				2	X	6	25	300	5	1500	3000	3000
				2	X	6	30	360	5	1800	3600	3600
				2	X	6	40	480	5	2400	4800	4800
				2	X	6	50	600	5	3000	6000	6000
				2	X	6	90	1080	5	5400	10800	10800
				5	B	110		550	4	2200	4400	4400
				10	X	6	45	2700	4	10800	21600	21600
				5	X	6	75	2250	4	9000	18000	18000
											Subtotal	83200
											TOTAL	728900



Berendsen

ROLE DESCRIPTION

Who is Berendsen?

Berendsen is a mid-sized taxi company aiming to be the biggest in the area. They're eyeing a chance to grow because AATaxi, once favored by local governments, has run into problems. Berendsen can handle school rides but might have to rethink things if they also lose the tender for patient transport. In case of losing both tender, they could potentially lose out to NS's Zonetaxi and might need to cut jobs.

Winning this contract is crucial. If they miss out on this and the patient transport work, they'll have to make tough choices, possibly leading to layoffs.

Berendsen's strengths include skilled and experienced drivers, modern cars with security cameras, and low fuel usage. Their prices are:

- Rate A: €155 without VAT
- Rate B: €90 without VAT
- Rate C: €8 per kilometer without VAT

(More details are available in a spreadsheet)

Two areas of concern are:

1. Improving how they communicate to schools and parents. They're thinking about hiring people with disabilities for this, which also helps with their commitment to social responsibility.
2. Figuring out how to calculate distances for trips that include more than one pupil.

Berendsen is open to teaming up with Clarenschot, a new company, to outdo AATaxi. Even though AATaxi has concerns about the rules for driver background checks and tire requirements, the local governments aren't planning to change these standards.

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					Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
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					15	X	8	40	4800	5	24000	48000	48000
					25	A	155		3875	4	15500	31000	31000
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					5	X	8	75	3000	4	12000	24000	24000
												subtotaal	103000
												TOTAAL	807000



Clarenschot

ROLE DESCRIPTION

Who is Clarenschot?

Clarenschot, in operation for six months, is the newest and smallest participant among the three companies vying for the tender.

Strengths and Weaknesses:

Clarenschot distinguishes itself with its fleet of innovative hybrid vehicles and a dynamic, evenly gender-divided team (50/50 ratio of men to women), which leads to lower wage costs under the collective agreement. However, the drivers require further training. While the company formally possesses enough drivers for pupil transportation, absences due to illness could expose the company to potential penalties. Although a partnership with another company has been contemplated, it has not yet come to fruition. Securing the tender is crucial for Clarenschot's survival and growth, given its status as a small and newly established entity.

Pricing Structure:

- Rate A: €130 excluding VAT
- Rate B: €125 excluding VAT

- Rate C: €10 per kilometer excluding VAT
(More details are available in a spreadsheet)

The company justifies its higher pricing with its commitment to eco-friendliness and the introduction of a novel app that offers parents and schools 24/7 access to information. Consequently, Clarenschot views itself as a strong contender for the contract, whether independently or through a partnership.

Clarenschot has a limited understanding of its competitors. AATaxi, which has been the usual service provider, has faced recent challenges. Berendsen, a medium-sized company, serves both pupil and patient transport sectors.

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- **Ranking of Tenders:** The municipalities organize the tenders based on their scores, ranking them from highest to lowest.

Quotation by Clarenschot													
					Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
Municipality of Correndam					15	X	10	65	9750	5	48750	97500	97500
Total number of pupils: 90 (60 secondary and 30 primary)					45	B	125		5625	5	28125	56250	56250
					30	B	125		3750	4	15000	30000	30000
												Subtotal	183750
Municipality of Softwood					80	A	130		10400	5	52000	104000	104000
Total number of pupils: 150 (110 secondary and 40 primary)					15	X	10	35	5250	5	26250	52500	52500
					15	X	10	40	6000	5	30000	60000	60000
					25	A	130		3250	4	13000	26000	26000
					10	X	10	30	3000	4	12000	24000	24000
					5	X	10	80	4000	4	16000	32000	32000
												Subtotal	298500
Municipality of Walenstein					70	A	130		9100	5	45500	91000	91000
Total number of pupils: 150 (90 secondary and 60 primary)					10	X	10	30	3000	5	15000	30000	30000
					10	X	10	65	6500	5	32500	65000	65000
					40	A	130		5200	4	20800	41600	41600
					15	X	10	20	3000	4	12000	24000	24000
					5	X	10	65	3250	4	13000	26000	26000
												Subtotal	277600
Municipality of Bade					10	B	125		1250	5	6250	12500	12500
Total number of pupils: 40 (20 secondary and 20 primary)					2	X	10	25	500	5	2500	5000	5000
					2	X	10	30	600	5	3000	6000	6000
					2	X	10	40	800	5	4000	8000	8000
					2	X	10	50	1000	5	5000	10000	10000
					2	X	10	90	1800	5	9000	18000	18000
					5	B	125		625	4	2500	5000	5000
					10	X	10	45	4500	4	18000	36000	36000
					5	X	10	75	3750	4	15000	30000	30000
												Subtotal	130500
												TOTAL	890350

grip

Name signs



Table 1

Quotation by AATaxi

Procedure:

- AATaxi hands over the 2 forms for the offer (prices + statement for the offer)

- AATaxi verbally presents plans for implementation, quality and communication: max 10 minutes

- Municipalities ask questions about quotation: max 10 minutes

Afterwards, municipalities go back to other municipalities for tender evaluation. AATaxi, together with the other two companies, observes this assessment silently (for input for the evaluation). The municipalities announce the results. This is followed by the evaluation under the guidance of the instructor.



Table 2

Quotation by Berendsen

Procedure:

- Berendsen hands over the 2 forms for the offer (prices + statement for the offer)
- Berendsen verbally presents plans for implementation, quality and communication: max 10 minutes
- Municipalities ask questions about quotation: max 10 minutes

Afterwards, municipalities go back to other municipalities for tender evaluation. Berendsen, together with the other two companies, observes this assessment silently (for input for the evaluation). The municipalities announce the results. This is followed by the evaluation under the guidance of the instructor.



Table 3

Quotation by Clarenschot

Procedure:

- Clarenschot hands over the 2 forms for the offer (prices + statement for the offer)

- Clarenschot verbally presents plans for implementation, quality and communication: max 10 minutes

- Municipalities ask questions about quotation: max 10 minutes

Afterwards, municipalities go back to other municipalities for tender evaluation. Clarenschot, together with the other two companies observe this assessment silently (for input for the evaluation). The municipalities announce the results. This is followed by the evaluation under the guidance of the instructor.

grip

Instructor

Quotation by AA Taxi, Berendsen and Clarenschot					Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
Municipality of Correndam					15	X	8	65	7800	5	39000	78000	78000
Total number of pupils: 90 (60 secondary and 30 primary)					45	B	110		4950	5	24750	49500	49500
					30	B	110		3300	4	13200	26400	26400
												Subtotal	153900
Municipality of Softwood					80	A	150		12000	5	60000	120000	120000
Total number of pupils: 150 (110 secondary and 40 primary)					15	X	8	35	4200	5	21000	42000	42000
					15	X	8	40	4800	5	24000	48000	48000
					25	A	150		3750	4	15000	30000	30000
					10	X	8	30	2400	4	9600	19200	19200
					5	X	8	80	3200	4	12800	25600	25600
												Subtotal	284800
Municipality of Walenstein					70	A	150		10500	5	52500	105000	105000
Total number of pupils: 150 (90 secondary and 60 primary)					10	X	8	30	2400	5	12000	24000	24000
					10	X	8	65	5200	5	26000	52000	52000
					40	A	150		6000	4	24000	48000	48000
					15	X	8	20	2400	4	9600	19200	19200
					5	X	8	65	2600	4	10400	20800	20800
												Subtotal	269000
Municipality of Bade					10	B	110		1100	5	5500	11000	11000
Total number of pupils: 40 (20 secondary and 20 primary)					2	X	8	25	400	5	2000	4000	4000
					2	X	8	30	480	5	2400	4800	4800
					2	X	8	40	640	5	3200	6400	6400
					2	X	8	50	800	5	4000	8000	8000
					2	X	8	90	1440	5	7200	14400	14400
					5	B	110		550	4	2200	4400	4400
					10	X	8	45	3600	4	14400	28800	28800
					5	X	8	75	3000	4	12000	24000	24000
												Subtotal	105800
												TOTAL	813500

Quotation by AA Taxi and Berendsen				Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
Municipality of Correndam				15	X	7	65	6825	5	34125	68250	68250
Total number of pupils: 90 (60 secondary and 30 primary)				45	B	100		4500	5	22500	45000	45000
				30	B	100		3000	4	12000	24000	24000
											Subtotal	137250
Municipality of Softwood				80	A	158		12640	5	63200	126400	126400
Total number of pupils: 150 (110 secondary and 40 primary)				15	X	7	35	3675	5	18375	36750	36750
				15	X	7	40	4200	5	21000	42000	42000
				25	A	158		3950	4	15800	31600	31600
				10	X	7	30	2100	4	8400	16800	16800
				5	X	7	80	2800	4	11200	22400	22400
											Subtotal	275950
Municipality of Walenstein				70	A	158		11060	5	55300	110600	110600
Total number of pupils: 150 (90 secondary and 60 primary)				10	X	7	30	2100	5	10500	21000	21000
				10	X	7	65	4550	5	22750	45500	45500
				40	A	158		6320	4	25280	50560	50560
				15	X	7	20	2100	4	8400	16800	16800
				5	X	7	65	2275	4	9100	18200	18200
											Subtotal	262660
Municipality of Bade				10	B	100		1000	5	5000	10000	10000
Total number of pupils: 40 (20 secondary and 20 primary)				2	X	7	25	350	5	1750	3500	3500
				2	X	7	30	420	5	2100	4200	4200
				2	X	7	40	560	5	2800	5600	5600
				2	X	7	50	700	5	3500	7000	7000
				2	X	7	90	1260	5	6300	12600	12600
				5	B	100		500	4	2000	4000	4000
				10	X	7	45	3150	4	12600	25200	25200
				5	X	7	75	2625	4	10500	21000	21000
											Subtotal	93100
											TOTAL	768960

Quotation by AA Taxi and Clarenschot					Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
Municipality of Correndam					15	X	8	65	7800	5	39000	78000	78000
Total number of pupils: 90 (60 secondary and 30 primary)					45	B	118		5310	5	26550	53100	53100
					30	B	118		3540	4	14160	28320	28320
												Subtotal	159420
Municipality of Softwood					80	A	145		11600	5	58000	116000	116000
Total number of pupils: 150 (110 secondary and 40 primary)					15	X	8	35	4200	5	21000	42000	42000
					15	X	8	40	4800	5	24000	48000	48000
					25	A	145		3625	4	14500	29000	29000
					10	X	8	30	2400	4	9600	19200	19200
					5	X	8	80	3200	4	12800	25600	25600
												Subtotal	279800
Municipality of Walenstein					70	A	145		10150	5	50750	101500	101500
Total number of pupils: 150 (90 secondary and 60 primary)					10	X	8	30	2400	5	12000	24000	24000
					10	X	8	65	5200	5	26000	52000	52000
					40	A	145		5800	4	23200	46400	46400
					15	X	8	20	2400	4	9600	19200	19200
					5	X	8	65	2600	4	10400	20800	20800
												Subtotal	263900
Municipality of Bade					10	B	118		1180	5	5900	11800	11800
Total number of pupils: 40 (20 secondary and 20 primary)					2	X	8	25	400	5	2000	4000	4000
					2	X	8	30	480	5	2400	4800	4800
					2	X	8	40	640	5	3200	6400	6400
					2	X	8	50	800	5	4000	8000	8000
					2	X	8	90	1440	5	7200	14400	14400
					5	B	118		590	4	2360	4720	4720
					10	X	8	45	3600	4	14400	28800	28800
					5	X	8	75	3000	4	12000	24000	24000
												Subtotal	106920
												TOTAL	810040

Quotation by Berendsen and Clarenschot				Number	Tariff	Price	Km	Price/ride	Days	Price/days	Back/forth	Total
Municipality of Correndam				15	X	9	65	8775	5	43875	87750	87750
Total number of pupils: 90 (60 secondary and 30 primary)				45	B	108		4860	5	24300	48600	48600
				30	B	108		3240	4	12960	25920	25920
											Subtotal	162270
Municipality of Softwood				80	A	148		11840	5	59200	118400	118400
Total number of pupils: 150 (110 secondary and 40 primary)				15	X	9	35	4725	5	23625	47250	47250
				15	X	9	40	5400	5	27000	54000	54000
				25	A			0	4	0	0	0
				10	X	9	30	2700	4	10800	21600	21600
				5	X	9	80	3600	4	14400	28800	28800
											Subtotal	270050
Municipality of Walenstein				70	A	148		10360	5	51800	103600	103600
Total number of pupils: 150 (90 secondary and 60 primary)				10	X	9	30	2700	5	13500	27000	27000
				10	X	9	65	5850	5	29250	58500	58500
				40	A	148		5920	4	23680	47360	47360
				15	X	9	20	2700	4	10800	21600	21600
				5	X	9	65	2925	4	11700	23400	23400
											Subtotal	281460
Municipality of Bade				10	B	108		1080	5	5400	10800	10800
Total number of pupils: 40 (20 secondary and 20 primary)				2	X	9	25	450	5	2250	4500	4500
				2	X	9	30	540	5	2700	5400	5400
				2	X	9	40	720	5	3600	7200	7200
				2	X	9	50	900	5	4500	9000	9000
				2	X	9	90	1620	5	8100	16200	16200
				5	B	108		540	4	2160	4320	4320
				10	X	9	45	4050	4	16200	32400	32400
				5	X	9	75	3375	4	13500	27000	27000
											Subtotal	116820
											TOTAL	830600