



red

Metropolitana de Movilidad

Tender Process For Public Transport Operation **Red**



DTPM

SANTIAGO'S METROPOLITAN AREA

680 km²

coverage

7 million

citizens

1.100 million

Annual trips in public
transport

6 Bus Operators

7 subway lines and 1 urban train line



5.7 million

Public transport users

3.7 million

Daily public transport
trips

18,8 km/h

Average bus speed

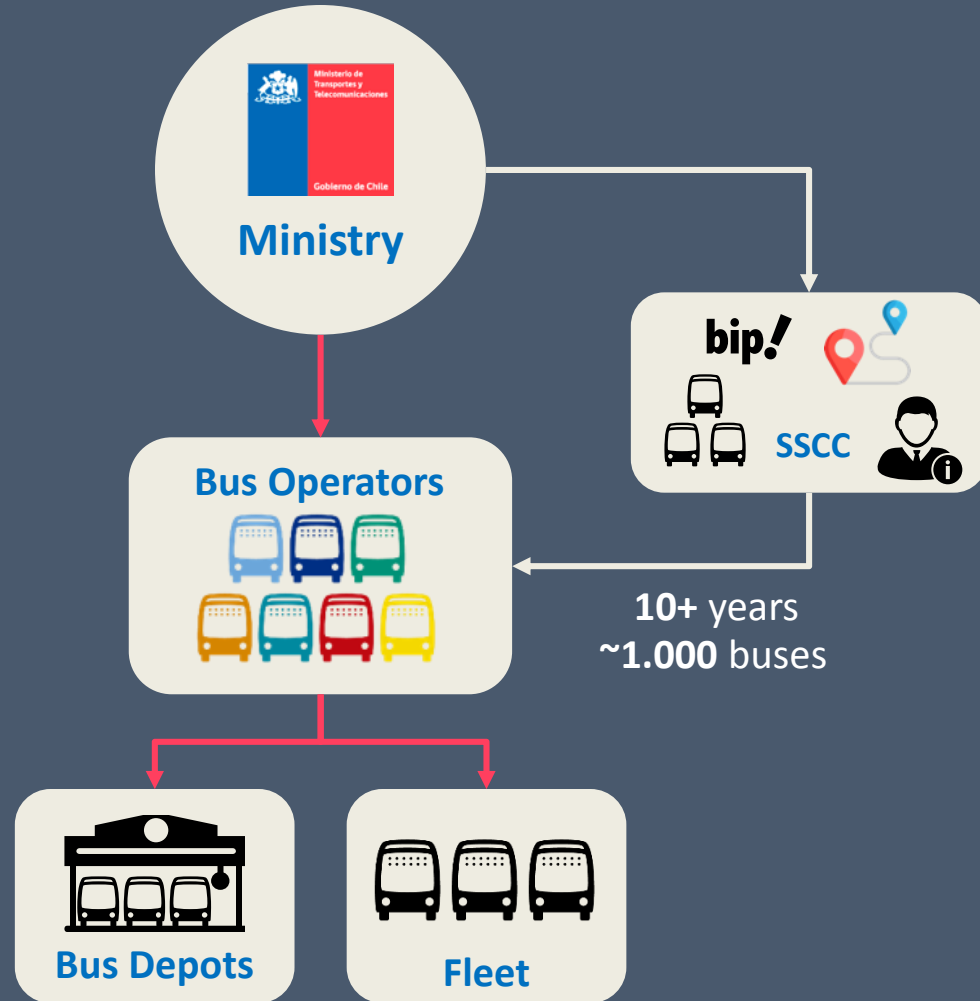


NEW SCHEME

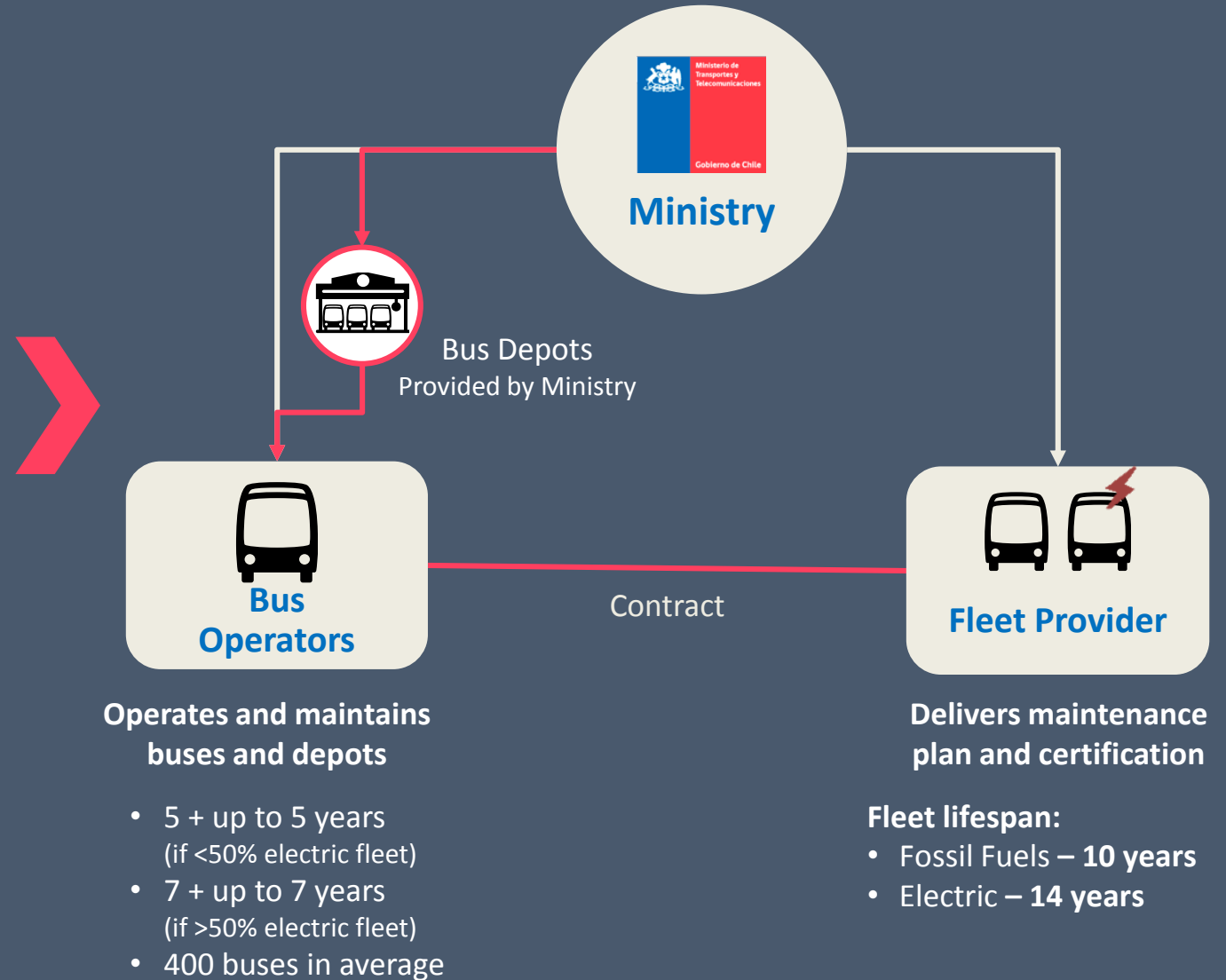


NEW BUSINESS MODEL

CURRENT BUSINESS MODEL

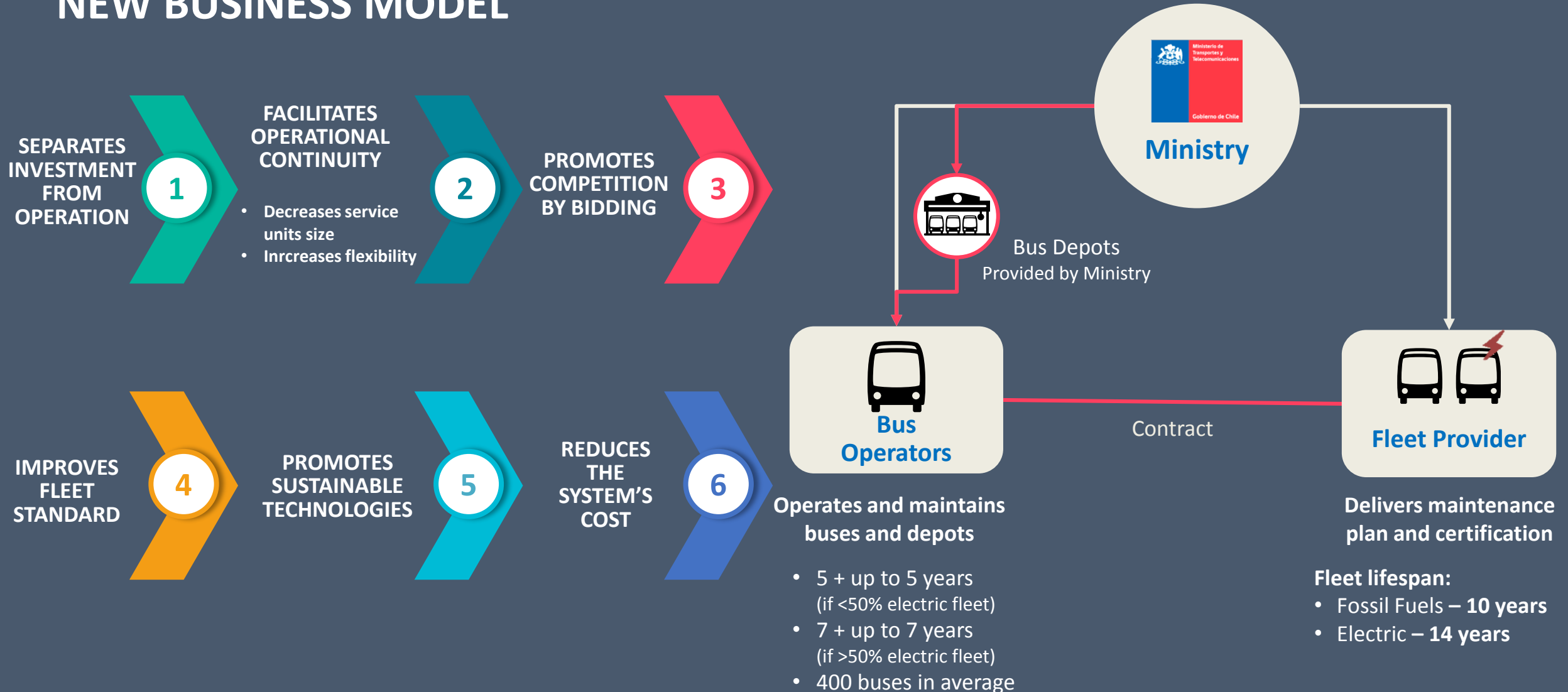


NEW BUSINESS MODEL



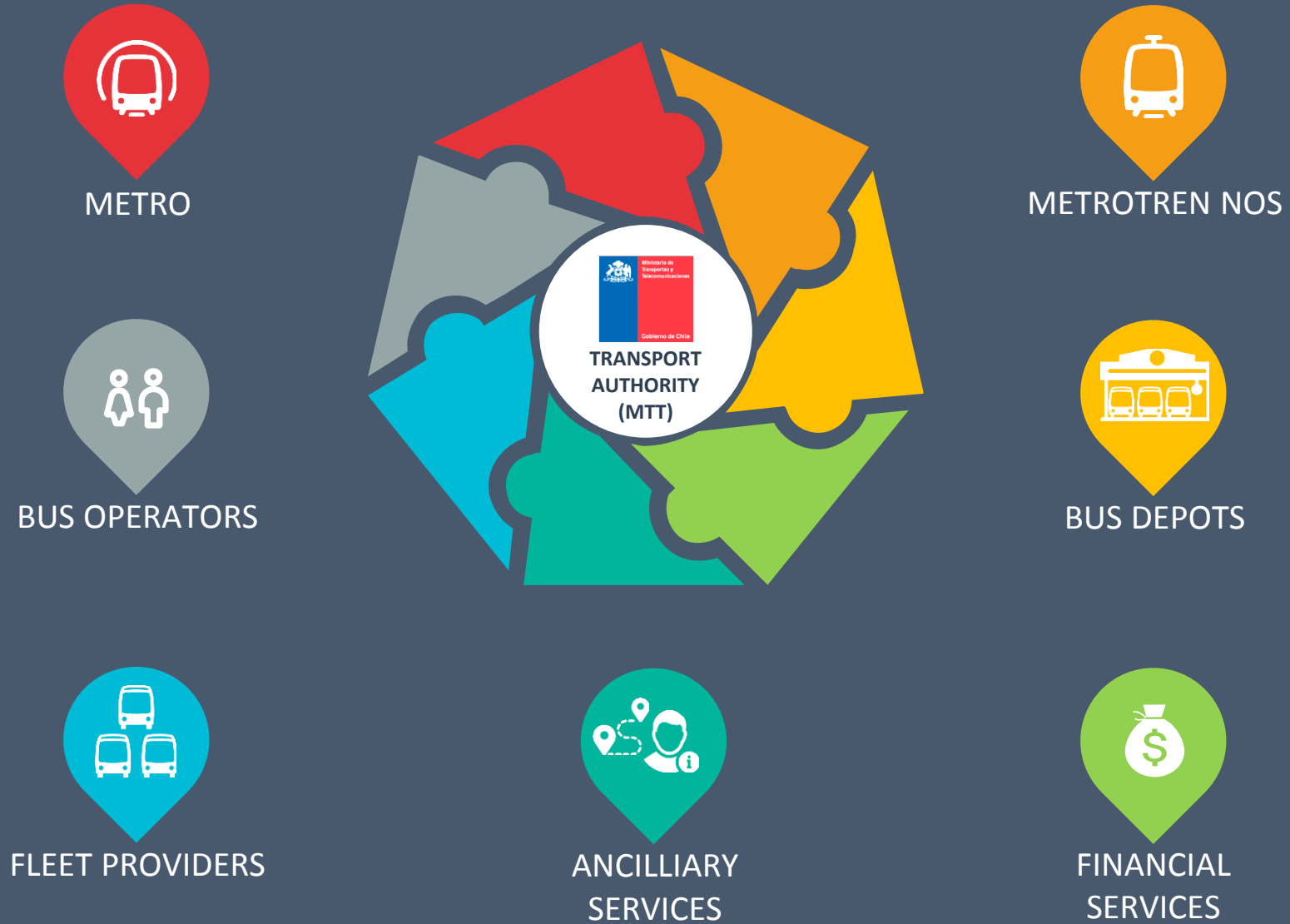
NEW STRUCTURE FUNDAMENTALS

NEW BUSINESS MODEL



NEW SCHEME

SYSTEM MEMBERS



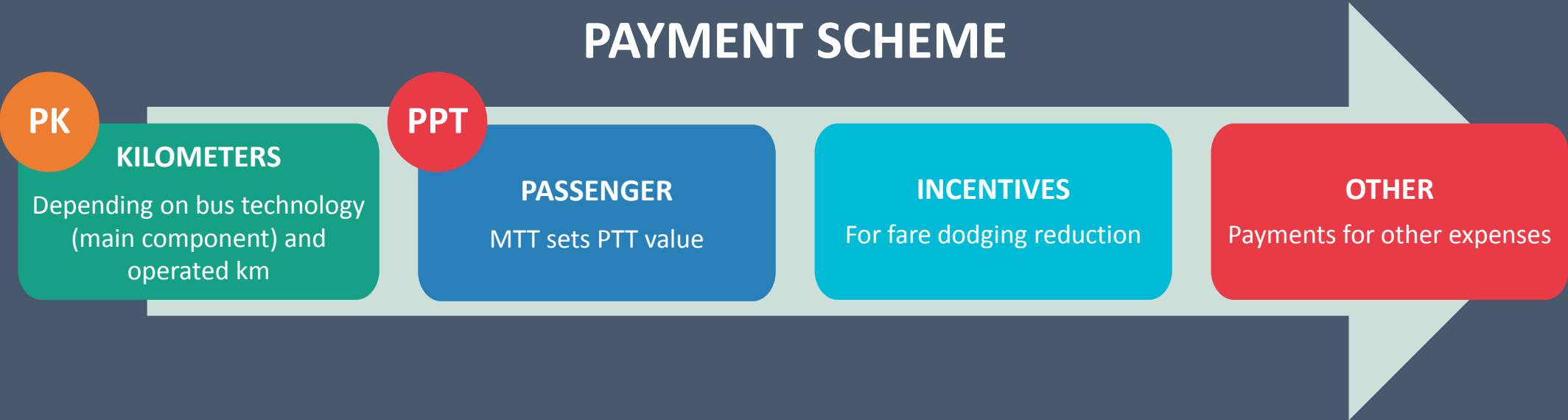
NEW TRANSPORT OPERATION CONTRACTS



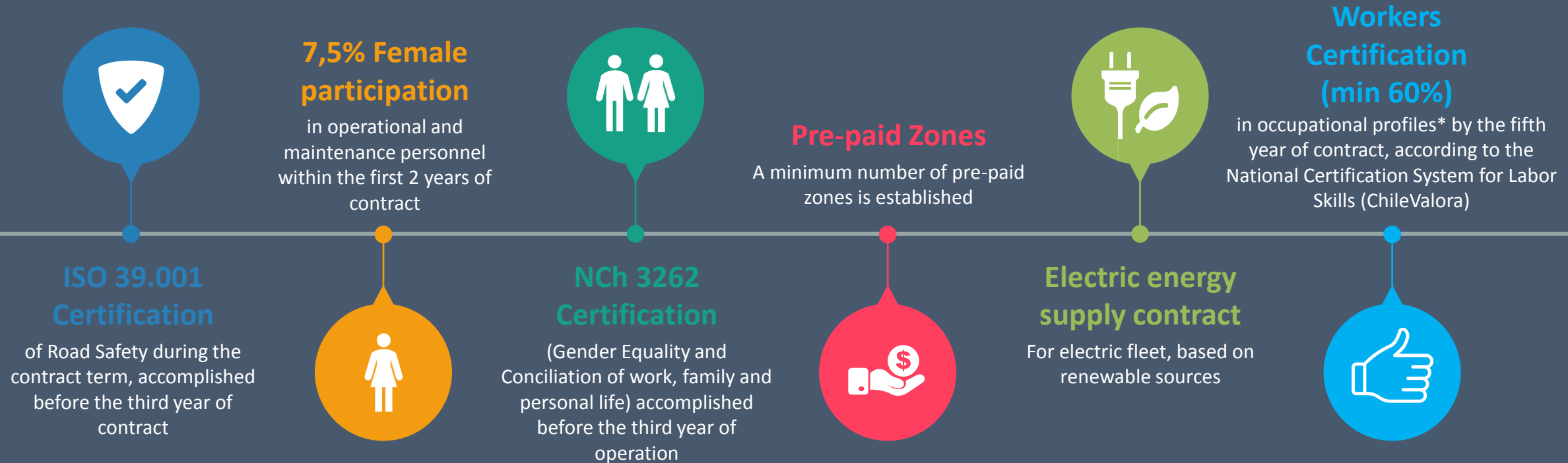
CONTRACT



PAYMENT SCHEME



CONTRACT REQUIREMENTS

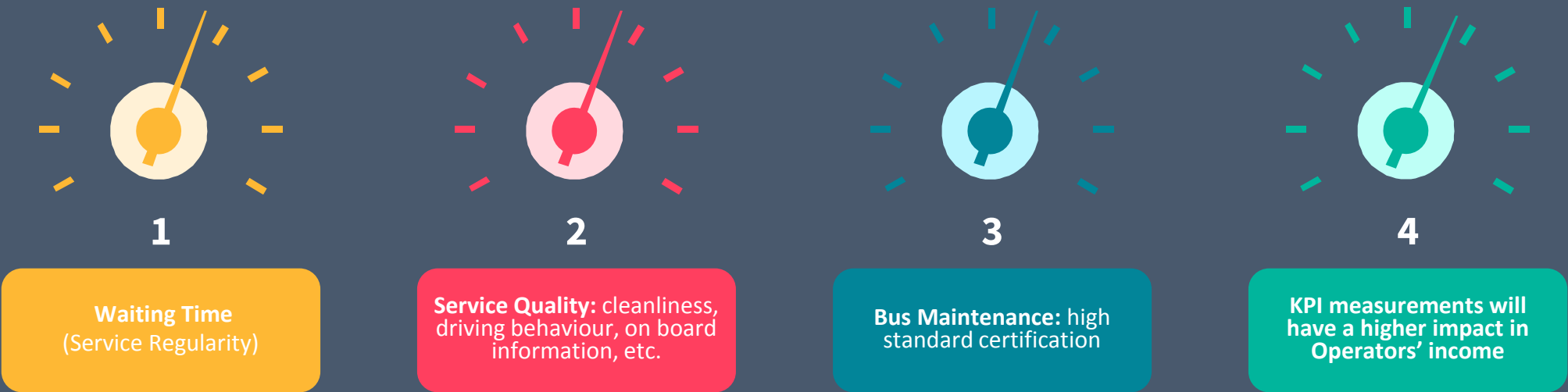


**Occupational profiles to be certified: Professional Metropolitan Public Transportation Passenger Driver, Fleet Operation Center Operator, Dispatcher, Yard Manager, Route Inspector.*

TRANSPORT OPERATION SCHEME

SERVICE LEVEL REQUIREMENTS

KPI



PAYMENT INCENTIVES AND DISCOUNTS



Breach of services KPI may cause an early term of the contract

INCOME DISCOUNTS

Punctuality

For low frequency services

Regularity

For high frequency services

- User focused (waiting time)

WAITING TIME
(ITEE)

SERVICE QUALITY
(ICA)

Measures:

- Driving behavior
- On board information
- Others

- Measured by ghost user or in depots

FINES

Invalid dispatches
(without right to
payment)

DETENTION IN
BUS STOPS

BUS
MAINTENANCE

Certification:

- Documentary
- Bus inspection
- Mechanic

Measured by:

1. Inspection
2. Passenger claims

- Contractual requirement
- Inspected on depots



TRANSPORT OPERATION TENDER

HOW TO ACQUIRE TENDER TERM SHEETS



Tender term sheets must be purchased to participate in the process

They must be purchased in person at the Ministry of Transport and Telecommunications Filing Office



Address: Amunátegui 139, Santiago

Date: From December 16th through December 30th (both dates included)

Schedule: Monday through Friday, from 9:00 to 14:00

Price: CLP 300.000

- National wire transfer or bank deposit



Documents required for the purchase

- ✓ Tender Purchase Form*
- ✓ Power of Attorney, if purchased in representation of a third party
- ✓ Wire transfer or bank deposit voucher
- ✓ Company identification number must be provided if an invoice is required
- ✓ Personal Data Treatment Authorization Form *

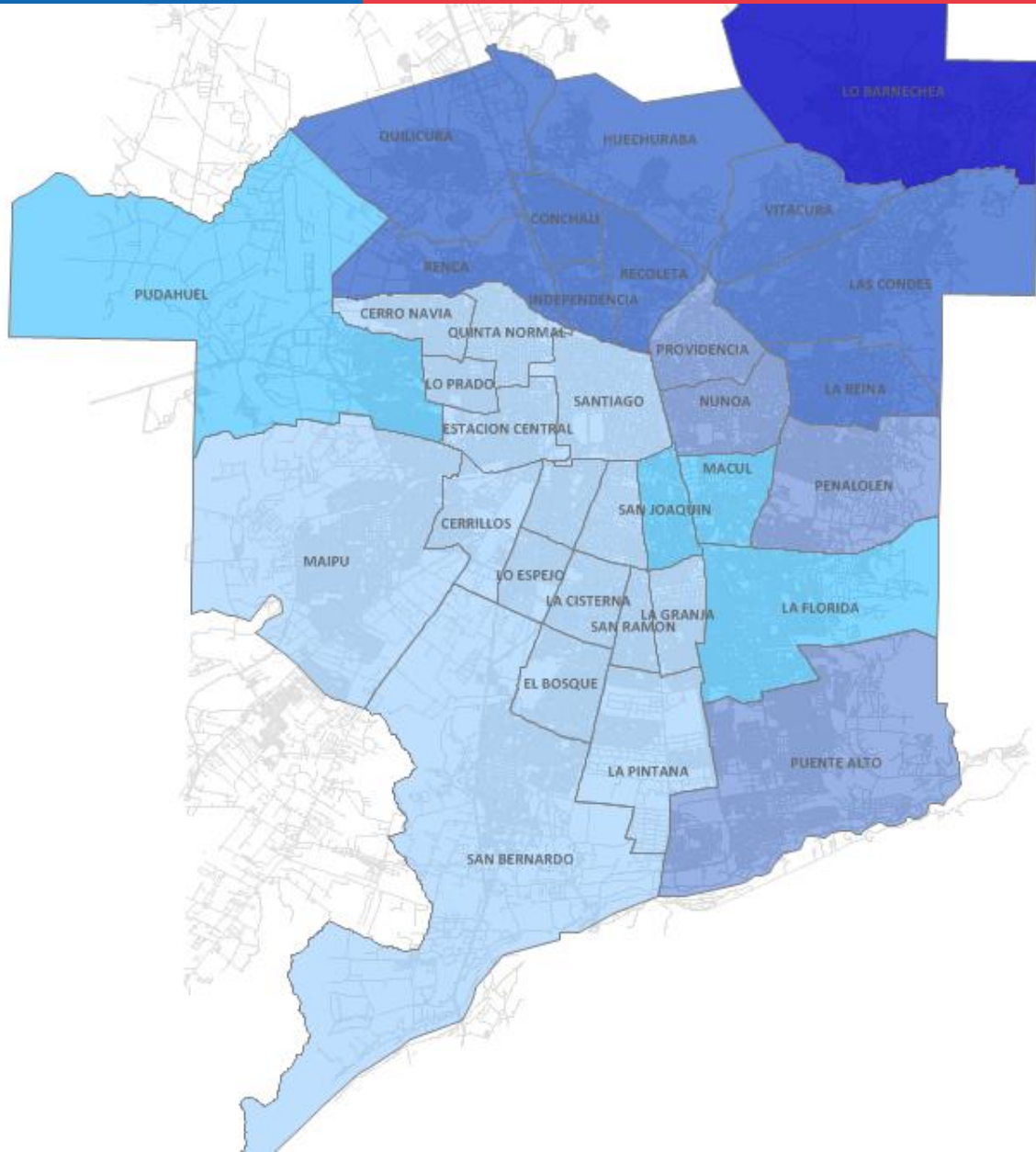
• These forms are available at <http://www.dtpm.gob.cl/index.php/licitacion-de-concesion-de-uso-de-vias-n-lp-cuv001-2019>

6 service units
are tendered

mainly at the East area of
Santiago

153 bus routes

more than 11 million kilometers
per month*

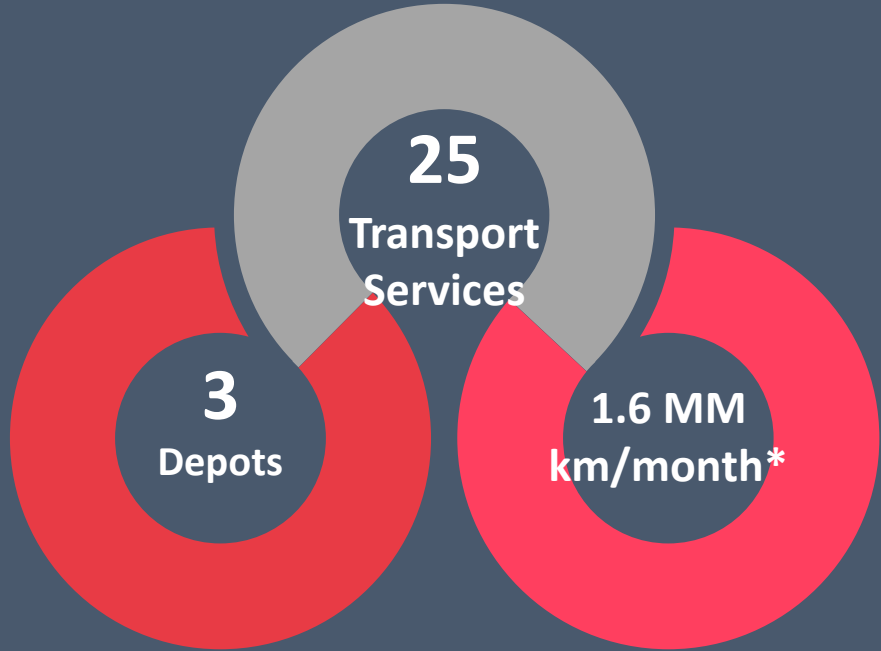


| Colour | Services considered in the tender |
|----------------|-----------------------------------|
| Lightest Blue | Less than 20% |
| Light Blue | Between 20 and 40% |
| Medium Blue | Between 40 and 60% |
| Dark Blue | Between 60 and 80% |
| Very Dark Blue | Between 80 and 100% |

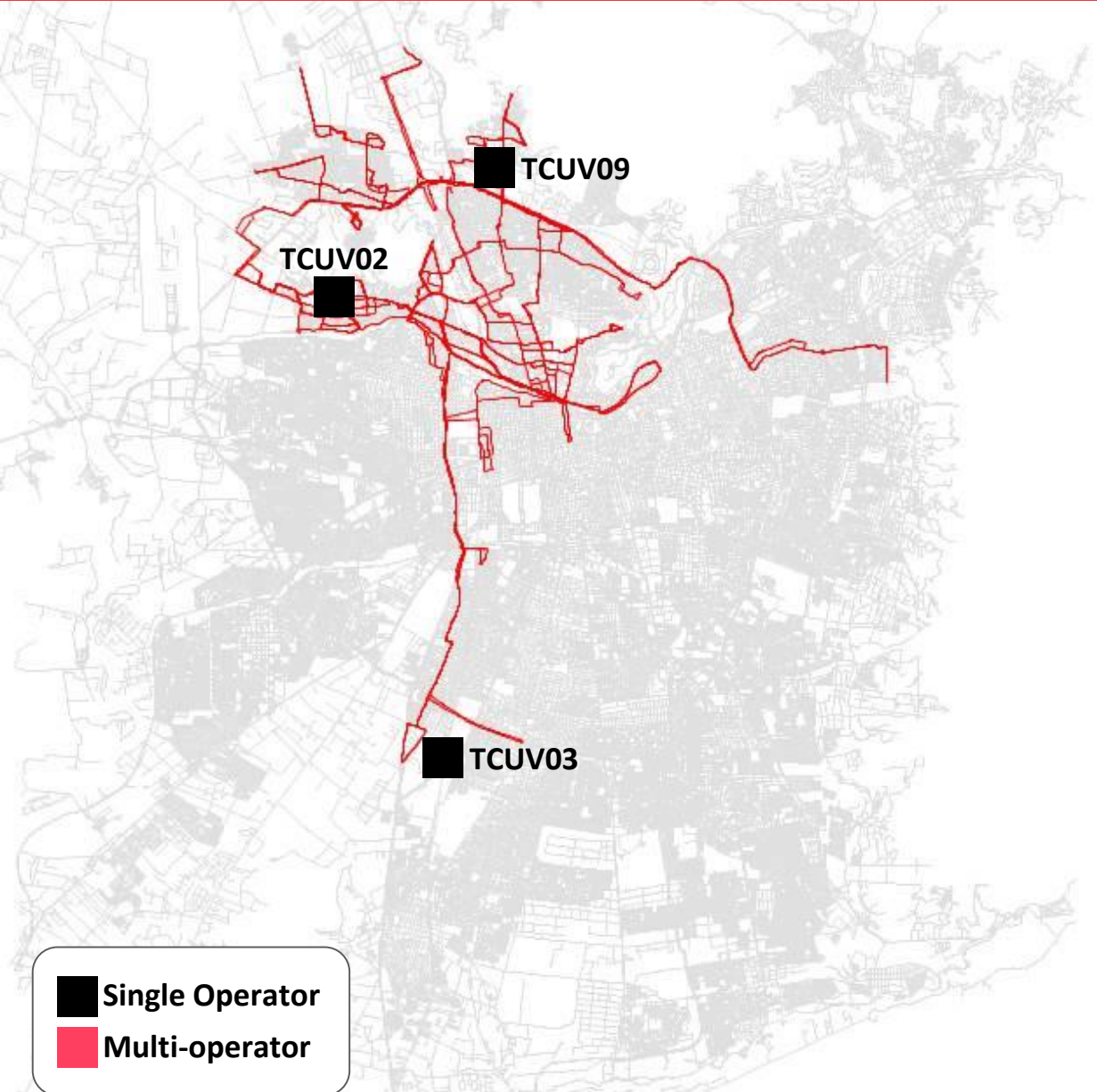
(*) 22 Labour days, 4 Saturdays, 4 Sundays

TRANSPORT OPERATION TENDER

SERVICE UNIT N°1 (US1)

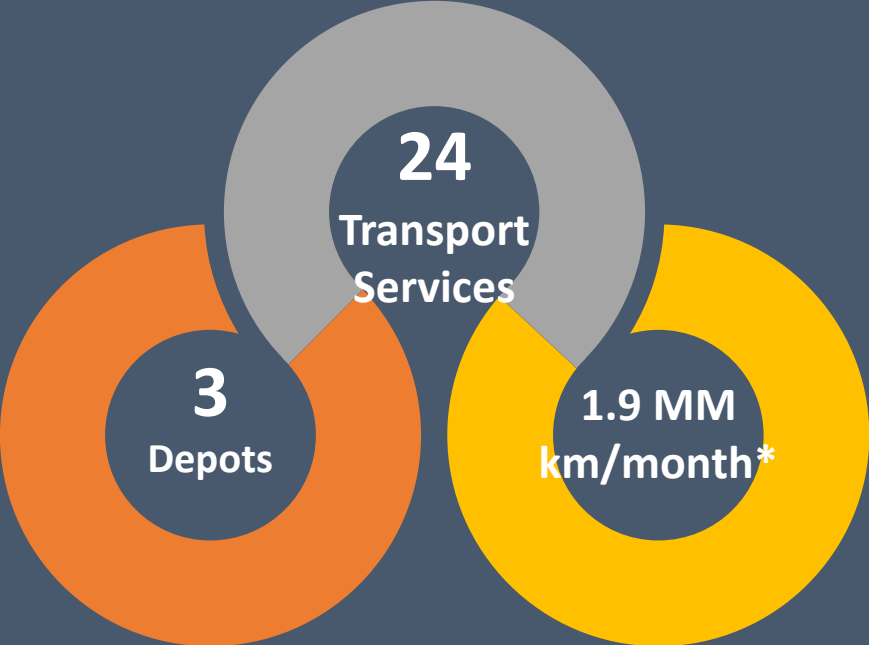


(*) 22 Labour days, 4 Saturdays, 4 Sundays

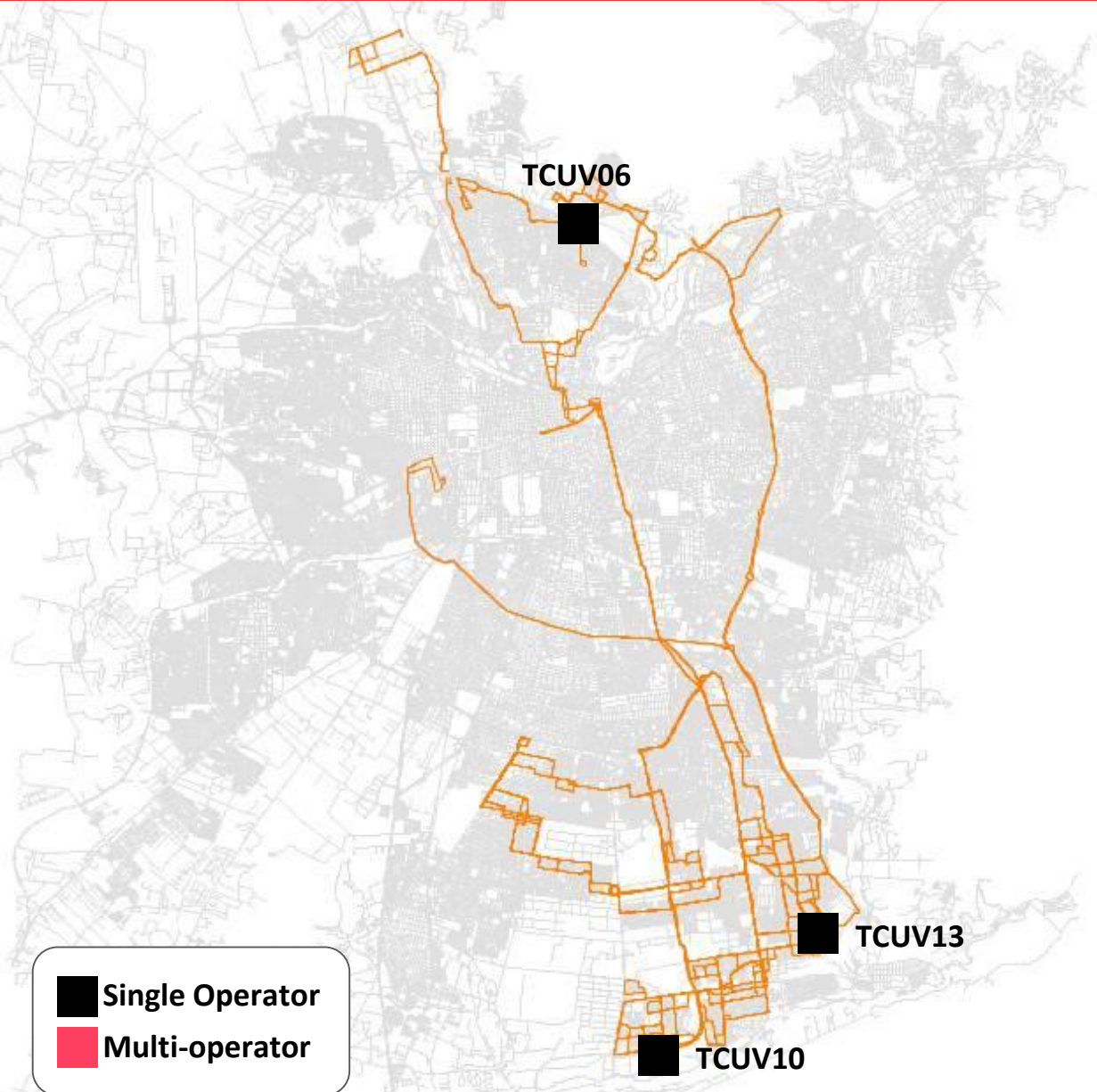


TRANSPORT OPERATION TENDER

SERVICE UNIT N°2 (US2)

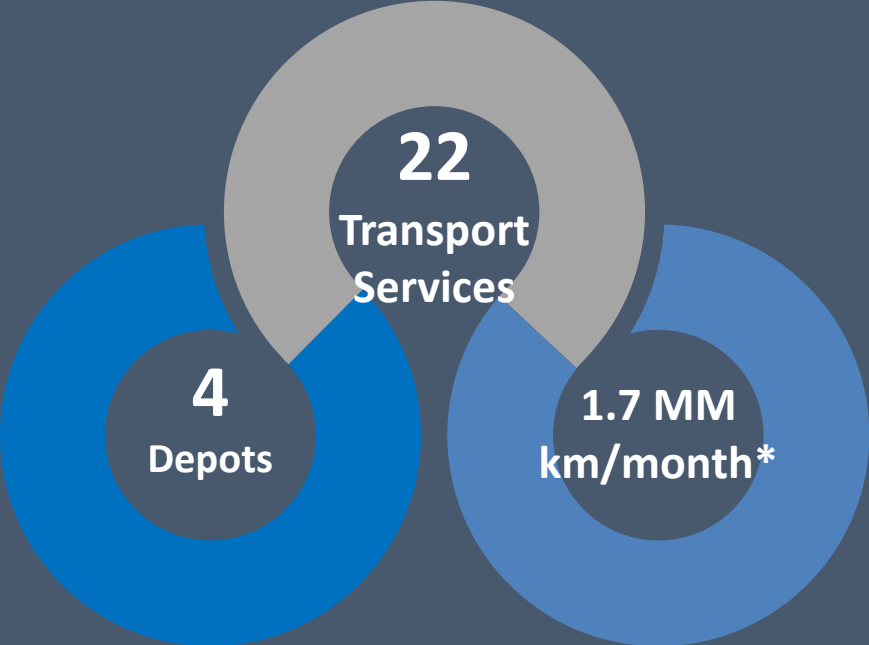


(*) 22 Labour days, 4 Saturdays, 4 Sundays

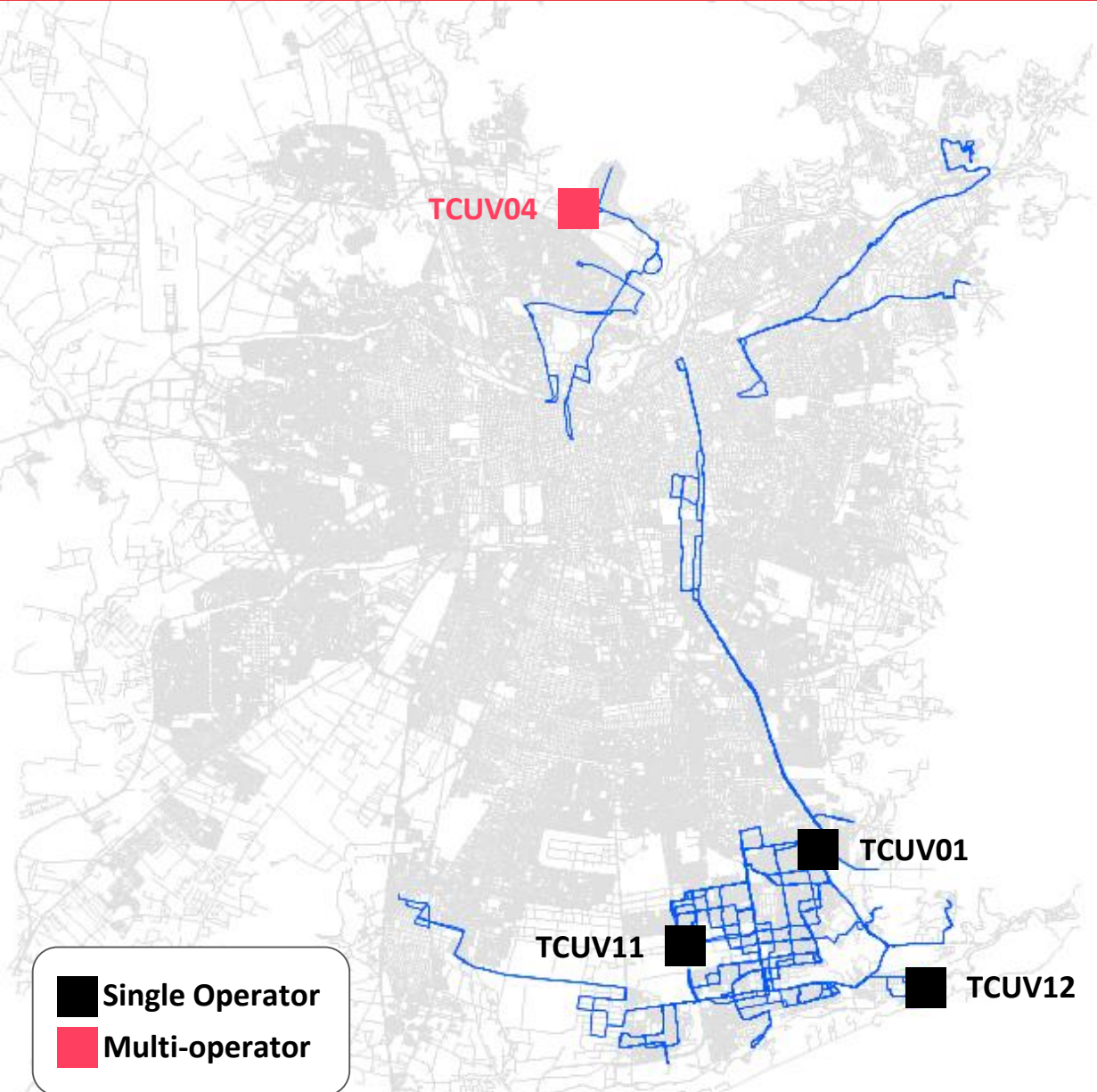


TRANSPORT OPERATION TENDER

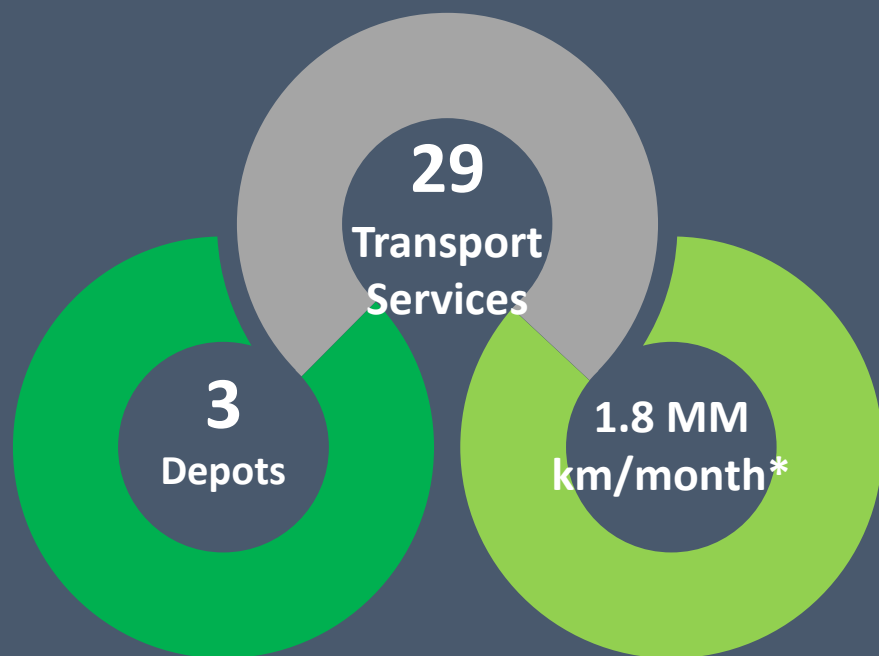
SERVICE UNIT N°3 (US3)



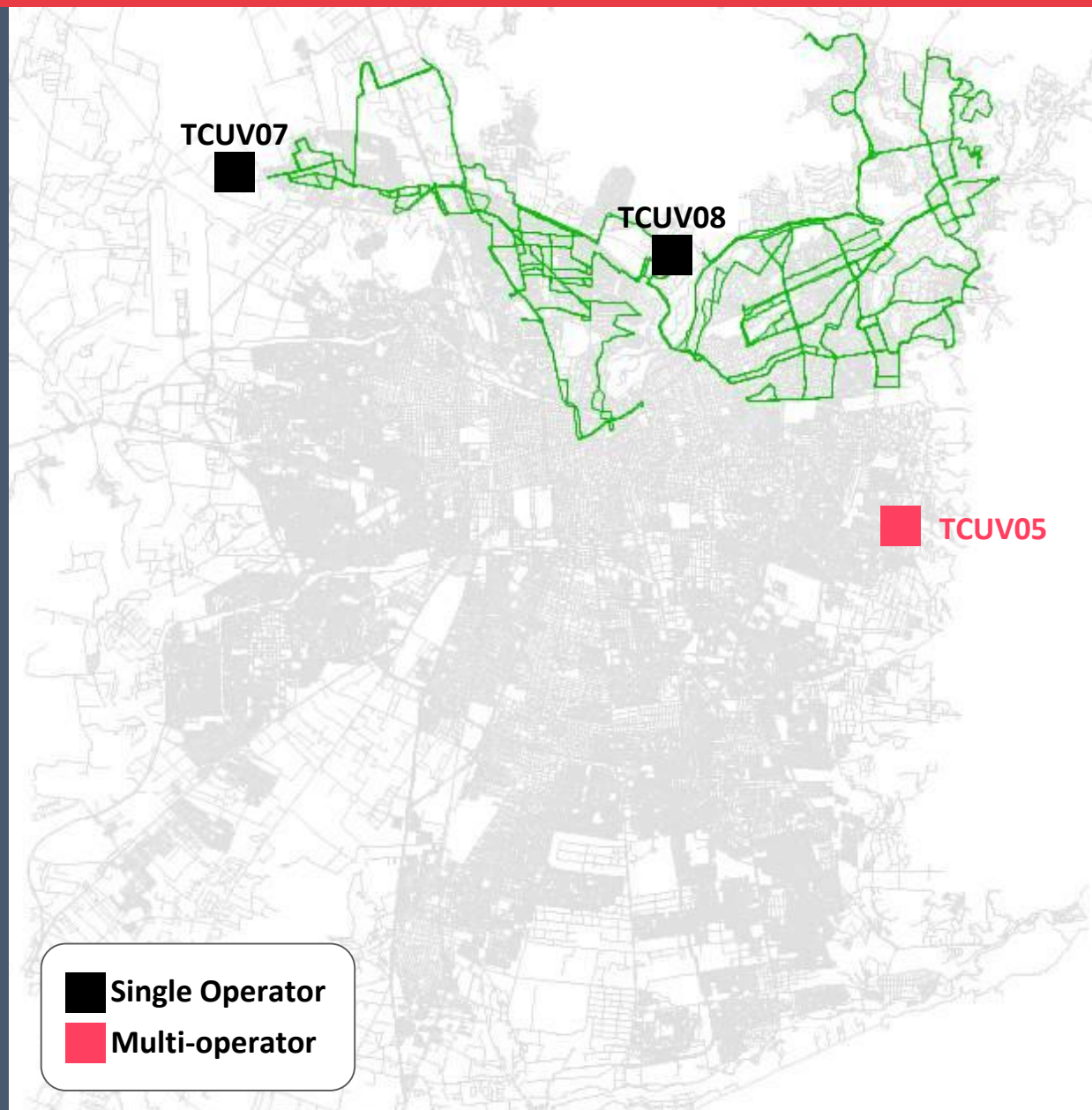
(*) 22 Labour days, 4 Saturdays, 4 Sundays



SERVICE UNIT N°4 (US4)

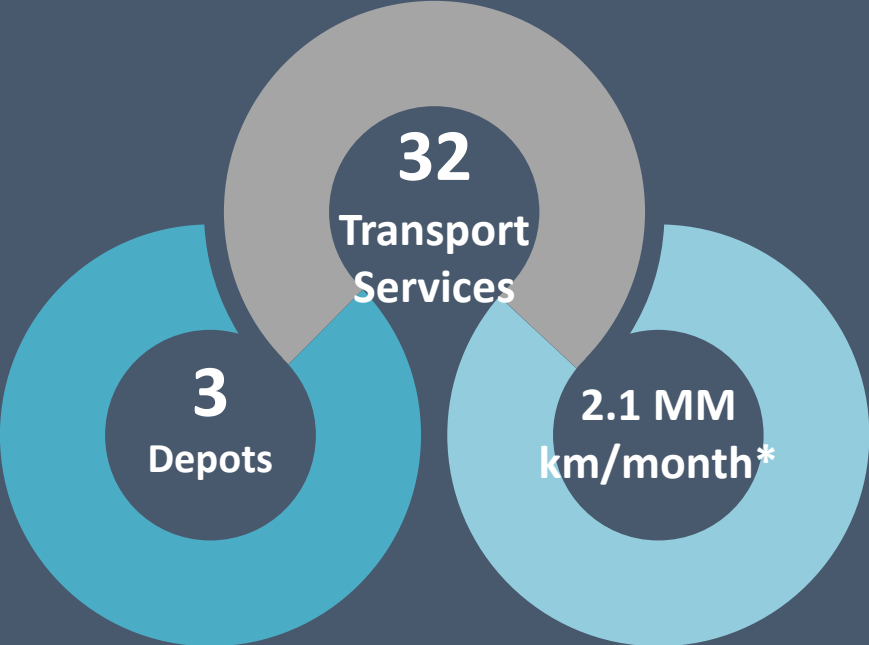


(*) 22 Labour days, 4 Saturdays, 4 Sundays

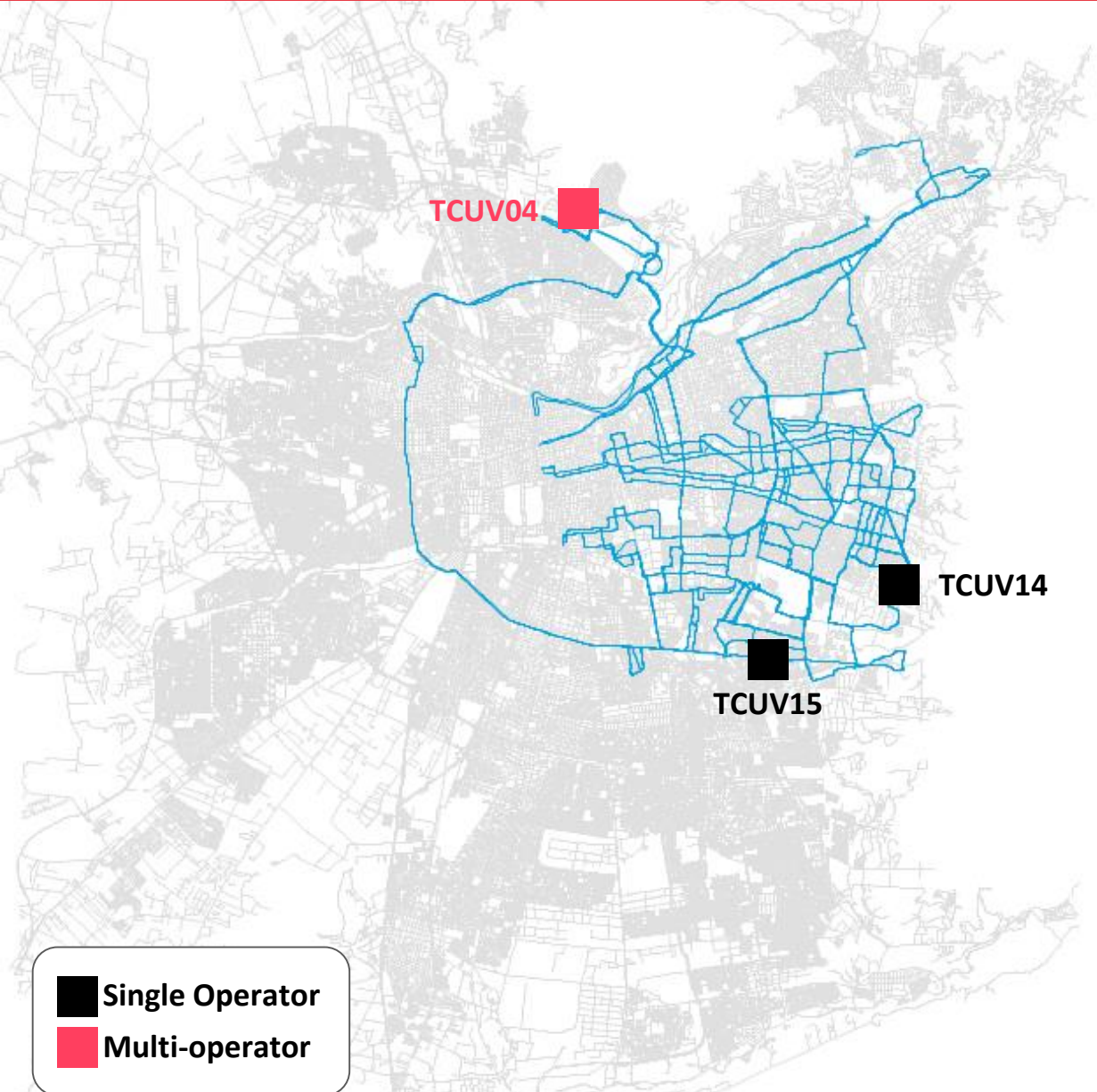


TRANSPORT OPERATION TENDER

SERVICE UNIT N°5 (US5)

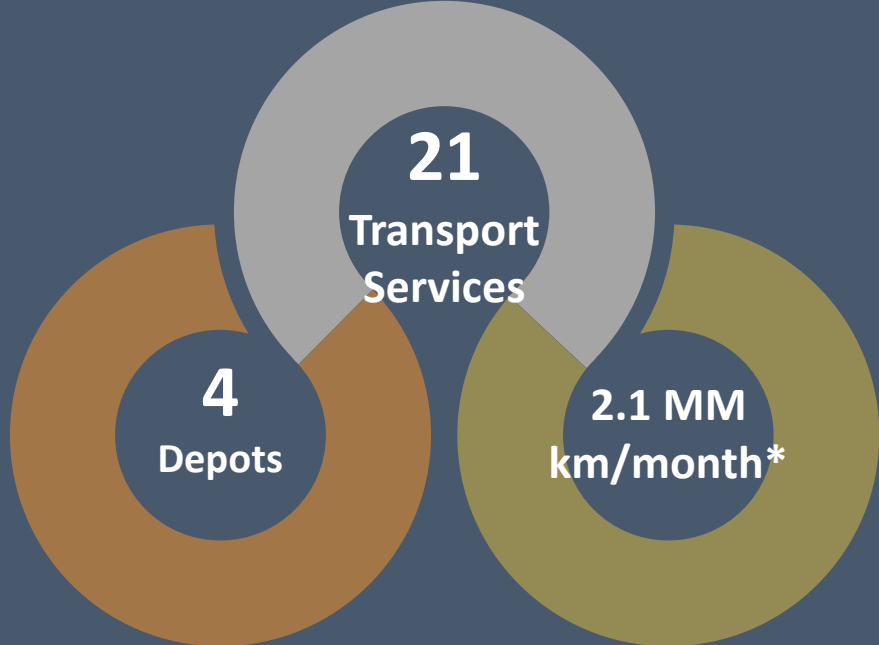


(*) 22 Labour days, 4 Saturdays, 4 Sundays

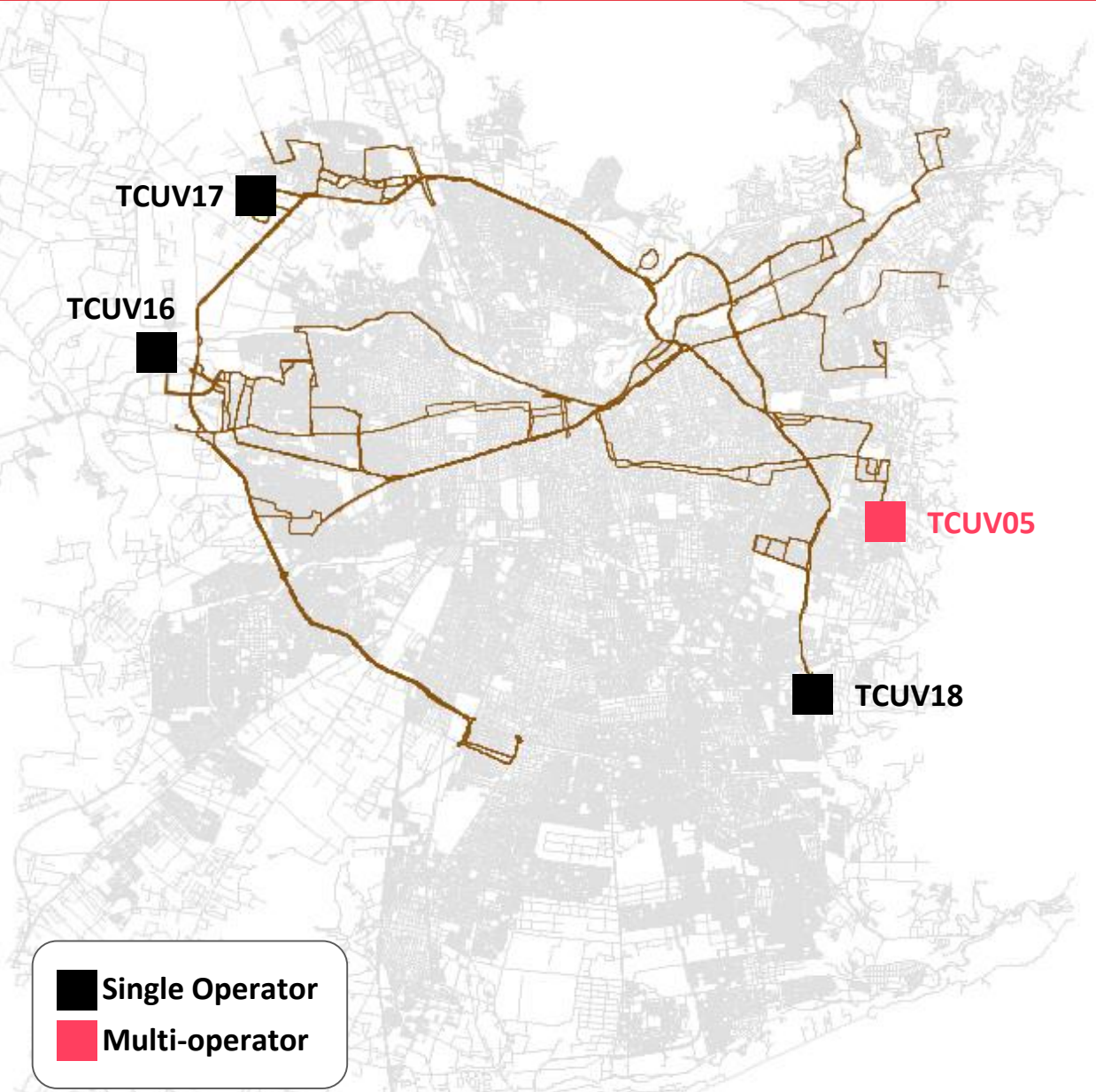


TRANSPORT OPERATION TENDER

SERVICE UNIT N°6 (US6)



(*) 22 Labour days, 4 Saturdays, 4 Sundays



BID EVALUATION

TECHNICAL EVALUATION 20%



- (ETP - 50%) Passenger Transportation Experience
- (ETB - 30%) Evaluation of chosen Bus Fleet
- (FNC - 15%) Percentage of Clean Emissions Fleet
- (PF - 2,5%) Adequate Formal Submission of Offer
- (GPP- 2,5%) Average Personnel Expenses

ECONOMICAL EVALUATION 80%



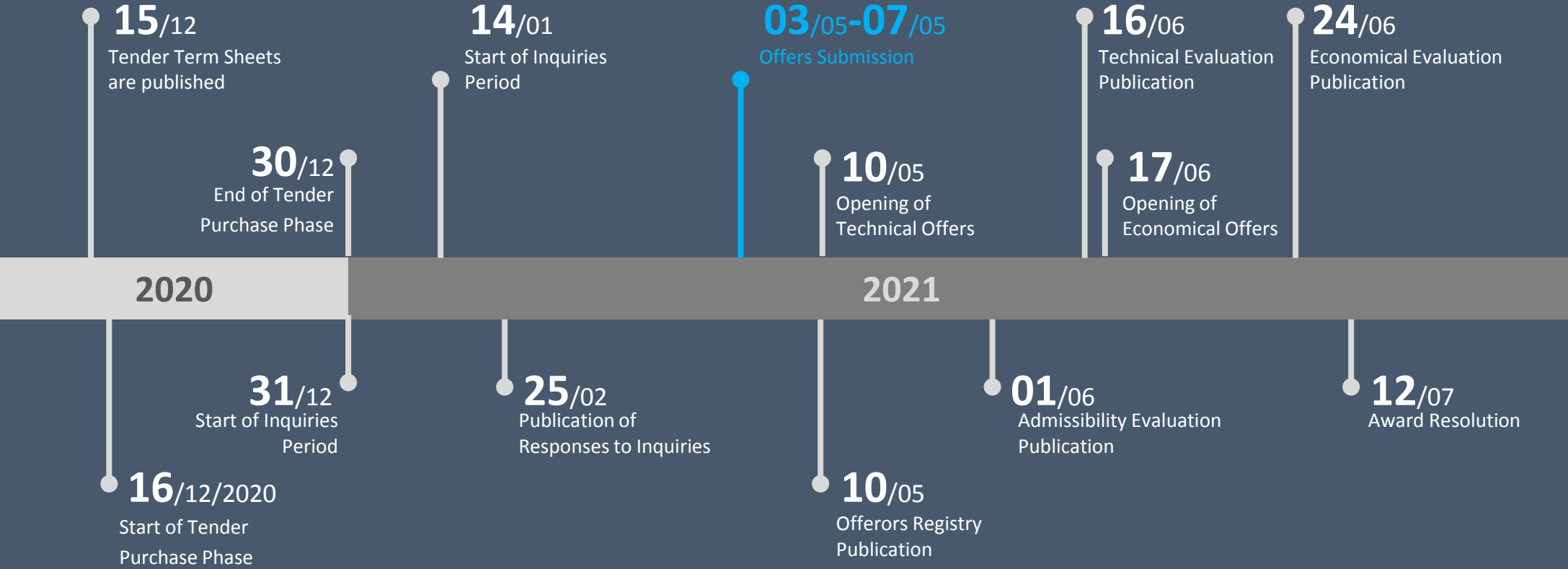
- (PK) Price per km
- (PCT) Price for Additional Depots
- Bus Fleet (N° of buses x Fleet Payment*)
- (CIC) Charging Infrastructure

**Fleet Payment determined by a list of fleet options informed by MTT*

- ✓ Per Passenger Payment is fixed for all service units (not part of the offer)
- ✓ One offeror can bid on all the service units considered in the tender
- ✓ One offeror can be awarded a maximum of 2 service units
- ✓ The best bid is awarded per service unit
- ✓ Passenger transport companies, with urban or interurban operations, can participate in the tender (a higher score will be awarded to companies with experience in urban public transport)

TRANSPORT OPERATION TENDER

TENDER SCHEDULE*



* This Schedule may be modified

The logo for Red Metropolitana de Movilidad, featuring the word "Red" in a large, white, sans-serif font. The letter "R" is stylized with a blue and red horizontal bar above it. Below "Red" is the text "Metropolitana de Movilidad" in a smaller, white, sans-serif font.

Red

Metropolitana de Movilidad

A photograph of three red and white buses parked at a charging station. The buses are connected to charging cables. The station has a modern, open-air design with a metal frame and a dark roof. In the background, there are mountains and a clear sky. The text "TENDER MILESTONES" is overlaid in the center of the image.

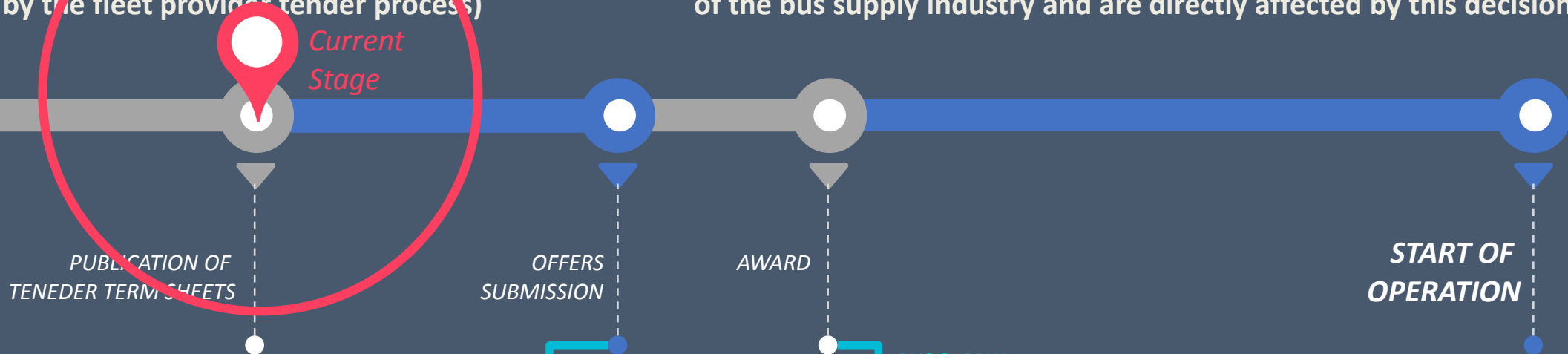
TENDER MILESTONES

TENDER: OFFEROR SELECTS BUS AND ENGINE TECHNOLOGY

- ✓ Operator selects buses from a short list of fleet suppliers (awarded by the fleet provider tender process)
- ✓ This selection remains at the Operators, who have a better knowledge of the bus supply industry and are directly affected by this decision

Bus Operation

Fleet Supply



OCTOBER 14TH, 2020



red

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DTPM