



**Bombardier Transportation:**

**Know your customer**

1st. August 2011

Morten Andersen, Supply Director

**BOMBARDIER**

# Bombardier inc.



## Aerospace

**F10 revenues: US\$9.4 billion**

**Employees: 28,900\***

\* As at January 31, 2010



## Transportation

**F10 revenues: US\$10 billion**

**Employees: 33,800\***

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# Bombardier Transportation

## Facts & Figures



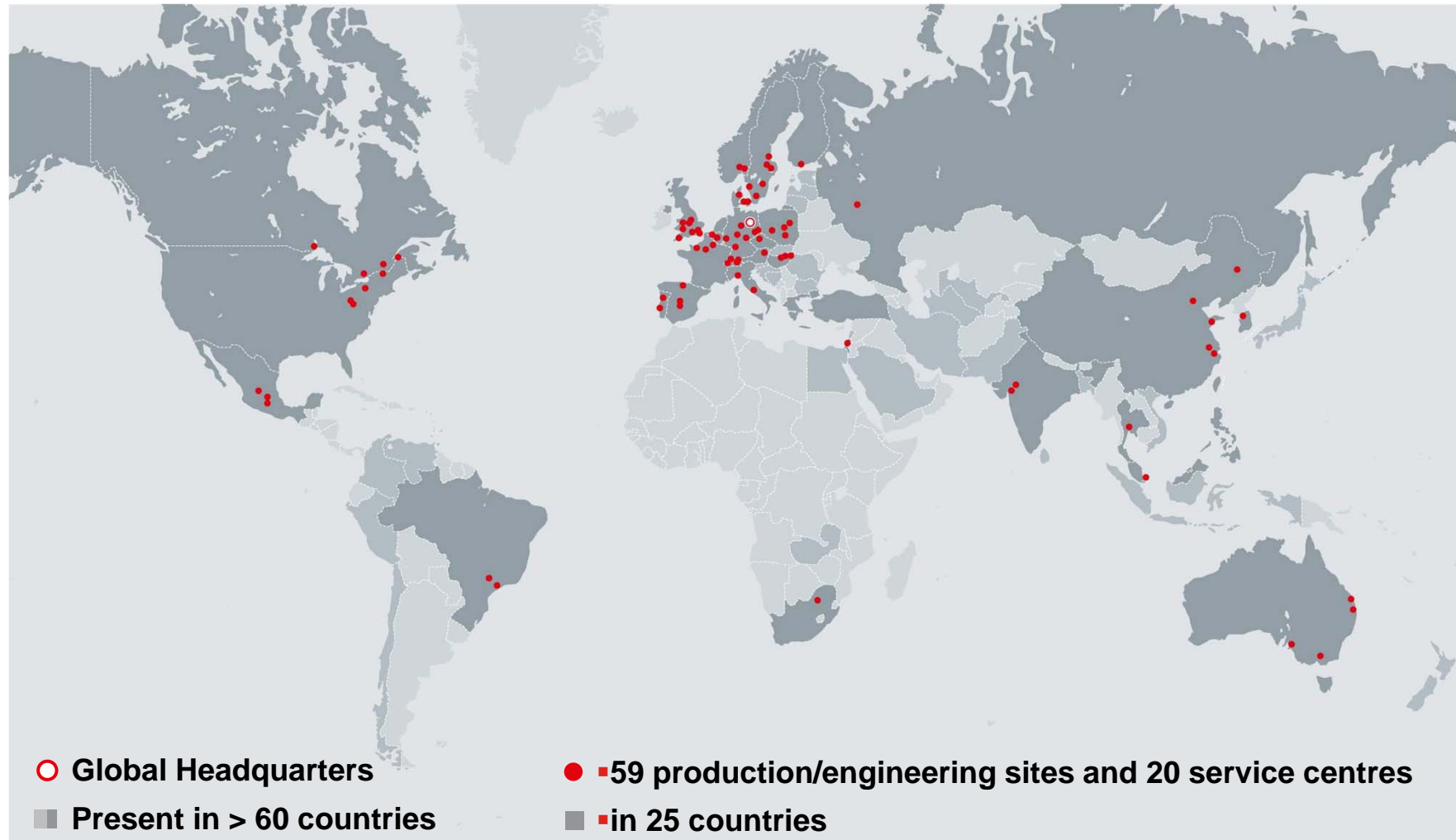
- **Divisions:**
  - Passenger
  - Locomotives and Equipment
  - Services
  - North America
  - Systems
  - RCS
  - Plus Group functions
  
- **Global headquarters in Berlin, Germany**
  
- **Bombardier in Australia reporting to Passengers but has mandate to offer Service/maintenance**

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# Bombardier Transportation

## Global expertise – Local presence

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# Bombardier Transportation Australia (BTA) Sites

- **Head Office**

Dandenong

- **Employees**

Over 500+ permanent  
Plus project staff

**Maryborough**  
Electrical Sub  
assembly and  
installation

**Brisbane**  
Engineering Office  
Service, Spares  
Project Management,  
Product Introduction



**Sydney**  
Pymont Light Rail  
Maintenance Depot



**Perth**  
B Series EMU Fleet  
Maintenance (EDI Rail JV)



**Adelaide**  
TransAdelaide Fleet Maintenance  
TransAdelaide LRVs



**Melbourne**  
Head Office  
Major Factory  
Complex  
Refurb & Repairs  
V/Line Maintenance



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# Projects in Australia



- **50 Flexity Melbourne trams**
  - 33 metres long
  - 64 seated passengers (214 total)
  - First delivery late 2012
  - Option for a further 100 vehicles
- **Maintenance contract**
  - Bombardier responsible for maintenance



- **25kV 3 car EMUs**
  - 22 trains (66 cars) base
  - Option 7 trains
- **Maintenance contract**
  - Bombardier responsible for maintenance

- **Other Contracts**
  - PTA ext. II (JV with EDI)
  - Vlocity fleet
  - Perth Maintenance
  - Adelaide Maintenance
  - Vlocity and Sprinter Maintenance
  - Pymont
  - Gold Coast
  - PTA maintenance
- **Current tenders**
  - QR NG
  - Maintrain maintenance
  - Tasmania locomotives

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# Procurement mission statement

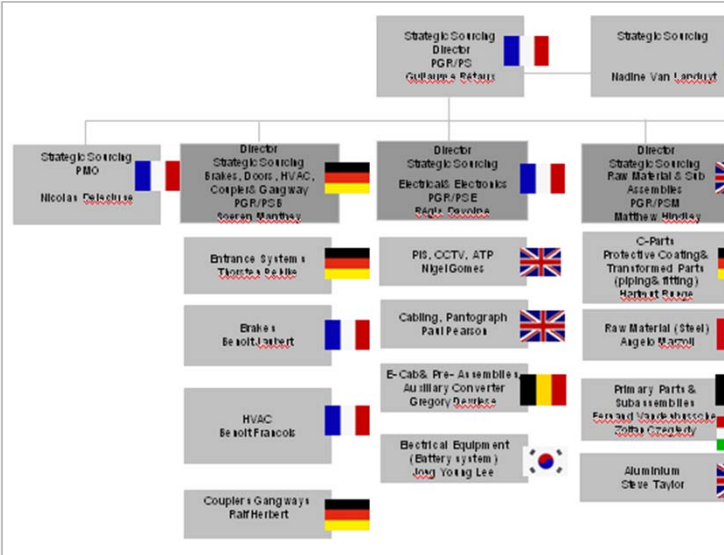
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- Procurement shall be a world leader in the development and implementation of Sourcing Strategies and Supply Chain Management
- Procurement shall negotiate the best terms and conditions for the purchase of quality materials and services to meet Bombardier Transportation and Customer requirements considering the “whole” life cycle of the material, reduce Total Cost of Ownership and ensure timely delivery at the right place



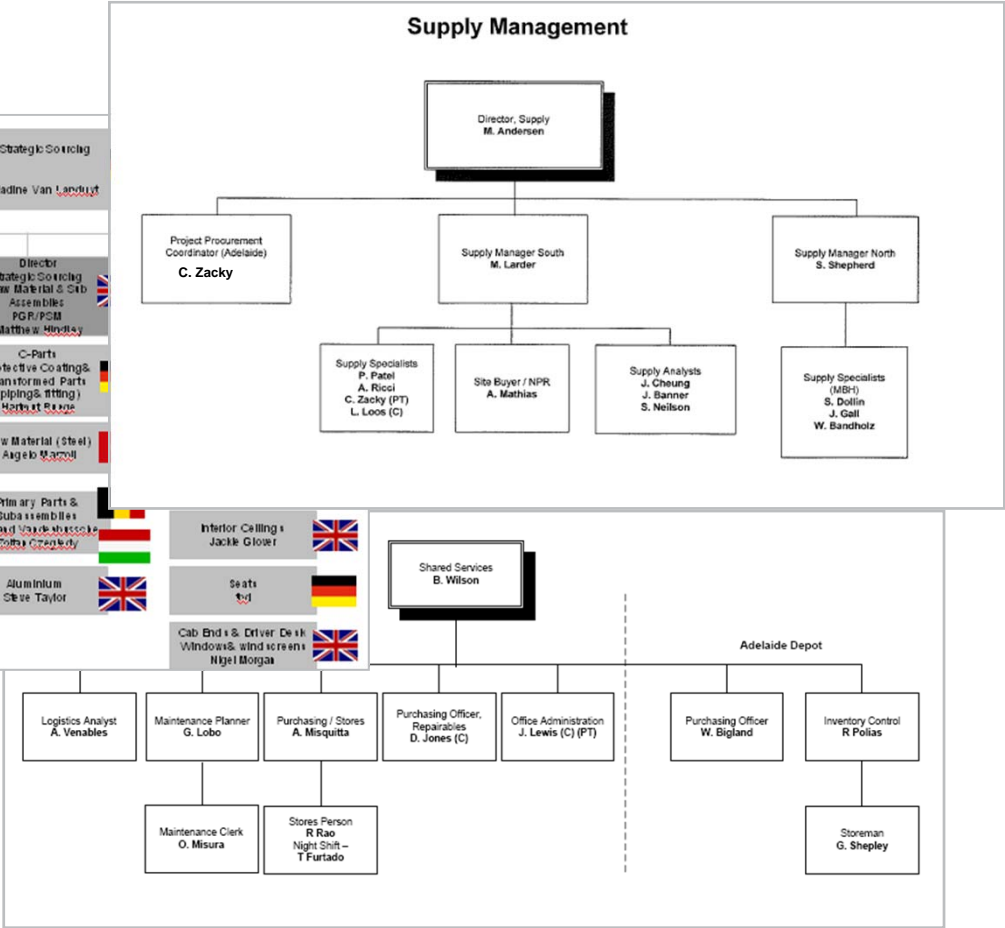
# Local and yet Global procurement teams

- Bombardier Passenger procurement organisation**



- Bombardier Australia Bid procurement and Maintenance procurement/logistics**

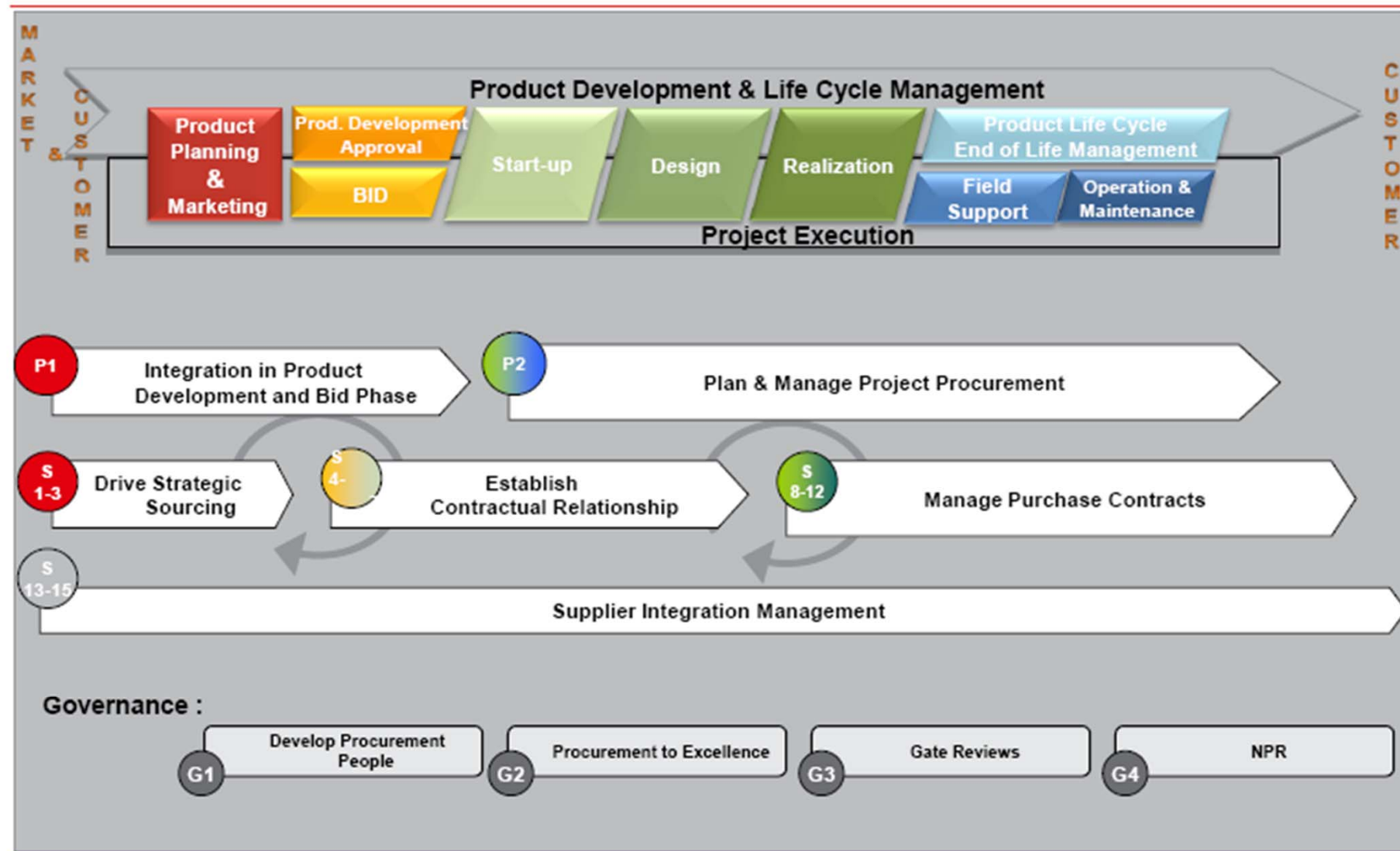
- Bombardier Australia new Build Procurement organisation**



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# Procurement Process Overview

## BTIP Level 2 and Procurement Governance Processes



# Key things to consider when preparing your offer

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- **Why should Bombardier select my product offering?**
  - price, quality, design, delivery schedule, lead-time, local content, product support or all of these?
- **Compliance and project specific requirements**
  - Clause-by-clause statements to all technical and commercial information
  - Alternative offers accepted
  - Each project is different
- **Total Cost of Ownership (“TCO”)**
  - price (into store), risk, life cycle cost, overhauls, spare parts, repairs, exchange rates, reliability, shipping, batches/inventory, payment terms etc. etc.
- **New Suppliers – rail references and accreditation**
  - Initial capability screening done by ICN on Melbourne LRV and Adelaide
  - See ICN website for registration ([www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au))

*“Local Content - the key to a viable manufacturing future”*

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# THANK YOU

## Contact Details:

*George Gasparotto*

**Email:** [ggasparotto@icnvic.org.au](mailto:ggasparotto@icnvic.org.au)

**Tel:** **03 8689 2548**

**Mobile:** **0403 268 502**

**Website:** [www.icnvic.org.au](http://www.icnvic.org.au)

**Major Project Forum:** [www.icnvic.org.au/mpf2011](http://www.icnvic.org.au/mpf2011)



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