Appendix B: Procurement scenarios

Market dialogue, November 2026

Appendix B – Procurement scenarios for discussion with the market

Purpose

Appendix B describes four possible procurement scenarios that Odense Letbane wishes to discuss with the market.

Odense Letbane has not yet made a final decision on how the scope will be divided into packages or how many tenders will be carried out. It has therefore prepared four scenarios considered realistic and relevant to discuss with the market.

The scenarios differ in the number of technical advisors and in how the works are divided into contracts and packages.

In all scenarios, operation and maintenance is assessed separately, the train delivery is one contract, and TS comprises stops, stations, power supply, track bed/rails, overhead contact system and technical systems.

THIS APPENDIX CONTAINS

1 **Scenario overview** Page 3
Overview of the four scenarios: division of technical advisory services, supplies and works contracts.

2 **Scenarios 1 and 2** Page 4
Detailed division into contracts and packages.

3 **Scenarios 3 and 4** Page 5
Detailed division into contracts and packages.

Scenario overview – division into categories of technical advisory services, supplies and works contracts

SCENARIO 1

One advisor and 2 works contracts (TS and building/civil works)

TECHNICAL ADVISORY SERVICES

One full-service technical advisor carries out the design

WORKS CONTRACTS

Divided into two contracts: 1) TS incl. systems and workshop and 2) Building/civil works

SCENARIO 2

One advisor, one TS package and 4-5 works contracts

TECHNICAL ADVISORY SERVICES

One full-service technical advisor carries out the design

WORKS CONTRACTS

Divided into one TS contract and 4-5 contracts for other works

SCENARIO 3

One advisor, one TS contract and 10 works contracts

TECHNICAL ADVISORY SERVICES

One full-service technical advisor carries out the design

WORKS CONTRACTS

Divided into one TS contract incl. systems and 10 contracts for other works

SCENARIO 4

Two advisors, one TS contract and 10 works contracts

TECHNICAL ADVISORY SERVICES

Technical advisory services divided into two contracts

WORKS CONTRACTS

Divided into one TS contract + 10 contracts for other works

COMMON TO ALL SCENARIOS

Operation & maintenance
Separate decision, handled independently and decided in parallel

Trains
In one contract in all scenarios

TS
Comprises stops, stations, power supply, track bed/rails, overhead contact system and technical systems.

Scenarios 1 and 2 – division into packages

SCENARIO 1

One advisor and 2 works contracts

TECHNICAL ADVISORY SERVICES

One full-service technical advisor carries out the design

WORKS CONTRACTS

Divided into two contracts: 1) TS incl. systems and workshop and 2) Preparatory and finishing works

Package 1	TS, technical systems, platforms, power supply and technical systems, workshop (building + civil works)
Package 2	Strengthening of bridge(s), new bridge, site clearance works, road and junction reconstruction, public space works, traffic marking/road marking/signage, minor finishing and miscellaneous works

SCENARIO 2

One advisor, one TS package and 4-5 works contracts

TECHNICAL ADVISORY SERVICES

One full-service technical advisor carries out the design

WORKS CONTRACTS

Divided into one TS contract and 4-5 separate works contracts for other works

Package 1	TS – same as scenario 1, possibly with the workshop as a separate package (only building works carved out)
Package 2	Site clearance works in one package (framework agreement)
Package 3	Bridge works in one package
Package 4	Road and junction reconstruction + public space works in one package
Package 5	Minor finishing and miscellaneous works (framework agreement)

Scenarios 3 and 4 – division into packages

SCENARIO 3

One advisor, one TS contract and 10 works contracts

TECHNICAL ADVISORY SERVICES

One full-service technical advisor

WORKS CONTRACTS

Divided into one TS contract incl. systems and 10 contracts for other works

Package 2	Site clearance works in one package (framework agreement)
Package 3	Bridge works in two packages
3a	Strengthening of the Ejbygade bridge
3b	New bridge over Odense Å/Kertemindevej
Package 4	Road and junction reconstruction
Package 5	Minor finishing and miscellaneous works (framework agreement)
Package 6	Asphalt paving and wearing course
Package 7	Public space works in four packages
7a	Sukkerkogeriet, Dronningensgade, Vestre Stationsvej
7b	Østerbæksvej, Deleurans Plads, Vor Frelser Kirkeplads
7c	Granparken
7d	Seden station and parking

SCENARIO 4

Two advisors, one TS contract and 10 works contracts

TECHNICAL ADVISORY SERVICES

Technical advisory services divided into two contracts (split advisory)

WORKS CONTRACTS

Divided into one TS contract + 10 works contracts

Works packages divided as in scenario 3.