



Ministerie van Binnenlandse Zaken en
Koninkrijksrelaties

Logistics Hub

Lessons from the unique tender

19 september 2023

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Agenda

1. What is the logistics hub the Hague
2. process: facts and figures
3. Unique Tender
4. The challenges
5. What has it achieved ?



Tender & process



What is a logistic hub





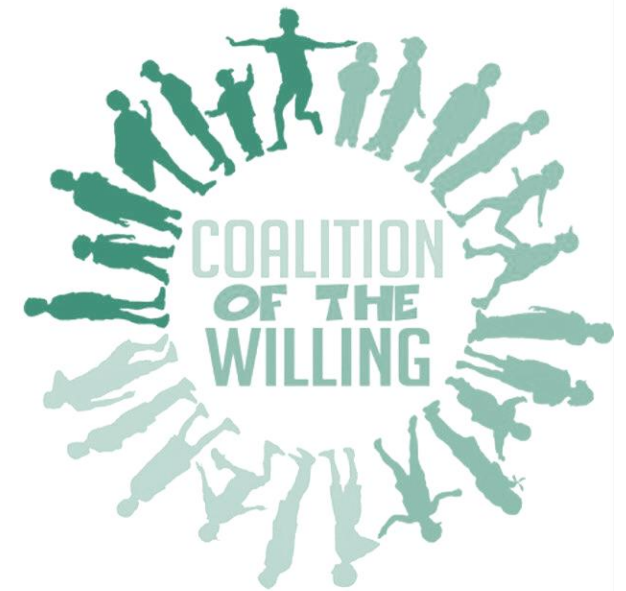
Together with:



Rijksoverheid



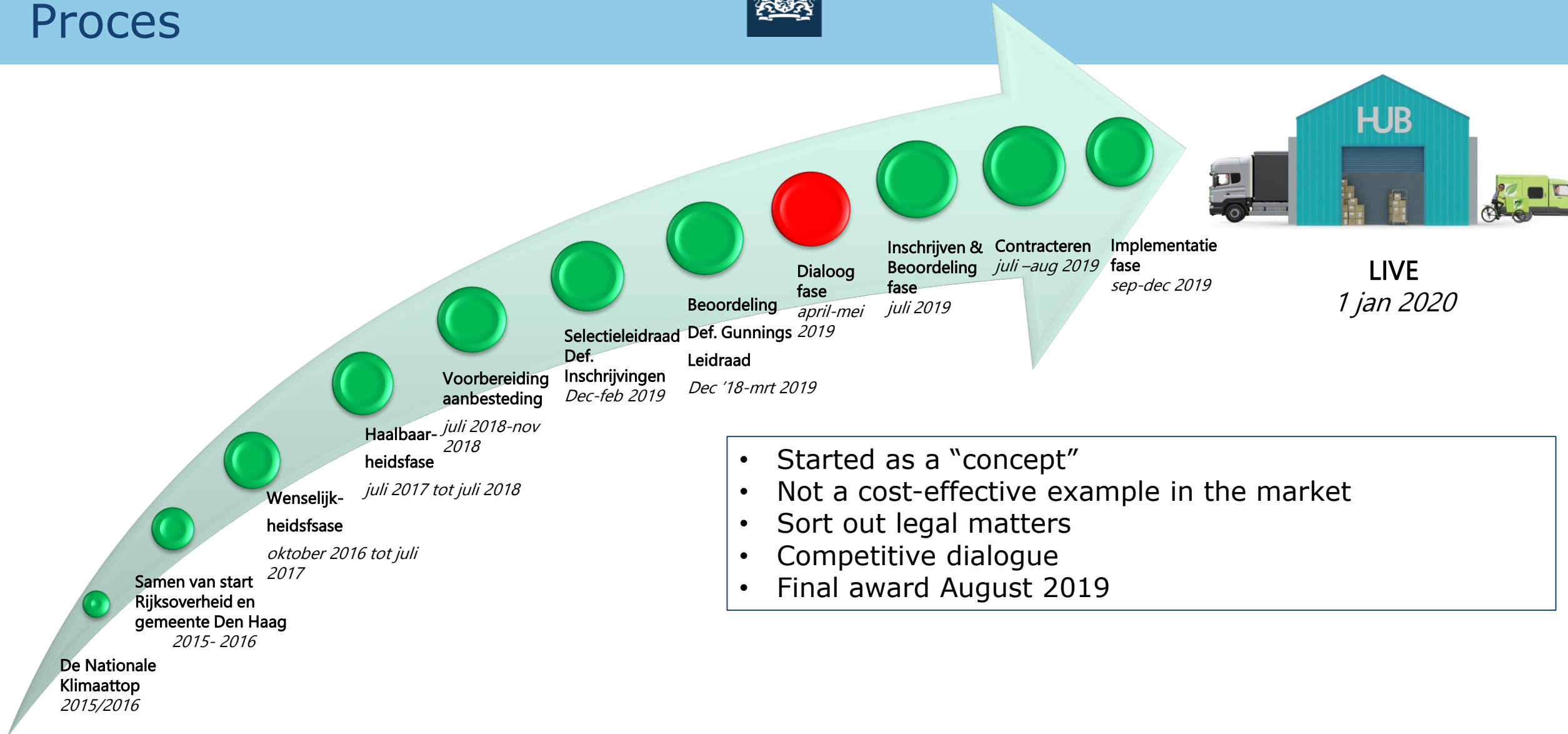
Den Haag



Gestart bij: BZK|DGOO, UBR
Uitvoering: Categorie Logistics

Private parties like:
Shell, TNO, CAK,
VNO-NCW

Proces



LIVE
1 jan 2020

- Started as a “concept”
- Not a cost-effective example in the market
- Sort out legal matters
- Competitive dialogue
- Final award August 2019

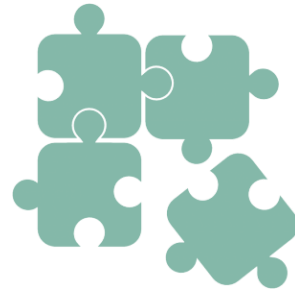
Feiten en cijfers



2016-2020



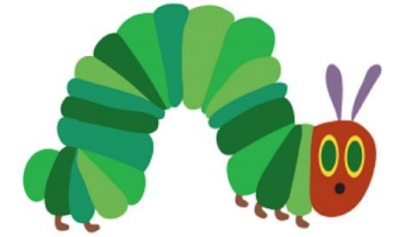
25 projectmembers
and 9 interns



91 products
examined
(16 remains)



20 possible
participants
(5 remains)



Financially,
ecologically and
socially sustainable



71 locations
in tender



TOP SECRET
participant



Market meeting:
85 possible
suppliers.
40 suppliers in
scope



6000 comments
from lawyers
in 4 years



11 stakeholders
7 categoriemanagers



Unique Tender

1. Various participating organizations (national government, municipality and private)
2. An unknown service
3. Room in the tender for efficiency and innovations
4. KPI Carbon Footprint (new)
5. Launching customer role

Therefore a competitive dialogue!



Challenges

Purchasing process:

- Unknownness of 'special partnership' among the purchasing team
- Not everything was known in advance on all topics
- More than 100 requirements

For the tenderer:

- No 'guarantee' on the volume.
- Unknown market of the contracted suppliers.
- Space for 'new ideas'

Participating organizations:

- Unfamiliarity with the hub concept (convince employees)
- Complex collaboration with other purchasing categories



what has the competitive dialogue achieved?

Client:

- Adjustment and elimination of a number of requirements
- Use insights from the product suppliers at the start of the service provision
- The collaboration started with Tenderers, taking it up as a partnership
- Room for experimentation in services (example: citrus peels)
- Start in phases, a build-up phase before rolling out the services
- Zero measurement in the first year of services (KPI Carbon Footprint)

Contractor:

- More insight into the final request / opportunity for questions / discussion
- Jointly determine what the 'definitive' scope will be
- Timely additions and other changes for NvI
- The periodic submission of any questions for NvI will no longer be necessary

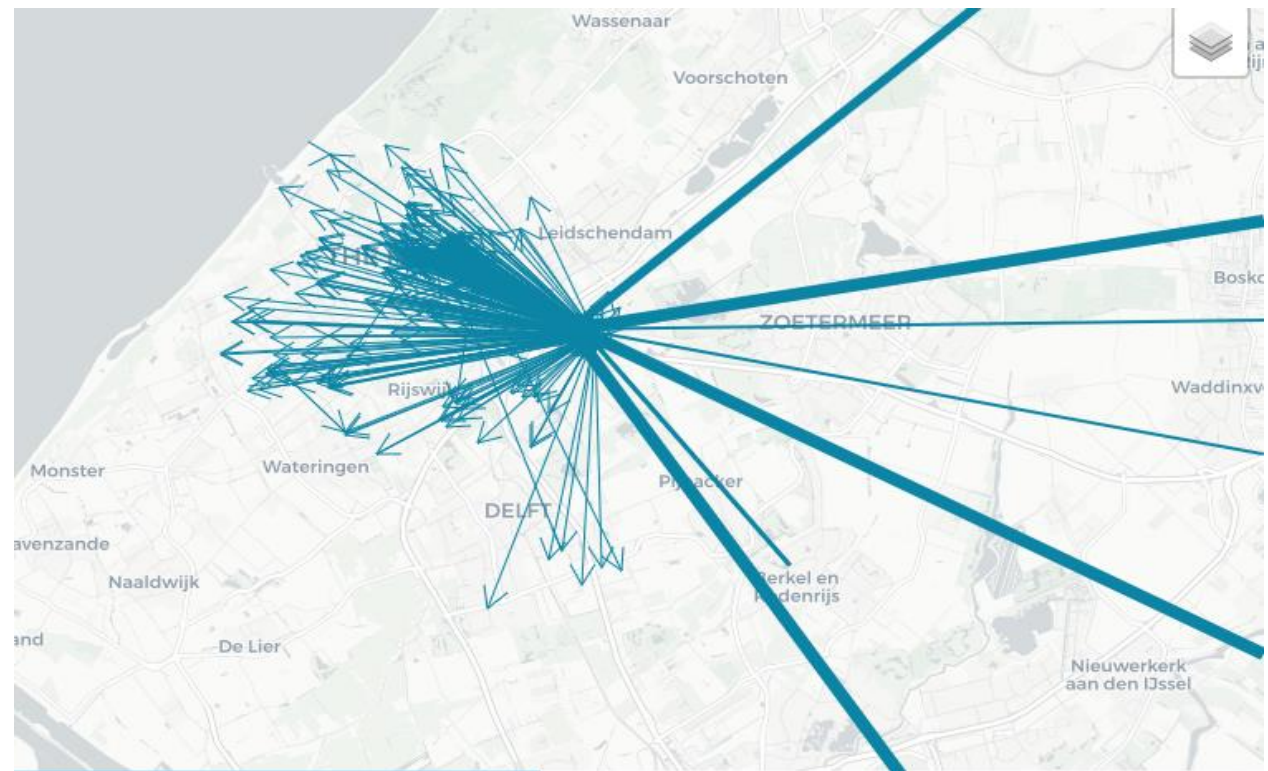
The results





From.....

To.....



Performance Logistic Hub



Suppliers in

Suppliers out

2020
19#

2020
3#

2021
30#

2021
16#

2022
37#

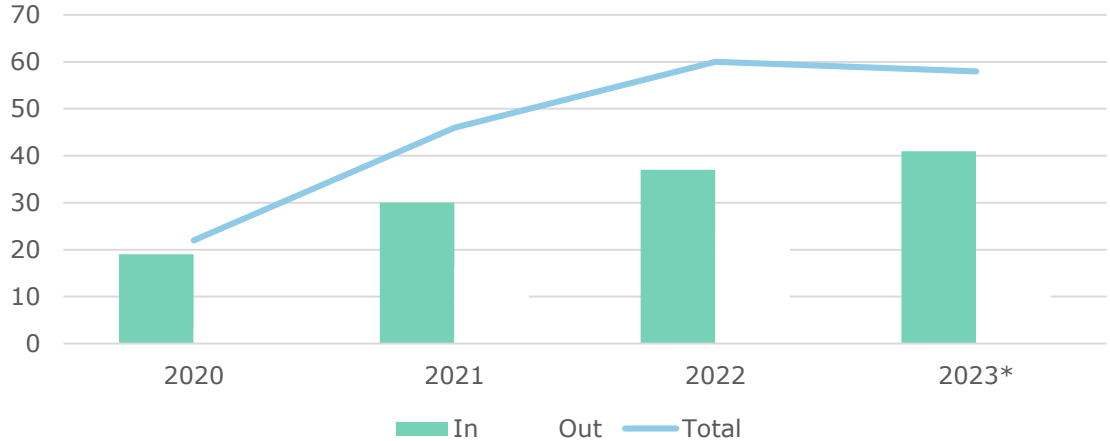
2022
23#

2023*
41#

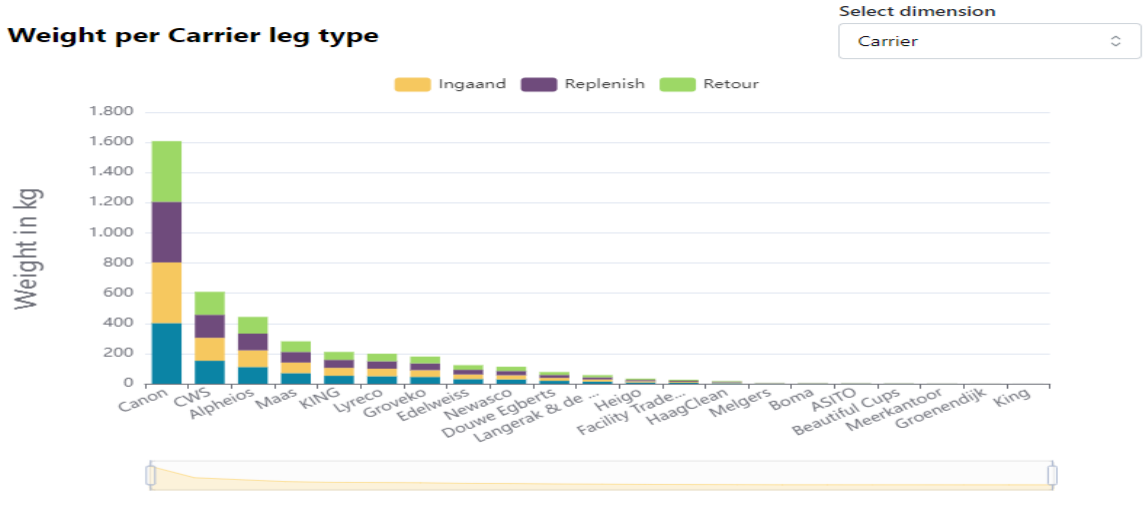
2023*
17#



Locations per year



Weight per Carrier leg type



* Periode 1 januari t/m 30 juni 2023

Performance Logistic Hub



Locations in

Locations out

2020
98#

2020
1#

2021
152#

2021
6#

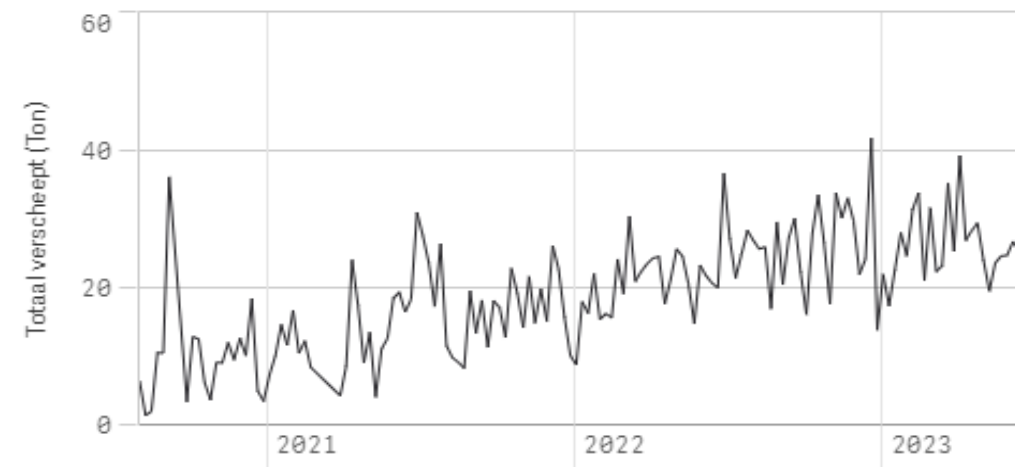
2022
161#

2022
4#

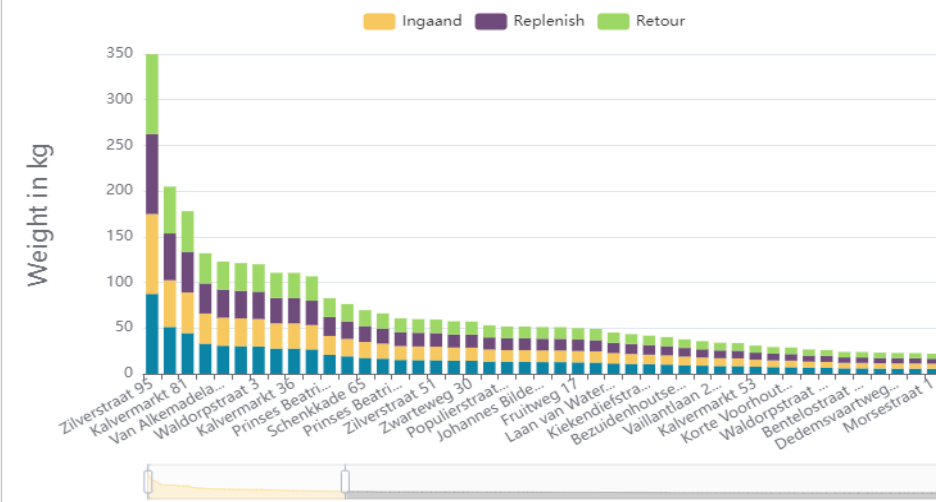
2023*
153#

2023*
1#

Hoeveelheid locaties over Week/Year



Weight per Address leg type



* Periode 1 januari t/m 30 juni 2023

Performance Logistic Hub



Tonage in

2020
193,6 ton

2021
673,5 ton

2022
1.060 ton

2023*
597,3 ton

Tonage out

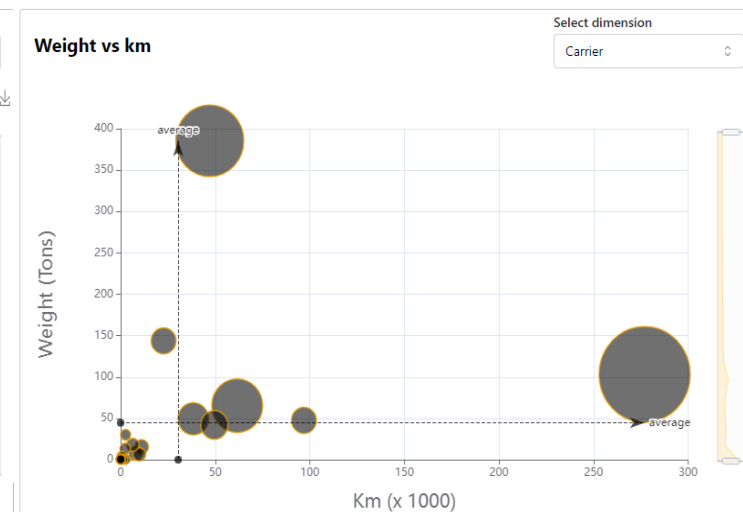
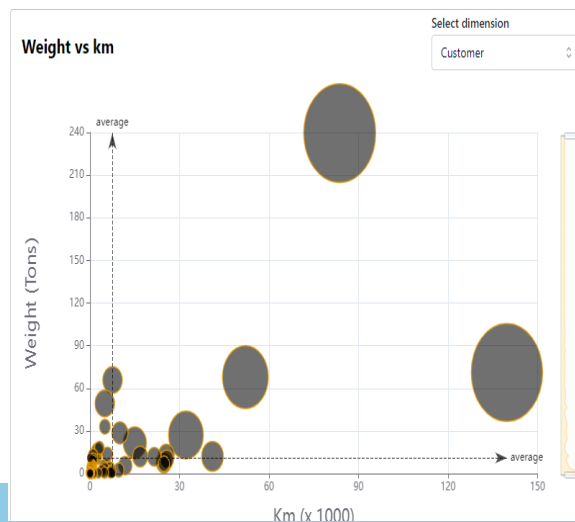
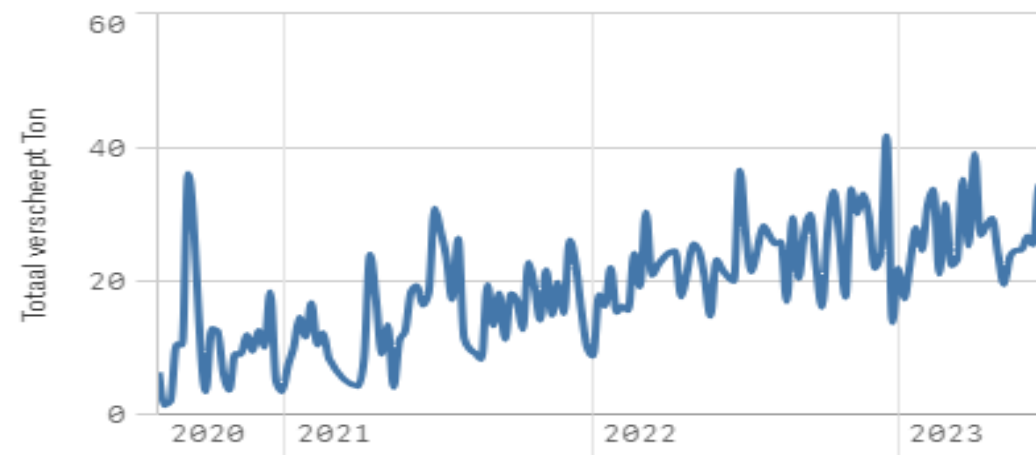
2020
2,49 ton

2021
74,68 ton

2022
162,8 ton

2023*
193,8 ton

Hoeveelheid ton over Week/Year

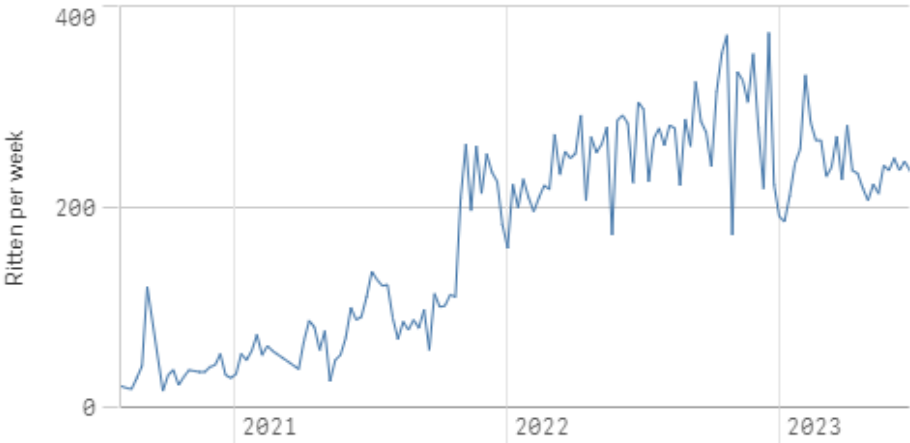


* Periode 1 januari t/m 30 juni 2023

Performance Logistic Hub



Transport: trips per week over Week/Year



Shipments in **Shipments out**

2020
695# 2020
46#

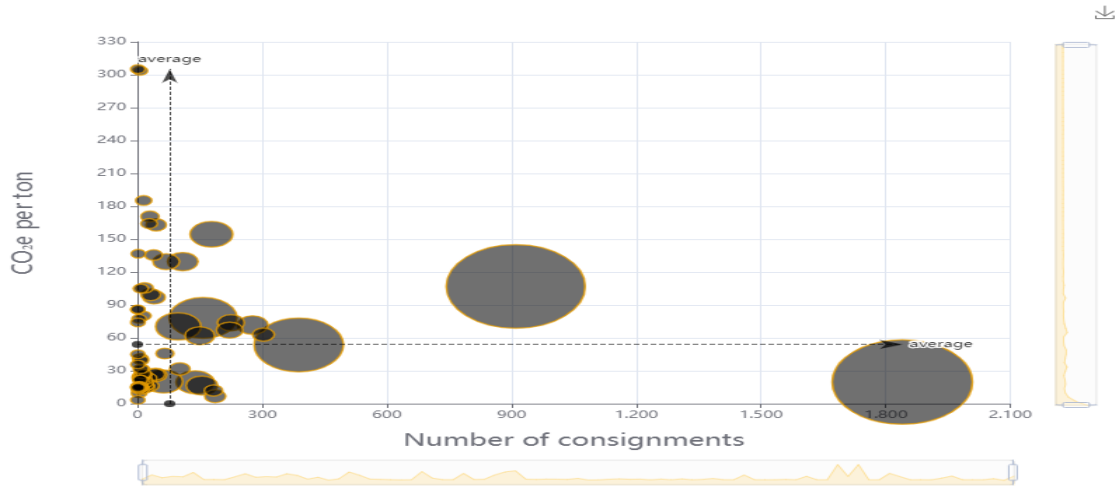
2021
3.872# 2021
1.301#

2022
8.852# 2022
4.835#

2023*
4.585# 2023*
1.691#



CO₂e per ton vs number of consignments



* Periode 1 januari t/m 30 juni 2023

Performance Logistic Hub



Driven km in Driven km out

2020
4.838 km

2020
42 km

2021
22.105 km

2021
2.904 km

2022
23.057 km

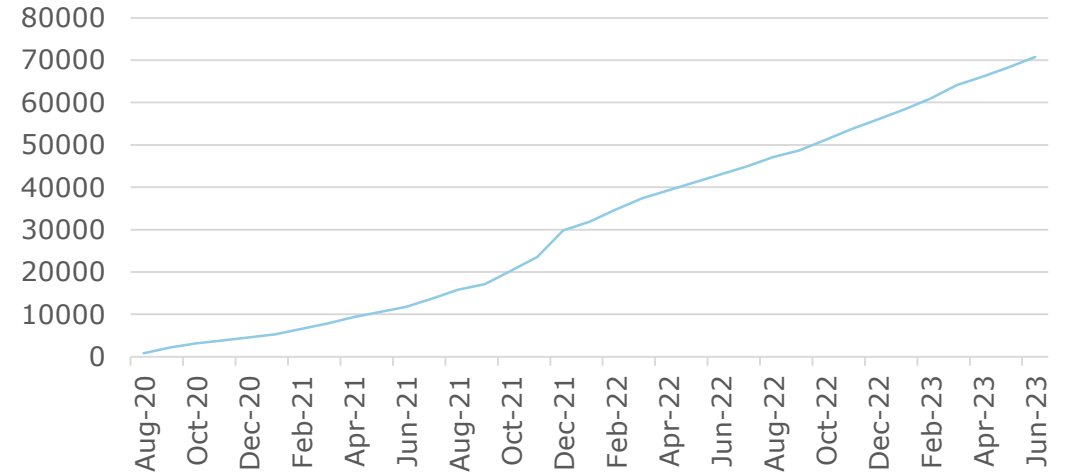
2022
3.123 km

2023*
12.984 km

2023*
1.727 km



Transport: Driven km



Transport: trips per week over Week/Year



* Periode 1 januari t/m 30 juni 2023

Performance Logistic Hub



Co2 savings in

Co2 savings out



2020
1.530 kg

2020
13,53 kg

2021
7.070 kg

2021
929,4 kg

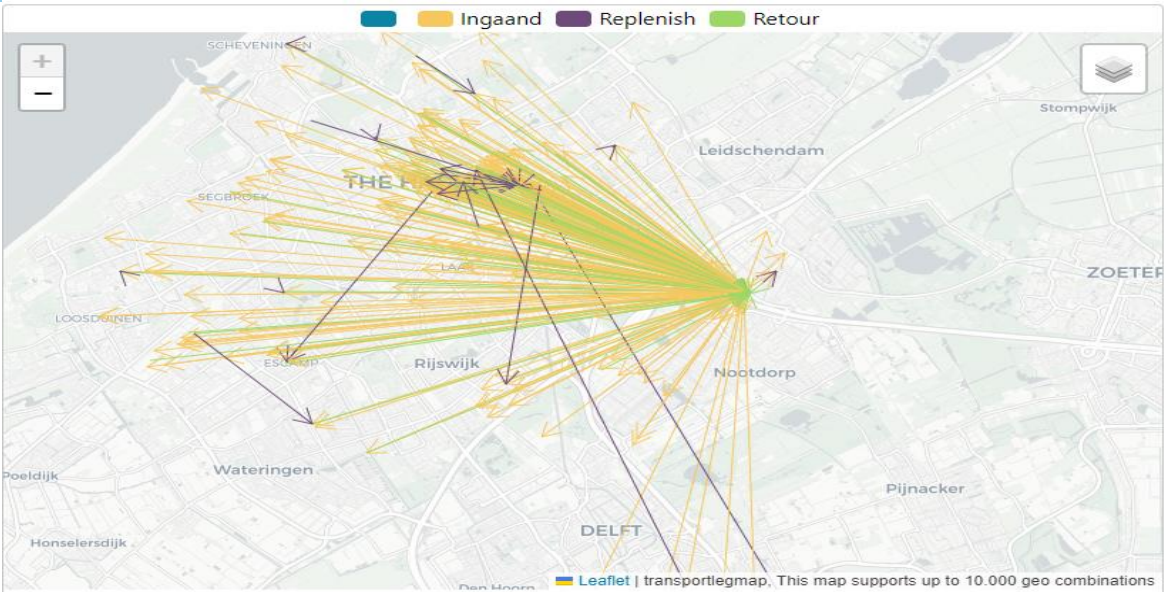
2022
7.380 kg

2022
999,2 kg

2023*
4.160 kg

2023*
552,6 kg

Disclaimer: Performance based on the difference between electric driven last/first mile and diesel driven last/first mile – not included the km from warehouse supplier to customer



* Periode 1 januari t/m 30 juni 2023



Kan jeg realisere en logistik-HUB for København?

Peter van Boven