

Procurement management



Rolling-stock procurement, a process which involves preparing tender documents, evaluating bids and conducting negotiations, is complex and absorbs time and resources. PROSE can either assume responsibility for your procurement project or bolster your existing team. In either case, you benefit from our specialised procurement management expertise. In close cooperation with our customer, we develop a customised procurement strategy and use professional project planning tools to coordinate the entire procurement process.

- Tender preparation
- Bid evaluation
- Negotiations support

Contact us



Tender preparation

PROSE first transforms individual customer needs into specific technical requirements. Our experts then prepare the corresponding tender documents based on the agreed specifications and in consideration of all relevant and current regulations and standards.

Bid evaluation

PROSE is not tied to any third-party, which means you can trust us to deliver a neutral evaluation of the tenders you receive based on the requirements specification. We list all results in assessment matrices and evaluate them from both technical and commercial viewpoints. In doing so, we use professional tools that allow the implementation of sensitivity analyses. We use this as a basis to suggest the most appropriate supplier. Our professionals present our choice in the form of a graphical visualisation and explain it in detail in an accompanying report that elucidates the various assessment criteria. PROSE then presents a synthesis of the bid evaluation results. This gives you a solid and clear basis for your procurement decision. We can also provide additional assistance in documenting your administrative work or by providing a second opinion.

Negotiations support

PROSE supports you in the process of converting the tender specification into a requirements specification. We can manage the technical negotiations that establish the detailed characteristics of the rolling stock and adapt the procurement contract accordingly. As your neutral partner, we can also coordinate the whole procurement process and provide administrative and documentation support. In addition, we can assist you also in manufacturing supervision, quality inspections and homologation tests and throughout the homologation process.