



”The introduction of competition whitin Gotland maritime services”

- How do you revive a dead tender?

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RIKSTRAFIKEN

Supply of maritime transport service should be:

- ensured
- economically efficient
 - content
 - compensation
- sustainable

The service should also:

- safeguard market forces
- encourage regional influence & responsibility

Maritime transport service by using ...

Competition *within* the market

Alternative 1: free market

Competition *about* the market

Alternative 2a: Improvements of the tender

Alternative 2b: Public Private Partnership

Alternative 2c: Two separate deals: ship & operation

Public operation

Alternative 3: State-owned ships and operation

Competition
within the
market

Competition *about* the market

Public
operation

Alternative	1	2a	2b	2c	3
Ensured service	?	+	+	+	+
Effective content	-	+	+	+	+
Effective compensation					
Sustainability					
Safeguard market forces					
Encourage regional influence					

Cirumstances that inhibit competition

- The advantages of the current operator
- The complexity of the tender
- The ship barrier
- Market structure

Alternatives	Competition <i>within</i> the market	Competition <i>about</i> the market			Public operation
	1	2a	2b	2c	3
Ensured service	?	+	+	+	+
Effective content	-	+	+	+	+
Effective compensation		-	+	+	+
Sustainability	-	-	-	+	+
Safeguard market forces				+	-
Encourage regional influence				+	

Alternative 2c

Separate deals: ship & operation

Stage one Ship

- A service concession contract is granted after a competitive tender

Stage two Operation

- A service concession contract is granted after a competitive tender



Thank you for your attention!