



TRAFIKVERKET



# Key-note

Perspectives and learnings:

- Our mission and strategic management
- The great challenge
- Business objectives
- Market overview
- Business models



# Perspective our mission and strategic management

## Förordningen 2010:185 med instruktion för Trafikverket

1 §: Trafikverket ska med utgångspunkt i ett trafikslagsövergripande perspektiv ansvara för den långsiktiga infrastrukturplaneringen för vägtrafik, järnvägstrafik, sjöfart och luftfart samt för byggande och drift av statliga vägar och järnvägar. Trafikverket får även, efter överenskommelse med Sjöfartsverket, ansvara för genomförandet av infrastrukturprojekt i farleder, slussar och kanaler.

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Trafikverket ska verka för att de transportpolitiska målen uppnås. Förordning (2019:574) (funktions och hänsynsmål)

2 § 10: Trafikverket ska i sin roll som beställare särskilt verka för att produktivitet, innovation och effektivitet på marknaderna för investeringar, drift och underhåll ökar.



## Governance model





# Learning

The market and our business strategies should be a part of the governance model and have top-managements full attention



# Perspective "The great challenges"



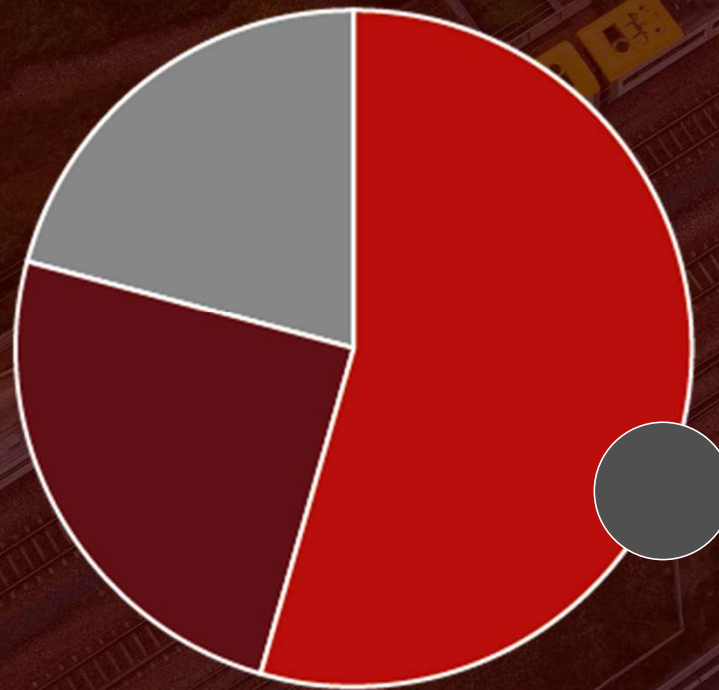
# 799 miljarder

Operation and maintenance  
rail (+24%)

**165**  
mdr kr

Operation and maintenance  
väg (+13%)

**197**  
mdr kr



Development (+23%)

**437**  
mdr kr

+ 82 mdr kr  
från congestion tax,  
loanes, charges and  
different co-financing.



# Learning

There is a competition between clients and there is a lack of market capacity and competence. There are several markets within the market as a whole, with different preconditions.



# Perspective strategic business objectives

**Trafikverket – suppliers first choice**

**Attractive for those who are  
attractive for us**



Trafikverket are dependent on the market

### Being first choice

- We get access to the market capacity and the best suppliers
- We stimulate market growth and competence development
- We will have competition
- We will have arenas for innovations and effectiveness
- We will have motivated suppliers that focus on our need

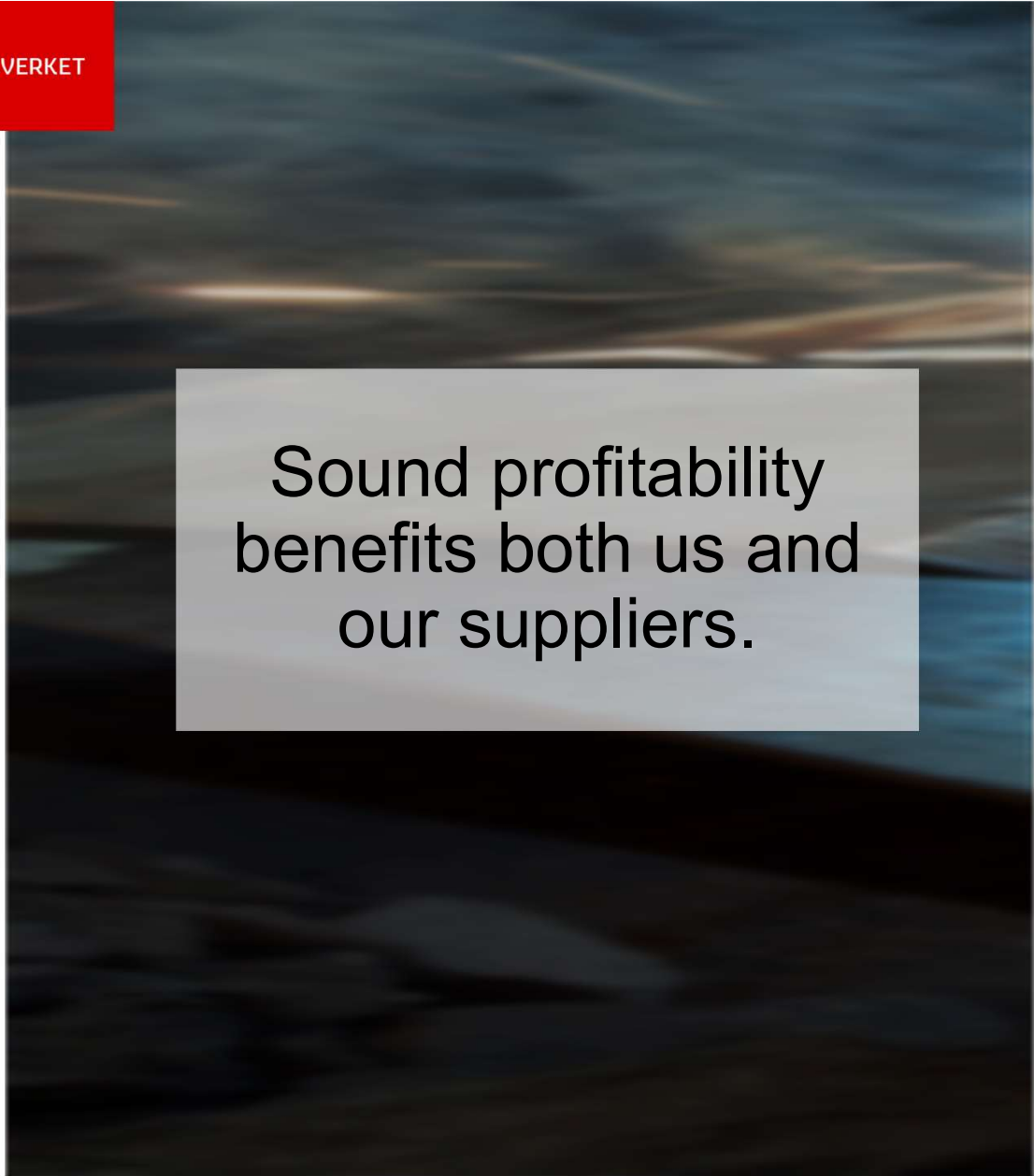


## Suppliers feedback - obstacles

- Profitability to low
- Complicated to work with
- To many conflicts
- High risks and risks "pushed" towards the supplier
- Administration and documentation
- Decisions - take to long

Sound profitability in Trafikverket projects supports:

- Quality in deliveries
- Client focus
- Competition between suppliers
- Attractive branch of industry, market and competence development
- Cooperation
- Healthy working environment



Sound profitability  
benefits both us and  
our suppliers.



# Learning

There is a mutual dependency between us and our suppliers. Our need and the incentives on the market should both be met. We have a lot of mutual drivers, such as development. Cost reduction at the same time as profitability. From counterpart to business partner.





# Perspective the market

[Inköpsvolym per delmarknad - Bransch \(trafikverket.se\)](https://trafikverket.se)



# Learning

We need to attract the international market and we need companies to scale up. About the same suppliers are on the top-list from year to year. There are too few suppliers in some segments.



## Perspective business models

- The market and our business strategies should be a part of the governance model and have top-managements full attention
- There is a competition between clients and there is a lack of market capacity and competence. There are several markets within the market as a whole, with different preconditions.
- There is a mutual dependency between us and our suppliers. Our need and the incentives on the market should both be met. We have a lot of mutual drivers, such as development. Cost reduction at the same time as profitability. From counterpart to business partner.
- We need to attract the international market and we need companies to scale-up. About the same suppliers are on the top-list from year to year. There are too few suppliers in some segments.