

Guidance for the Waka Kotahi Market Sounding Questionnaire completion

Updated 21 March 2024

Question Set

Question 1 - Please state your full organisation name.

Question 2 - Please state your Registered Number (NZBN or national alternative).

Question 3 - Please state your Headquarters Main Trading Address (including post code):

- Address 1
- Address 2
- City/Town
- State/Province
- ZIP/Postal Code
- Country

Question 4 - Please provide the below details:

- Name
- Role / Position
- Email Address
- Phone Number

Question 5 - What is the total number of employees within your organisation?

- Sole trader
- 1 – 5 employees
- 6 – 19 employees
- 20 – 49 employees
- 50 – 100 employees
- 100 – 250 employees
- 250 – 500 employees
- 500+ employees

Question 6 – Please indicate your service capabilities from the below.

(Please select the most applicable option(s) and expand if required in the 'Other' field)

Service Capability Breakdown Descriptions:

Category	Sub-Categories	Descriptions
Maintenance & Operation (M&O)	Pavement Structural Maintenance	<ul style="list-style-type: none"> • Stabilisation repairs • Dig out repairs with geofabric (possible subsoil and geogrid installation) • AC20 mill and fill pavement repairs
Maintenance & Operation (M&O)	Drainage Maintenance	<ul style="list-style-type: none"> • Clearance of shoulder including high lip removal • Regrading of surface water channels and side drains (including on private land) • Flushing of subsoil drainage • Cleaning of inlets and outlets of culverts (5m either side) • Flushing of culverts and sumps including clearing of silt traps/mud tanks • Minor kerb and channel repairs e.g. cement grouting • Fish ladder maintenance/replacement. • Koi dam management • Enviropod or other similar filter system maintenance/replacement • Regrading of stream beds
Maintenance & Operation (M&O)	Traffic Services	<ul style="list-style-type: none"> • Traffic light maintenance • Traffic light/counter loop replacement • ISZ/RIAWS, driver feedback and early warning digital sign maintenance • Large and small sign maintenance e.g. cleaning of signs or replacement of damaged panels from large signs, pole replacement from strikes etc. • Gantry sign pole inspection including torque check on shear bolts. • Traffic island block maintenance e.g. cycle way separation • Strike bollard and other permeant delineator replacements. • Ramp metering equipment. • Mobile VMS maintenance
Maintenance & Operation (M&O)	Bitumen/ Emulsion Stabilised Pavements	Provides labour and specialist equipment to stabilise pavement through foamed bitumen stabilisation.

Maintenance & Operation (M&O)	Cement Stabilised Pavements	Provides labour and specialist equipment to stabilise pavement through the addition of lime and/ or cement.
Maintenance & Operation (M&O)	Carriageway Lighting	<ul style="list-style-type: none"> • LED light replacement • Condition inspection of poles (including base) • Torque check of shear bases • Light pole replacement following strike
Maintenance & Operation (M&O)	Line Marking	<ul style="list-style-type: none"> • CAP and HAP replacement i.e. splatter pattern, multidot and other structural high-performance marking. • Annual remark to reflect specifications. • ATP replacement • Toursit arrow and other bespoke design remark • Cycleway remark
Maintenance & Operation (M&O)	Vegetation Control	<ul style="list-style-type: none"> • Type 3 and 4 mowing • Type 7 vegetation management (and weeding) • Noxious plant management (pest flora removal) • Wilding pine removal • Spraying (pesticide) of edge of seal, culvert inlet/outlets, edge marker posts, structures e.g. retaining walls. • Hazardous tree removal • Artificial wetland management from new capital projects e.g. P2P
Maintenance & Operation (M&O)	Pavement Sealing/ Surfacing	<ul style="list-style-type: none"> • Pothole repairs • BRP patch installation • Shove repairs. • Edgebreak / low shoulder repairs • Iso-crack sealing • Scabbing (chip loss) repairs • Fabric sealing • Slurry rut fill • Bleeding/flushing repairs (water cutting or hot chip spreading) • Texturising e.g. scabbling, groove cutting (AC) • Slurry crack filling (AC) • Bandage sealing (AC) • Rejuvenation sealing (AC) • Mill and fill DG10/AC14 (AC surfacing) • Provides TAS, structural AC, OGPA, SMA's etc.

Maintenance & Operation (M&O)	Amenity/ Safety Maintenance	<ul style="list-style-type: none"> • Guardrail, wire rope barrier and other road safety equipment inspection, maintenance and replacement from strike. • Weigh station facility maintenance. • Rest area maintenance and management (including furniture) • Cycle/footpath maintenance
Maintenance & Operation (M&O)	Traffic Management	Planning & delivery temporary traffic management by competent providers through the application of the NZ Guide TTM.
Maintenance & Operation (M&O)	Heading Environmental Maintenance & Renewals	<p>Winter maintenance activities including</p> <ul style="list-style-type: none"> • CMA dispersal and ice gritting placement and removal • Minor slip and rock fall clearing (incident response) • Rock scaling (programmed works) • Catch fence maintenance and replacement. • Environmental instrumentation maintenance and renewal e.g., road temperature sensors, geotechnical monitoring equipment, weather stations, piezometers, Horizontal drains (for landslide dewatering)
Professional Services	Network Management	Includes asset, journey and safety management, network controls including corridor access for 3rd parties, planning in corridor protection and environmental management.
Professional Services	Geotechnical and River Engineering	Provide engineering advice on a day-to-day basis responding to network needs particularly in response to climatic and earthquake events.
Professional Services	Safety Engineering	Investigating and reporting on emerging safety issues and contributing to programme development.
Professional Services	Design	Design of pavement renewals, minor works including safety improvements.
Commodity Supply	Asphalt Supply	Location of asphalt, OGPA/SMA mixes & production capacity.
Commodity Supply	Bitumen Supply	Location and storage & supply capacity.
Commodity Supply	Aggregates Supply	Location and source of aggregates used in chip sealing.
Commodity Supply	Rock Supply	Location and production of rock for network protection.
Commodity Supply	Gravel Supply	Location and source of gravels and aggregates used for basecourse and subbase road construction.
Capital	Safety Retrofit Improvements	Safety retrofit improvements of existing corridors and intersections such as construction of roundabouts, minor intersection improvements, barrier installation.

Capital	Resilience	Works targeting vulnerable sections of the network to improve resilience to weather or other events such as slip repairs, construction of retaining walls, road widening, earthworks and embankment stabilizing and possible minor realignments. This could include pavement overlays.
Capital	Rehabilitation/ Pavement Treatment	<ul style="list-style-type: none"> • Removal and replacement of the existing pavement material • Rip and relay. • Chemical Stabilisation • Unbound granular overlays not exceeding 70mm high spots. • Treatments involving ripping and/ or reshaping, including stabilisation of the existing pavement material
Capital	Drainage Improvements	<ul style="list-style-type: none"> • Repair and replacement of the existing pavement material. • Installation of water channels, sub-soil damage • Renewal and installation of culverts with a diameter greater than 600m • Routine maintenance and repair of surface water channel and subsoil drainage • Steam cleaning and debris removal: to maintain water courses through culverts
Capital	Road Construction	<ul style="list-style-type: none"> • New road alignments • Regrading • Widening • Intersection improvements • Approaches to bridge renewals • New retaining structures • Tunnels
Capital	Bridges, Structures and Tunnels	<p>Examples of qualifying activities include, but may not be limited to replacing:</p> <ul style="list-style-type: none"> • a structurally inadequate bridge • retaining structures, including sea walls, which support a road. • tunnels • culverts with a cross-sectional area of 3.4 square metres or greater.

Question 7 – Could you please rank these capabilities by revenue generated by your organisation?

Question 8 - Which of these service capabilities do you primarily self-deliver (as opposed to sub-contract)?

Question 9 - In what capacity does your organisation currently work with Waka Kotahi with regard to the Land Transport Network?

(Can select multiple)

- Direct contractor to Waka Kotahi
- As a sub-contractor to Waka Kotahi
- Do not currently work with Waka Kotahi.

Question 10 - If you deliver work on the Waka Kotahi roading network via another organisation, can you please state the organisation(s) you sub-contract on behalf of.

(If not applicable, write N/A)

Question 11 – Do you have a preference to contract directly with Waka Kotahi, via another organisation or no preference? Please expand on your response.

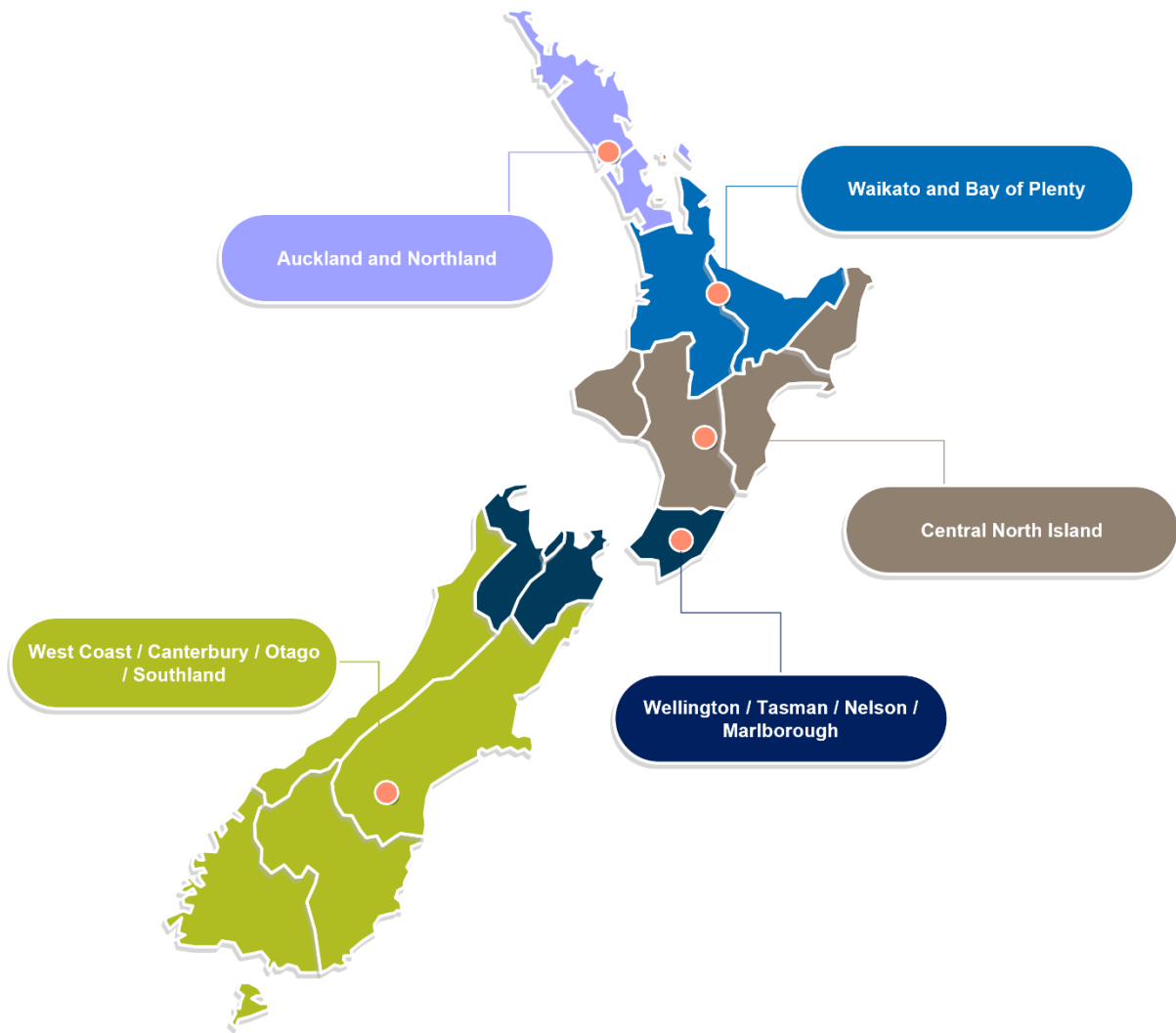
(If not applicable, write N/A)

Question 12 - If you are a direct contractor to Waka Kotahi, can you please outline the top five organisations you sub-contract work with primarily?

(If not applicable, write N/A)

Question 13 - For the service capabilities you have selected, please select the regions in which you provide these services:

A regional map to support your response can be found on the next page.



Question 14 - Do you have a depot / operational facility in these regions? If yes, please provide a brief description of these facilities.

(For those regions that are irrelevant, please enter N/A)

- Auckland and Northland
- Central North Island
- Waikato and Bay of Plenty
- Wellington / Tasman / Nelson / Marlborough
- West Coast / Canterbury / Otago / Southland

Question 15 - Please indicate the size of the workforce that would perform self-delivery, in each of these regions:

(For those regions that are irrelevant, please enter N/A)

- Auckland and Northland
- Central North Island
- Waikato and Bay of Plenty
- Wellington / Tasman / Nelson / Marlborough

- West Coast / Canterbury / Otago / Southland

Question 16 - Does your organisation operate under any national quality management standards? If so, please detail which standards.

(For example, ISO9001, Totika Scheme.)

Question 17 - Please indicate your organisation's turnover for the last financial year (NZD\$):

Question 18 - Please indicate your organisation's parent company or national/global owner as well as any subsidiaries.

Question 19 - Please provide the top five contracts you are currently working on in terms of annual contract value:

Question 20 - Please can you outline the key projects you wish to tender for in the next 24 months, including in related industries, in New Zealand?

(Related industries include transport, energy, social infrastructure, residential, resources, etc.)

Question 21 - Will these projects affect your ability to tender and/or deliver work for Waka Kotahi and if so, how?

Question 22 - Has your organisation had experience with any of the following contract forms?

- NEC
- NZS Suite
- FIDIC
- None of the above
- Other (please state)

Question 23 - What is the minimum annual contract value you would be willing to tender for as a single entity and why? (NZD\$)

- \$0 to 1million
- \$1 to 5 million
- \$5 – 20 million
- \$20 – 50 million
- \$50 – 100 million
- \$100 million +

Question 24 - What is the maximum annual contract value you would be willing to tender for as a single entity and why? (NZD\$)

- \$0 to 1million
- \$1 to 5 million

- \$5 – 20 million
- \$20 – 50 million
- \$50 – 100 million
- \$100 million +

Question 25 - Do you aspire to grow your capabilities into further geographical regions or additional services? If so, what can Waka Kotahi do to support your ambitions?

- Regional expansion (Y/N)
- Additional services (Y/N)
- Support Waka Kotahi can provide.

Question 26 - Using your expertise and experience, please rank the following constraints that are likely to impact the market in the next 12 - 24 months?

- Skills / labour shortage
- Increased costs
- Plant, people, and/ or equipment capacity constraints.
- Sub-contractor capability constraints
- Lack of forward-facing pipeline
- Procurement of raw materials
- Systems integration/ maturity
- Legislation/ regulatory requirements

Question 27 - For the above question, are there any other constraints / additional constraints you would like to elaborate on?

Question 28 - What can Waka Kotahi do to support the mitigation of these constraints?

Question 29 - Are there any opportunities or innovations within your Industry (or adjacent sectors) that you believe Waka Kotahi should be made aware of?

Question 30 - Please rank the usefulness of the following ongoing engagement mechanisms for Waka Kotahi to keep you informed:

- Newsletter
- Industry briefings
- Regular website updates
- Industry Expo
- Market sounding questionnaires
- Publication of future pipeline
- Meet the buyer events.

Contact us.

If you have any questions, you can reach the team at procurement@nzta.govt.nz